



Microsoft Case Study

Construction Services

Client Profile

A \$1.0B Global Leader in Infrastructure Protection Services

Business Issue

- Company identified Microsoft 365 as the preferred solution
- Needed to establish a foundation for building a long term strategic relationship
- Client had an aggressive timeline

Services & Results

UpperEdge managed the end-to-end process:

- Educated client on all Microsoft pricing, licensing and purchasing models
- Expanded their relationship to include Microsoft's senior management
- Detailed analysis and recommendations resulted in license flexibility that aligned with their unique user requirements, as well as **\$600K in savings over 3 years**