



## Workday Case Study

### Professional Sports

#### Client Profile

\$1B Professional Athletic Association

#### Client Situation

- Company was undertaking an HCM and finance transformation initiative evaluating SAP and Workday
- Lacked an understanding of SAP's and Workday's business practices and negotiating strategies
- Limited knowledge of market competitive pricing and commercial arrangements

#### Services & Results

UpperEdge guided the competitive bid process for the solution and the system implementation partner selection:

- Reduced **TCO by over \$1.6M** over 5 years on the Workday solution while increasing the number of users and overall list price
- Attained **11 years of price protections** on Workday
- Secured flexibility to adjustments in user quantities without invalidating price protections based on agreed upon threshold
- Reduced system implementation costs by **over \$400K** by obtaining highly competitive rate reductions in addition to inserting a risk sharing financial structure