

# Risk mitigation support cuts inventory expenses by \$150 million

**Industry: Agriculture and Chemicals**  
**Revenue: \$1B+**  
**Employees: 2,500+**



## Mission-critical priority

After a series of leadership team changes, the National Director, Supply Chain at an American agricultural and chemicals provider approached Gartner for help, recognizing that the changes opened up the organization to risk. In particular, the National Director sought Gartner expertise and resources on supply chain risk mitigation to achieve the following objectives: minimize the impact of risk on operations; advance demand planning and inventory management practices; and enhance customer experience.



## How Gartner helped

The client used:

- **Diagnostic tools** to assess the organization's risk readiness, identify gaps and determine next steps.
- **Peer examples** of inventory governance structures that the supply chain organization could adapt.
- **Analyst-led workshop** for the supply chain leadership team to define and plan the launch of a new inventory governance structure.
- **Research reports and toolkits** on sales & operations planning (S&OP) best practices.



## Outcome

With Gartner's support, the client:

- **Cut \$150 million** in inventory by establishing inventory governance.
- **Standardized** the S&OP process.
- **Improved** understanding across the supply chain leadership team of logistics trends, challenges and priorities.
- **Drove** collaboration and best practice sharing amongst supply chain leaders.