

Gartner for Supply Chain

# Supply Chain Integration Following an Acquisition

Industry: Medical Device Manufacturing

Annual Revenue: +\$2 Billion

Employees: ~25K



## Mission-critical priority

After acquiring a competitor and more than doubling in size, an American medical device manufacturer turned to Gartner for help in integrating the two supply chain organizations.



## How Gartner helped

The client used:

- **Weekly touchpoints** with their dedicated Gartner account executive during the integration planning sprint. In these touchpoints we reviewed integration project management deliverables and provided objective, actionable recommendations for improvement.
- **A Gartner-led strategy session** that brought together the CSCO and his directs with the VP of Planning and VP of Customer Experience. In this session we facilitated ideation and problem solving on staffing, network design, segmentation and sustainability.
- **Best-practice research content** in the form of templated job descriptions and step-by-step project management playbooks.



## Outcome

With support from Gartner for Supply Chain, the client:

- **Created** a comprehensive roadmap for the integration journey and avoided common missteps by leveraging lessons learned from peer organizations
- **Improved** decision-making processes by strengthening relationships across cross-functional leaders
- **Saved** time and money developing and executing action plans by leveraging best-practice research content