



SAP Case Study

Aerospace & Defense

Client Profile

\$1.5B Integrator and Operator of Systems, Products and Services in the Transportation, Defense Training and Secure Communications Markets

Business Issue

- Company undertaking a multi-year transformation of its financial, human resources, payroll, program management, supply chain and customer management capabilities

Services & Results

UpperEdge assisted in developing and executing a holistic negotiation strategy:

- Advising at the executive level with precise market intelligence, significantly reduces capital outlay
- Achieved **\$4.85M in savings over 5 years**
- Attained **business terms to allow to scale and deploy with initial deal discount and initial pricing**