

Building a Cost-Efficient Procurement Technology Contract

Industry: Paper & Forest Product Manufacturing
Employees: +10,000



Mission-critical priority

The Global Process Lead for the Sourcing CoE and the Planning Manager at an American paper & forest product manufacturer turned to Gartner for help during the contracting process with a procurement technology provider. Gartner research & advisory support helped the company achieve \$240,000 in hard savings and approximately \$1,000,000 in cost avoidance.



How Gartner helped

The client used:

- **Gartner's contract review service** in which a technology expert from Gartner dissects a technology contract ahead of negotiations to identify any cost-cutting or incentive opportunities.
- **Objective, research-based recommendations** on technology pricing.
- **Tips & tricks** from a Gartner analyst for successfully navigating negotiations with a technology provider.



Outcome

With support from Gartner for Supply Chain, the client:

- **Achieved** \$240,000 in hard savings and approximately \$1,000,000 in cost avoidance thanks to Gartner research & advisory support.
- **Identified** technology modules that the company was paying for but not obtaining any value from.
- **Accelerated** timelines: After just two months the Gartner analyst had completed the contract review and held negotiation strategy sessions with the client.