



Salesforce Case Study

Chemicals

Client Profile

\$5.5B Leading Chemicals Manufacturer

Client Situation

- Client had down-selected SFDC after a CRM evaluation and had no prior relationship with Salesforce
- Needed to ensure pricing was competitive, establish a long-term strategic relationship to ensure price certainty, flexibility, and renewal term price protections

Services & Results

UpperEdge empowered the client:

- Provided in-depth knowledge of SFDC's pricing, product subscriptions and volume discounting structures
- Helped develop a deeper relationship with SFDC at the senior management level
- Through detailed analysis and customized negotiation strategy, achieved improved pricing and upfront discounting, as well as best-in-class renewal term price protections and the ability to swap product subscriptions as needed
- Resulted in over \$500K in savings