GARTNER FOR SUPPLY CHAIN LEADERS

Supply chain leaders are responsible for designing and executing a profitable supply chain strategy that is both agile and resilient amid the risks and demand fluctuations of today’s global economy. We work with these leaders to build and validate a strategy focused on driving profitability in the face of complexity and risk — providing prescriptive insights on key initiatives to help drive continuous improvement throughout the end-to-end supply chain.

PARTNERING TO ACHIEVE SUPPLY CHAIN EXCELLENCE

We support you throughout the journey to achieving a mature, demand-driven value network:

- Apply best-practice research across core supply chain functions to build a strong foundation of operational excellence.
- Utilize toolkits and maturity models to diagnose your current state and identify where you want to be.
- Leverage expert analysts to provide independent, third-party input on your strategy.
- Learn industry and cross-industry best practices through case studies and one-to-one peer connections.
- Get unbiased insight on selecting the right partners and systems.
- Utilize expert advice on implementing mature cross-functional processes that sense and respond to demand.
- Validate progress and make adjustments for continuous improvement through regular check-ins.

RESOURCES FOR SUPPORTING SUPPLY CHAIN TRANSFORMATION

We offer a portfolio of indispensable services to help you maximize supply chain productivity:

- Unlimited access to expert analysts
  - Highly experienced analysts who communicate with senior supply chain executives every day
  - One-to-one inquiries for specific advice on your challenges, opportunities and projects
- World-class, objective research
  - Thousands of research documents across supply chain business process and technology topics
  - A library of customizable tools and templates to help you get your job done better and faster
  - Best practices and case studies for tactical and strategic insight
- Access to peers
  - Opportunities to exchange ideas and expertise through our exclusive Peer Connect client network
  - Interactions with industry thought leaders at the Gartner Supply Chain conference
“Gartner has provided invaluable insights to me and my leadership team on global supply chain strategy. Their insights into demand management and planning, globalization and collaboration have been key during our organizational evolution from core manufacturing to customer value chain management.”

SVP CUSTOMER VALUE CHAIN MANAGEMENT
Global High-Tech Manufacturer

**GARTNER BUSINESS WIZARD**
A customizable engine anticipates your needs and delivers just-in-time insight on your key initiatives.

**INDUSTRY-SPECIFIC EXPERTISE**
We offer industry-focused guidance across a wide range of industries, with in-depth insight in nine key verticals:
- Aerospace and defense
- Automotive
- Chemical and process manufacturing
- Consumer products
- Government
- Healthcare and life sciences
- High-tech manufacturing
- Industrial manufacturing
- Retail

**TOOLKITS FOR GETTING THE JOB DONE**
- Maturity assessments
- Planning tools
- Project plans
- Service provider selection guides

**GARTNER SUPPLY CHAIN TOP 25**
Each year we identify the companies that best exemplify the demand-driven ideal for supply chain management, highlighting valuable best practices and strategies.

**GARTNER SUPPLY CHAIN EXECUTIVE CONFERENCE**
This annual event series brings together global supply chain professionals from multiple industries to explore how to drive demonstrable business results with smarter, more connected and sustainable supply chains.

**SUPPLY CHAIN FUNCTIONAL EXCELLENCE**
Guidance on the strategies, processes, technologies and structures needed to drive maturity and performance in the key supply chain functions:
- Product life cycle management
- Planning
- Sourcing

**SUPPLY CHAIN TRANSFORMATION AND ENABLEMENT**
Identifying and implementing the right supply chain strategies and enabling capabilities, including:
- Talent and organizational design
- Risk, analytics and performance management
- Sustainability

**DEMAND-DRIVEN VALUE NETWORK (DDVN) ORCHESTRATION**
Support for orchestrating value networks, enabling conscious trade-offs and profitable balance through cross-functional processes applied with an industry context:
- Demand management
- Sales and operations planning

**How do you manage and govern:**
- Product/service portfolios throughout their life cycle to maximize value?
- Planning across demand and supply, including alignment to strategy and business goals?
- Global procurement and sourcing, including supplier management?

**How do you:**
- Segment the supply chain to determine profitable channels and customers and the cost to serve each?
- Identify and institute the skills, talent and innovations required to reach the next level of supply chain performance?
- Evolve from adversarial to collaborative relationships with partners (e.g., distributors, third-party logistics/contract manufacturers, and government/nongovernment organizations)?

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**Demand-Driven Value Network (DDVN) Orchestration:** Support for orchestrating value networks, enabling conscious trade-offs and profitable balance through cross-functional processes applied with an industry context:
- Demand management
- Sales and operations planning

**How do you:**
- Develop your understanding of demand characteristics, including volatility and profitability, and increase demand visibility through integration and collaboration?
- Balance functional processes, such as sourcing, manufacturing and delivery, with the orchestration of cross-functional processes to create and deliver end-to-end value?
- Use the DDVN framework to support the business strategy and account for industry-specific drivers, constraints and network details?