

# Supply Chain Strategy for Optimal Inventory

**Industry:** Construction  
**Revenue:** Approx. \$3 billion  
**Employees:** 2,500+



## Mission-critical priority

The client's regional supply chains were not working in sync, which resulted in increased costs, excessive inventory and reduced profitability.



## How Gartner helped

The client used:

- **Supply chain maturity** of its function to increase visibility into business needs.
- **Maturity assessment** to benchmarked its performance to identify gaps between its current and desired future state to develop a well-defined improvement plan.
- **MTO strategy** in one of its regional operations, achieving significant reductions in inventory and costs.



## Outcome

With support from Gartner for Supply Chain, the client:

- **Identified improvement opportunities** and developed change strategies to upgrade organizational capabilities.
- **Developed a well-defined improvement plan** and projects needed to initiate the transition from MTS to MTO.
- **Piloted the new structure** in one region, achieving an \$8 million inventory reduction.