

LARGE VALUE CONTRACTS: MULTIPLE ELEMENTS & BUNDLES

CUSTOMER CASE STUDY FOR ASC 606

COMPANY PROFILE

COMPANY:

Networking equipment:
hardware, software
warranties, and PS.
Public, B2B,
\$2.6B in revenue.

BUSINESS MODEL:

Diversified product lines and
customers. Large value, variable
term projects and POBs. Some
subscription and small value
ratable warranties.

CONTRACT TYPES:

60% limited term
with common
elements,
40% unique and
variable.

KEY BUSINESS DRIVERS

SCALABILITY

High touch
environment.
Processes not
scalable with
revenue growth.

COMPLIANCE

Directive from
BOD and CFO. Public
company visibility.
Accuracy and
auditability vital.

ASC 606

Complex MEAs
require flexible
unbundling. Long
term system must
be sustainable.

I.T.

In-house solution
with single person
domain knowledge
and inherent risks
if they leave.

HOW WE SOLVE IT

SCALABILITY

Cloud solution:
regular simple
updates,
expandable
with growth.

COMPLIANCE

ASC 606 ready.
Dual and more
reporting.
Capability for both
transition methods.

ASC 606

De-bundle complex
MEAs. Use standard
POB triggers via
automation, or stop
and inspect.

I.T.

Self-configure
rules and POBs.
Finance team
defines, changes, or
corrects in minutes.