



## Client Profile

This client is a pharmaceutical company which produces medicines and vaccines for pets and livestock. Until 2019, the company was a subsidiary of a pharmaceutical major, before being divested. It is the second-largest animal health company in the world.

## Business Challenge

The client maintains just over 550 international lease contracts annually, involving 7 countries. Upon notification of the Federal Accounting Standards Board (FASB) change of Lease Accounting Rules under ASC 842, the client elected to deploy SAP CLM. As the most experienced CLM implementation provider in North America, Sierra was expertly positioned to implement the solution.

## Sierra Solution

- Comprehensive Business Process Analysis
- Intuitive, Workshop-Guided Requirements Gathering & Documentation
- Certified SAP CLM System Setup and Configuration
- Tool Design and Development
- Business Roles Setup per client
- Data Conversions from legacy systems; Mass Upload
- Custom Disclosure Reports
- Security Analysis and Setup
- Testing & Training
- Documentation, Cutover, and Go-Live Support

## Results

- Signed in September 2021, client is on track for rollouts spanning 7 countries within 26 weeks
- Streamlined Lease Accounting & Data Reporting
- Custom Disclosure Reports developed as per business needs
- Confident, on-time compliance with ASC 842 using SAP CLM, the gold standard for Contract & Lease Management