



## Microsoft Case Study

### Sensors

#### Client Profile

\$1.6B Manufacturer of Intelligent Sensor Systems

#### Business Issue

- Client had a long-standing relationship with Microsoft and needed to renew its **Enterprise Agreement**
- Previously implemented Office 365 and was considering expanding its Microsoft Cloud portfolio through adoption of Microsoft 365
- Needed to ensure pricing and go-forward relationship was appropriate given expansion into the Cloud
- Current Microsoft pricing was below market
- Existing Microsoft relationship did not include appropriate downstream price protections

#### Services & Results

UpperEdge analyzed current pricing and commercial terms to assess competitiveness:

- Assisted client with gathering and understanding **current product utilization**
- Identified client-specific **negotiation levers** to utilize during renewal discussions
- Achieved **best-in-class pricing** and discounting across all Microsoft on-premise and Cloud products
- Achieved long-term price protections on key strategic products
- Resulted in a **\$9M savings over 6 years**