



## SAP Indirect Access Case Study: Discrete Manufacturing

### Client Profile

A \$17B F100 company that manufactures and distributes tires

### Business Issue

- SAP pressured client with an **indirect use audit** assessment to further expand the scope of their go-forward roadmap requirements
- Scope of assessment pursued greater than 300 application interfaces

### Services & Results

UpperEdge designed a holistic negotiation strategy:

- Included the strategic purchase in order to significantly minimize the impact and exposure of the indirect access audit request
- Provided end-to-end coaching, escalation guidance, and market intelligence enabled this client to **reduce its overall capital outlay by \$5M, significantly reducing go-forward operating expense (\$9.25M total savings over 5 years)**
- Negotiated a highly competitive deal construct including defined use cases, excluded cases, and an audit deferral