



SAP Case Study

Consumer Electronics

Client Profile

\$1.8B Leading Audio Technology Developer and Product Manufacturer

Business Issue

- Company was divesting a part of its business with limited TSA rights
- Needed to conclude a transaction to meet its immediate database and supply chain needs

Services & Results

Engaged UpperEdge to mitigate the cost impact of the limited TSA rights and to ensure a highly competitive commercial arrangement for the database and Ariba deal:

- Uncovered ASE rights included in HANA and developed negotiation strategy to deploy these and migrate to HANA with all license rights covered
- Leveraged purchase to **extend TSA rights and eliminate all additional fees**
- Achieved **\$6M in savings over 5 years** plus a full refresh of all expired commercial terms