



SAP Case Study

Chemical Manufacturer & Distributor

Client Profile

\$7B Global Chemical Manufacturer and Distributor

Business Issue

- Company interested in conducting a Phase 0 with a services provider to develop a strategy and a business case for an SAP S/4HANA transformation
- After obtaining board approval, required assistance to negotiate required SAP S/4HANA agreement
- Sought to evaluate, select, and negotiate an ERP implementation services partner

Services & Results

UpperEdge developed a holistic negotiation strategy which included advising on the evaluation, selection and negotiation of the Phase 0 partner, the SAP S/4HANA negotiation, and the concurrent evaluation, selection and negotiation of the ERP implementation services partner.

- **Reduced cost by ~\$1M** in Phase 0 business case
- Attained S/4HANA TCO reduction by **~\$13M over 5 years**
- **Achieved savings of \$3.5M** on ERP implementation
- Obtained highly competitive commercial terms on each, including implementation phase terms and conditions, deal constructs, and comprehensive statements of work