



Microsoft Case Study

Medical Devices

Client Profile

\$2B Manufacturer and Supplier of Research Lab and Medical Testing Equipment

Business Issue

- Company was required to **renew their Microsoft Enterprise Agreement while complying with an audit**
- Had limited understanding of Microsoft licensing models and practices

Services & Results

- UpperEdge provided a detailed assessment and analysis of the proposed licensing options and pricing
- Empowered to solicit complete and comprehensive licensing options and achieve best-in-class discounting from Microsoft to reduce licensing fees required to achieve compliance with the audit findings
- Recommendations resulted in **\$3M in savings over 3 years** along with highly competitive future price protections