

Optimizing Supply Chain Planning Technology Investments



Mission-critical priority

The in-house supply chain planning tools that a high-tech manufacturer had developed were falling short in terms of advancing supply chain planning capabilities. Corporate leadership leaned on Gartner's unparalleled technology expertise to identify the right investment because APS is a rather niche area, with few resources available to benchmark solutions and pricing models.



How Gartner helped

The client used:

- **Insights** on potential vendors and solution comparisons.
- **Gartner BuySmart™ service** for reviewing the proposal in detail to determine the cost ratio between software licenses and implementation fees.



Outcome

With support from Gartner for Supply Chain, the client:

- **Noticed** the hidden cost drivers in the proposal post BuySmart review.
- **Negotiated** changes to the proposal with the vendor.
- **Saved** more than 20% in software implementation costs.