

Renegotiate Contracts to Reduce Supply Chain Costs Amid Disruption

Industry: Solar panel company
Revenue: \$ 2.2 Billion
Employees: 6400



Mission-critical priority

The client was looking to renegotiate some of their ocean freight contracts in an effort to optimize and reduce their costs



How Gartner helped

- When the client mentioned the possibility of renegotiating some of their ocean freight contracts, Gartner acted quickly in aligning the appropriate **Gartner BuySmart™** resources
- Through an expert inquiry, Gartner explained to the client why the timing and current environment of COVID-19 would benefit their position to **renegotiate the existing logistics contract for ocean freight** and save on costs



Outcome

With support from Gartner for Supply Chain, the client:

- **Leveraged low oil prices** to renegotiate ocean rates on bunker fuel
- **Saved up to \$200K** on the new terms of their ocean freight contract