Discovering Cost Savings With Efficient Decision Making

Client success story: Charleston County School District

Charleston County School District is the second largest district in South Carolina, servicing 87 schools and specialized programs. IT compliance is pivotal for school districts to prioritize critical issues and maintain industry-leading cybersecurity to enable a cohesive community throughout the state. This requires IT leaders to be insightful and calculated as well as collaborative and confident in decision making to achieve success in their highest mission-critical initiatives. IT leaders’ speed to decision making is the key differentiating factor in ensuring resources are allocated within budget, tactically and in a timely way, to provide equitable and quality educational opportunities for all students.

Industry: K-12 Education
Revenue: $27 Million
Faculty: 3,500
Mission-critical priority

Compliance officers from Washington, D.C., reviewed to full U.S. Department of Defense standards. Charleston’s IT leaders had to then:

- Identify mission-critical updates related to district’s priorities.
- Align mission-critical priorities with budget.
- Create a clear and concise RFP to non-IT stakeholders to exemplify the full value potential.
- Enact decision efficiently and effectively.

How Gartner helped

Gartner experts guided an engagement strategy with IT leaders to provide:

- Actionable insight of available IT security frameworks
- Best-in-class toolkits
- Time savings with confident decision making for IT leaders
- Insight on net-new revenue discovery exceeding a million dollars

Mission accomplished

Gartner experts played an essential role in:

- Evaluation, planning and streamlining the decision-making process of Charleston’s IT security framework updates
- Gain non-IT executive leadership approval for budget and support for selected IT framework vendor
- Review and confirm additional revenue possibility with existing IP addresses
- Review the RFP for IP addresses to executive team and close deal for over $1.5 million in unplanned net new revenue in three months

Questions about becoming a Gartner client? Let’s connect.