



Oracle Case Study

Food & Beverage

Client Profile

\$17.5B Multinational Manufacturer of Branded Consumer Foods

Business Issue

- Company was looking to expand its Oracle technology footprint
- Needed new strategic relationship structure that would meet its near-term requirements and allow for continued growth and expansion

Services & Results

- Defined and negotiated a holistic financial and commercial deal construct to establish a highly competitive long-term strategic relationship
- Resulted in **\$5M TCO savings over 5 years**
- Attained **8 years of price protections**