A first-time CFO struggled to build an effective budget as the organization floundered. Gartner advisors helped improve decisions at the organization by sharing budgeting best practices and resources that supported productive budget discussions between the CFO and other cross-functional leaders. Budgeting had been run centrally but now was a collaborative exercise.

**Industry:** Nonprofit Technology Organization
**Revenue:** $50M-$100M
**Employees:** 100-500
Mission-critical priority
A first-time CFO struggled to build an effective budget as the organization floundered. His CEO insisted that budgeting move from being a centrally owned exercise to a collaborative, cross-functional one.

How Gartner helped
Drawing from personal experience working with clients on all types of budgeting, Gartner advisors held phone consultations about cost management with the CFO. The CFO was assured the advice was practical and peer-tested, giving him confidence when shaping the cross-functional budgeting strategy. He also leveraged tools/models to drive execution. Relevant and templated, these resources enabled the CFO to take action quickly.

Mission accomplished
Gartner advisors helped improve decisions at the organization by sharing budgeting best practices and resources (from their client experience and from the Gartner database of research and insights) that supported productive budget discussions between the CFO and other cross-functional leaders. Budgeting had been run centrally but now was a collaborative exercise.

Achieve your mission-critical priorities with Gartner for Finance.