

Client Stories: Negotiating Savings in Warehouse Contracts

Industry: Paper and Forest
Revenue: + \$5B
Employees: 35,000+



Mission-critical priority

Supply chain logistics leaders at a large American manufacturing company needed to optimize warehousing SLAs and contracts to reduce warehouse costs.



How Gartner helped

The client used:

- **Gartner diagnostics** to effectively measure warehouse performance and accurately identify areas for resource investment
- **Strategic guidance** from Gartner analysts to optimize supply chain costs, enhance overall operational efficiency and also refine documents



Outcome

With support from Gartner for Supply Chain, the client:

- **Made a more informed technology decision** by identifying the benefits and potential pitfalls of each vendor bid.
- **Saved money:** With Gartner insights, advice, and tools, the client identified risks and negotiated savings opportunities of \$10-20 million