VALUEONSHORE

CASE STUDY

ASC 606 compliant Revenue Recognition

Valueonshore Advisors helped optimize the revenue recognition process for an Augmented and Virtual Reality solutions provider.

ABOUT THE CLIENT

- US-based company incorporated in 2001 providing Augmented and Virtual Reality solutions.
- Pioneer in AI-driven Metaverse tech solutions, fostering global connections among students and trainers in education and enterprise domains.

BUSINESS NEED

- Implement a ASC 606–compliant revenue recognition framework
- Ensure accurate, consistent, and transparent revenue reporting across Financials and MIS
- Provide senior leadership with Revenue KPI insights to support informed decision-making

BUSINESS REQUIREMENT

- **IPO Readiness:** Ensure accurate and fair reporting of key financial statement assertions in accordance with US GAAP, with emphasis on Revenue recognition.
- **Audit Compliance:** Achieve readiness for a PCAOB-compliant audit, supported by robust documentation and controls.
- **Management Insights:** Enable granular revenue analysis for decision-making, including ARR, churn, and related metrics.

OUR SOLUTION

Customer contract assessment::
Reviewed contracts to identify key terms impacting revenue recognition.

Execution & Enablement:
Standardized processes, trained teams, and supported journal entries and reconciliations.

ASC 606 Implementation:
Applied ASC 606 guidance, built contract-level models, and supported financial statement disclosures.

Management Reporting:
Enabled reporting of key metrics (ARR, churn, retention) to improve forecasting and renewal strategies.

VALUE DELIVERERED

US GAAP Reporting:
Ensured accurate reporting of revenue and contract assets/liabilities.

Audit Readiness:
Assisted in client readiness for a PCAOB-compliant public audit.

Actionable MIS:
Provided management with reliable topline and KPI insights to support decision-making and customer retention.

Strategic Alignment:
Ensured focus on revenue-generating contracts and US GAAP compliant revenue recognition and reporting.

ABOUT US

Valueonshore ("VOS") Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the **U.S.**, **India**, and the **UAE**, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.

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