



Microsoft Case Study

Chemicals & Water Treatment

Client Profile

\$13.5B Industry Leader that Specializes in Water, Hygiene and Energy Technologies and Services

Business Issue

- Company was in the process of its **Microsoft Enterprise Agreement renewal**
- Had limited experience or leverage while experiencing internal pressure to renew according to Microsoft's timeline

Services & Results

UpperEdge recommended an integrated negotiation strategy:

- Created a timeline and proposal to effectively navigate the discussions with Microsoft within the necessary timeframe
- Provided licensing recommendations and a commercial proposal assessment to ensure an optimal licensing model and best-in-class pricing resulting in **\$1M in savings over 3 years**