



## SAP Case Study

### Plastics & Chemicals

#### Client Profile

\$4B Global Plastics and Chemicals Company

#### Business Issue

- Company was undertaking a complex transformational program which included implementing S/4HANA and several other SAP cloud solutions including Hybris, IBP, and Ariba

#### Services & Results

UpperEdge developed a holistic sourcing, evaluation and negotiation strategy supported by system implementation benchmarks. UpperEdge services also included comparative proposal assessments and proposal risk evaluations to support the company's decision process.

- **Reduced system implementation costs by ~\$2.4M** by obtaining highly competitive rate reductions and additional investments in the program
- Negotiated an extremely favorable **volume rebate structure** providing rebates as credits toward new and existing projects
- Obtained the flexibility to apply highly competitive **shared risk structure options** including fixed fee and T&M NTE to various phases and workstreams of the program