Delivering Strategic Cost Savings and Innovation in Government IT

Organization: City of Brownsville
Industry: State & Local Government
Employees: 1000+

Mission-critical priority

Jorge Cardenas, CIO for the City of Brownsville, sought support from Gartner as he navigated the challenges of leading IT in local government and managing budget constraints. The client worked with Gartner to optimize contract spending, build an effective AI strategy, and streamline IT decision-making.

How Gartner helped

The client used:

- **Advisory research and the Executive Program** for contract analysis and market pricing insights.
- **Executive Partner support** to build and document an AI strategy.
- **AskGartner** to quickly access policy templates and research resources.

Outcome

With support from Gartner, the client:

- **Achieved significant cost savings**, reducing one proposal by **$280,000** and overall IT expenses by nearly **$1 million**.
- Clearly communicated and documented **AI strategy** to leadership.
- **Streamlined decision-making** with fast access to relevant templates and research.

"My executive partner was able to help me actually put our AI strategy on paper and show leadership where we're going." — **Jorge Cardenas, Chief Information Officer at The City of Brownsville**

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