To support the company’s strategy for long-term growth and improve its financial stability, the CFO of a leading equipment manufacturing company needed to modernize the finance organization. With support from Gartner, the client saved millions of dollars on a critical technology initiative, built confidence with the board and took a leading role on critical business decisions.

**Industry:** Infrastructure Equipment Manufacturing  
**Revenue:** $1 to $5 Billion  
**Employees:** 10,000 to 50,000
Mission-critical priority
A new-to-role CFO needed to transform the company’s finance organization to promote long-term growth and stabilize its financials.

How Gartner helped
Using Gartner BuySmart™, the CFO worked closely with Gartner technology experts to identify opportunities to improve contract terms with its ERP software vendor. The Gartner Executive Partner advised the CFO on the selection process for a new audit firm, and the CFO leveraged insights from the custom Gartner Finance Score maturity assessment to create an impactful presentation that built trust with the board.

Mission accomplished
With support from Gartner for Finance, the client successfully:
- Saved more than $10M on its ERP software service
- Saved time and gained confidence in the selection process for a new audit firm
- Improved discussions and built credibility with the board

Achieve your mission-critical priorities with Gartner for Finance
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