



## Oracle Case Study

Healthcare

### Client Profile

A \$70B F100 Healthcare and Pharmaceutical Conglomerate

### Business Issue

- Company undertaking a technology stack expansion to support business growth
- Planning for continual transformation and enhancement to its business processes and other operational objectives

### Services & Results

UpperEdge supported the evaluation of multiple technology licensing options with various Unlimited License Agreement (ULA) term durations

- Resulted in best-in-class deal construct
- Achieved a **\$2.3M TCO reduction** while adding another year to the ULA term
- Attained **8 years of price protection**
- Resolved **prior multi-million-dollar audit dispute** for no charge