



## SAP Case Study

### Airline & Aviation

#### Client Profile

\$41B F100 Company that Provides Air Transportation for Passengers and Cargo

#### Business Issue

- Company was an existing SAP client who was implementing on-premise HR software and SuccessFactors as part of an overall HCM (Human Capital Management) transformation
- Jointly developed functionality required to support flight attendants and pilots
- Used a combination of Deloitte and SAP Professional Services for integration and implementation

#### Services & Results

UpperEdge assisted with the negotiation and recommended beneficial fee structures:

- Advised on negotiation of SuccessFactors, HANA Enterprise Cloud, and SAP Consulting agreements
- Achieved **\$2M in savings** and negotiation of a **fixed fee, deliverable-based Professional Services agreement with SAP**