



Microsoft Case Study

Consumer Products

Client Profile

\$70.1B Manufacturer of Health Care Products and Related Services

Business Issue

- Client had a long-standing relationship with Microsoft and wanted to **renew its Enterprise Agreement**
- Sought to optimize their ongoing costs, licensing model and commercial construct

Services & Results

UpperEdge identified areas for improvement:

- Provided a detailed assessment of existing agreements, licensing models and pricing, identifying areas for improvement
- Through precise benchmarks and suggested messaging, achieved **\$25M in savings over 6 years** (22% overall cost reduction) while improving the go-forward licensing model and commercial terms