



SAP Case Study

Utilities

Client Profile

\$11B F500 Electricity and Natural Gas Company with Energy-Related Products and Services

Business Issue

- Company was undertaking a \$150M+ multi-year transformation to support business objectives and growth
- Included financial, human resources, supply chain and customer relationship management capabilities

Services & Results

UpperEdge assisted in developing and executing a holistic negotiation strategy:

- Advising at the executive level, significantly increased client's bill of materials while also significantly reducing their capital outlay
- Achieved **\$4M in savings over 5 years**
- Attained **business terms to allow to scale and deploy with initial deal discount and initial pricing**