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Gartner for IT

Driving Value With Technology

Client Success Story: Coronado

Coronado needed to move away from a traditional business mindset with low technology maturity toward using technology as a business enabler. Coronado wanted to modernize a large number of systems and optimize the business and encourage further innovation investments by enhancing technology's credibility across the enterprise.

Coronado 🇨

Industry: Energy & Utilities
Revenue: Approx. $2.3 Billion
Employees: Approx. 1,700

"Gartner supported us to save $500K+ over five years through effective contract reviews and vendor negotiations, including licenses."

Cheryl Willets, Senior Finance and Business Systems Analyst, Coronado

Mission-critical priority

Driving value by improving operating efficiencies and tonnage; incrementally increasing production over time; capturing higher-margin export contracts; capitalizing on a strong market; and delivering returns to shareholders.

Challenges:
- Traditional business with low technology maturity
- Technology as a cost center, not a business enabler
- Disconnect between geographically dispersed teams

How Gartner helped

Selecting the right ERP and system integrator vendors was critical. Over six months, Coronado leveraged nine Gartner experts to discuss ERP strategy, governance, market insight, cloud security, vendor proposals, contract negotiation and system integration partners:

- Best-in-class ERP templates/toolkits
- Statement of work and contract reviews leading to pricing comparisons, identification of hidden costs, improvement of business terms, avoiding risky clauses
- Vendor negotiation strategy and relationship planning
- Implementation and transition strategy

Mission accomplished

Gartner experts served as an extension of Coronado's lean technology team, bringing a new level of confidence to planning and vendor selection. The client saw $500K+ in savings over five years due to effective contract reviews and vendor negotiations. They also succeeded in elevating technology's credibility to better support the broader business, leading to time savings for the VP of technology, accelerated project timelines and risk mitigation during decision making.

Questions about becoming a Gartner client? Let's connect.

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