



## SAP Indirect Access Case Study: Healthcare

### Client Profile

A \$2.5B medical & dental health imaging solutions company

### Business Issue

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

### Services & Results

UpperEdge performed a baseline assessment, analyzed actual exposure, and designed an engagement approach to systematically confront SAP's claims:

- Numerous interfaces were dropped from the compliance report and user counts significantly reduced
- Negotiation and execution strategy resulted in total net license compliance fees being reduced from \$30M to \$1M (\$29M savings)
- Final negotiated deal construct also included competitive release and revised audit provisions