



## Microsoft Case Study

### Utilities

#### Client Profile

\$11B North American Utilities Holding Company

#### Client Situation

- Facing significant unplanned expenses impacting their ability to budget and execute their Microsoft renewal on time
- Evaluation of needs which included exploring new Microsoft products and solutions
- Given internal issues and budgetary constraints, needed to delay adopting Microsoft products and solutions that better fit their needs and needed to request a term extension

#### Services & Results

UpperEdge developed a strong negotiation and communication strategy to execute with Microsoft:

- Extended an expiring agreement and previously negotiated pricing, affording time to effectively budget for the adoption of new products and solutions as part of the renewal term
- Provided in-depth and up-to-date knowledge of pricing, licensing and purchasing models to ensure their renewal product portfolio was best suited for their go-forward requirements
- Established licensing structure that included flexibility to accommodate business needs
- Achieved **\$5.1M in savings over 5 years** with best-in-class discounting and a highly competitive future term extension option with price protections