



### Client Profile

This client is a global agribusiness owned by farmers, ranchers and cooperatives across the United States. Diversified in energy, agronomy, grains, and foods, this client is committed to creating connections to empower agriculture, helping our owners and customers grow their businesses.

### Business Challenge

In response to IFRS16 and ASC842 standards changes issued by the FASB, the client elected to revamp its enterprise approach to lease accounting using the industry gold standard: SAP CLM. Sierra, the most experienced CLM implementation provider in North America, helped the client achieve their vision—to create a central lease repository featuring intuitive design, robust real-time reporting, and role-based transparency—with speed and efficiency.

### 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

- Streamlined Lease Accounting & Data Reporting
- Minimum time required to move all existing contracts from Legacy into SAP using Sierra Mass Upload Tool
- Custom Disclosure Reports as per business needs (Weighted Average Term & Rate, Maturity Level, Asset Roll Forward, Liability Roll Forward)
- Total on-time compliance with IFRS16 and ASC 842 rule changes

