



## Microsoft Case Study

Apparel

### Client Profile

\$7B Manufacturer of Premium Lifestyle Products

### Business Issue

- Company had a long-standing relationship with Microsoft and needed to renew its **Enterprise Agreement**
- Was mostly an on-premise customer and was considering expanding its Microsoft portfolio into the Cloud
- Current Microsoft relationship did not include appropriate downstream protections and had pricing that was below market
- Needed to establish a strategic go-forward relationship given immediate growth and expansion into the Cloud

### Services & Results

UpperEdge provided an assessment of current pricing and commercial relationship:

- Developed a negotiation strategy to achieve a **more strategic relationship** with Microsoft
- Achieved **highly competitive pricing and discounting** across all Microsoft on-premise and Cloud products
- Obtained **custom product access rights** that aligned with actual user needs at a significantly reduced price for a subset of their user base
- Achieved long-term price protections on key strategic products
- Saved **\$1.3M over a 6-year period**