



SAP Case Study

Retail

Client Profile

\$1.2B Designer and Manufacturer of Footwear and Accessories

Business Issue

- Enterprise-wide initiative to increase financial reporting, global presence, multichannel opportunities and store expansion while improving customer experiences
- Evaluating SAP vs. Oracle

Services & Results

UpperEdge assisted in forming and implementing a complete negotiation strategy:

- Leveraged the competitive environment and UpperEdge benchmarks to select SAP and drastically reduce its capital outlay
- Attained **\$3.4M in savings over 5 years**
- Succeeded in getting **business terms that would allow scaling and deployment with the initial deal discount and initial current pricing**