



Oracle Case Study

Retail

Client Profile

\$1.5B Leading U.S. Retailer with Over 10,000 Employees

Client Situation

- Company was looking to expand its Oracle Cloud footprint by adding Oracle Cloud Retail solutions and PaaS and IaaS services
- Concerned about being an early adopter of the Oracle Cloud Retail solutions
- Required a competitive bid process to identify a system implementation partner

Services & Results

UpperEdge developed and managed the complete Oracle negotiation strategy and sourcing strategy for selecting a system implementation partner, resulting in highly competitive commercial terms with both:

- Realized a TCO reduction of greater than **\$4M over 5 years** on the Oracle Cloud Retail solutions and system implementation fees
- Attained long term **price protections** on the Oracle Cloud Retail solutions
- Obtained highly competitive Oracle PaaS and IaaS Universal credits
- Achieved contractual protection and flexibility to mitigate the early adopter risks of the Oracle Cloud Retail solutions