



Microsoft Case Study

Pharmaceutical Services

Client Profile

A \$2.3B Leader in Worldwide Bio/Pharmaceutical Services

Business Issue

- Company had a long-standing relationship with Microsoft and sought to **renew its Enterprise Agreement**
- Sought to optimize their ongoing costs, licensing model and commercial construct

Services & Results

UpperEdge recommended an integrated negotiation strategy:

- Provided a detailed assessment of the client's existing agreements, licensing models and pricing to identify areas for improvement
- Supported throughout the negotiation and execution phases to achieve a highly favorable outcome in terms of competitive pricing and key commercial terms
- Achieved a savings of **\$2.8M over 3 years** and provided pricing visibility for future Cloud solutions to support the client's strategic transition to the Cloud