



SAP Indirect Access Case Study: Energy

Client Profile

An \$11.0B F500 electricity & natural gas company

Business Issue

- Client undergoing a large SAP transformation project
- Needed to execute an SAP license agreement in a short timeframe to ensure uninterrupted support and prompt upgrades or select an alternative ERP system and system integrators
- Faced significant risk exposure for future cost increases and implementation governance challenges

Services & Results

UpperEdge advised client to support business objectives and growth through the negotiation and audit resolution process:

- Solicited and thoroughly reviewed complete and comprehensive licensing options to compare to SAP
- Outlined holistic SAP negotiation strategy resulting in realizing \$4M in savings over 5 years
- Significantly increased client's bill of materials while also reducing their capital outlay
- Negotiated terms to allow client to scale and deploy with initial deal discount and initial current pricing