



## Oracle Case Study

Retail

### Client Profile

\$1B Regional Apparel and Home Goods Retailer Operating Department and Outlet Stores

### Client Situation

- Company undertaking a corporate legacy systems modernization initiative with an initial focus on replacing its Finance and Human Capital Management systems.
- Sought to leverage a highly competitive landscape to negotiate a highly competitive cloud agreement

### Services & Results

UpperEdge developed and managed the complete negotiation strategy:

- Assessed Oracle proposals throughout the negotiation detailing places to consider for negotiation
- Achieved best-in-class discounting resulting in an almost **\$5M TCO reduction over 10 years**
- Attained **10 years of price protection**