



## SAP Indirect Access Case Study: Consumer Goods

### Client Profile

Leading \$2B Manufacturer of Laundry & Dish Care Products

### Business Issue

- Client received an **audit request** which spanned both direct and indirect usage of their SAP software
- Engaged UpperEdge to analyze exposure, provide mitigation strategies, and negotiation services to resolve the compliance matter

### Services & Results

Employing a tailored negotiation strategy coupled with fresh indirect access market intelligence, UpperEdge:

- Coached and guided client to significantly lower its exposure from \$5.1M in total net license compliance fees to \$1.1M (a \$4.0M reduction)
- Leveraged the event to negotiate a highly competitive deal construct, inclusive of release and audit waiver provisions to mitigate downstream audit exposure