



## SAP Indirect Access Case Study: Food & Beverage

### Client Profile

A Global \$8.0B Manufacturer of Food and Beverages

### Business Issue

- Company subject to an SAP audit focused on direct & indirect use of their SAP software
- Engaged UpperEdge to understand SAP's business practices, negotiation strategies, licensing models
- Client had very tight timelines

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*"I am a customer for life!"*

—Global CIO

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### Services & Results

UpperEdge advised through the negotiation and audit resolution process:

- Identified audit exposure and detailed commercial gaps in proposed audit resolution of the SAP proposals, **enabling client to realize a total of \$4M in savings over 5 years**
- Reduced license fees required in order to achieve compliance with audit findings
- Provided suggested license and refresh info on SAP On-premise, Concur, Ariba, and HANA, all supported by precise SAP benchmarks
- Strengthened relationship and developed a holistic negotiation strategy with SAP during the negotiation/compliance process