



Oracle Case Study

Infrastructure Solutions

Client Profile

\$1B Global Leader in Infrastructure Protection and Energy Services

Business Issue

- Company was conducting a Human Capital Management (HCM) transformation in a highly competitive multi-vendor bid process
- Selected Oracle's Fusion and Taleo solutions and a niche system implementation partner

Services & Results

UpperEdge guided the competitive bid process for the HCM solution and the system implementation partner selection:

- Resulted in best-in-class agreements with both providers
- Achieved a **\$930K TCO savings over 5 years** while greatly increasing the bill-of-materials in both products and number of users