



## SAP Case Study

Agriculture & Chemicals

### Client Profile

\$3B Global Agricultural Chemical Company

### Business Issue

- Company was undertaking a transformational initiative which included strategic investments in S/4HANA, HANA database, and SAP cloud solutions

### Services & Results

- UpperEdge developed a holistic executive engagement and negotiation strategy which included relationship management, commercial, and contract negotiation support. Included were enabling templates designed to accelerate the timeline and our database of commercial benchmarks to enable fact-based decision-making.
- **Reduced S/4HANA TCO by ~\$8M** over 5 years. Obtained **\$500K in additional value** at no additional cost
- **Reduced cloud solution TCO by \$2.5M** over 5 years
- Re-negotiated SAP agreement with highly competitive commercial terms providing merger and acquisition flexibility, audit protection, price protections, and renewal protections