

Accelerating Technology Transformation with Actionable Insights

Organization: TNTP
Industry: Education
Employees: 25+



Mission-critical priority

Jomar McDonald, Vice President of Technology at TNTP, sought support from Gartner to rapidly develop and implement technology, data, and AI strategies in a fast-paced consulting environment. The client worked with Gartner to drive technology transformation, improve service delivery, and ensure successful negotiation and execution of key initiatives.



How Gartner helped

The client used:

- **Analyst support and actionable frameworks** to accelerate strategy development in infrastructure, operations, data, analytics, and enterprise applications.
- **Gartner's negotiation insights and market data** to secure better deals with large SaaS vendors.
- **Expert validation and feedback** to refine and broaden their **AI strategy**, especially for market-facing products.



Outcome

With support from Gartner, the client:

- **Achieved measurable cost savings** by negotiating more effectively with large vendors.
- **Realized significant time savings** by quickly adapting Gartner's frameworks and tools.
- **Enhanced team capability and speed** by providing direct access to technical resources and analyst expertise.

“Gartner has helped us negotiate with big vendors with more muscle and confidence, delivering measurable savings.” — **Jomar McDonald, Vice President of Technology at TNTP**