

Revenue Recognition | Global Company With Diverse Revenue Streams



Situation

A \$5B publicly traded global distribution and manufacturing company with a broad international presence had significant diversity in its revenue streams due to growth by acquisition. In order to ensure compliance with the new revenue recognition standard, ASC 606, the company engaged SolomonEdwards to project manage and execute the entire project from assessment through implementation. The SolomonEdwards team worked closely with the client's management to plan and perform a comprehensive assessment of the company's global revenue cycle.

Solution

The client's consolidated revenues were disaggregated into meaningful revenue stream categories to facilitate an efficient and thorough review of ASC 606. For each of the revenue streams identified in the planning process, a detailed current state environment study was performed. SolomonEdwards' solution included project management, technical advisory and execution assistance in completing the assessment and implementation of ASC 606.

Results

The company saved money by taking a proactive approach to ASC 606 compliance, developing a game plan and conducting a global assessment and then presenting the findings from those efforts to its auditors in the compliance roadmap. This approach precluded the need to conduct a last-minute scramble that would have taxed the organization and resulted in increased compliance costs.



INDUSTRY:
Distribution &
Manufacturing



DEPLOYMENT:
Team

SERVICES:



Accounting & Finance

*SEC & Regulatory
Compliance*

**Business
Transformation**

Project Management