



Microsoft Case Study

Electronics

Client Profile

A \$1.6B Global Provider of Materials Technologies for Power, Lighting and Wireless Devices

Business Issue

- Company looking to expand its footprint with Microsoft and move deeper in the cloud with higher enterprise editions
- Microsoft pushing the all-in SPE bundle aggressively but company did not require all of the functionality
- Needed to establish a long-term strategic relationship with Microsoft price transparency, certainty and protections

Services & Results

UpperEdge educated client on all Microsoft pricing, licensing and purchasing models:

- Expanded their relationship to include Microsoft's senior management
- Detailed analysis and customized negotiation strategy resulted in best-in-class upfront discounting, as well as highly competitive price transparency, price certainty and future price protections
- Able to break up the bundle and still adapt core needed products with a **\$1.7M savings over 6 years**