VALUEONSHORE

CASE STUDY

Streamlining the FP&A Process of a SaaS Company

ABOUT THE CLIENT

- The client is a Multinational developer of Virtual Reality (VR) and Augmented Reality (AR) software.
- They are headquartered in Irvine, California, with a global presence across Singapore, China, India, Spain, France, and the UK.
- It serves Fortune 500 companies, government organizations, and leading global universities through its proprietary multi-reality platform for immersive learning solutions and has received multiple industry awards, including the EdTech Asia Award.

BUSINESS CHALLENGES

The company was on a path of expansion and was facing challenges in evaluating performance and making strategic decisions due to the absence of proper planning and reporting methodology. A few of these challenges were:

- Incomplete and inaccurate accounting data
- No standard MIS reportingstructure
- Communication and collaboration hurdles across all the entities
- Lack of skilled and experienced staff in producing insightful reports
- Process inefficiencies leading to delays in data processing

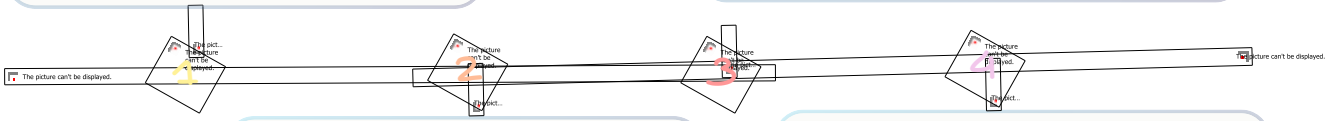
OUR APPROACH

Business Understanding

- Conducted deep-dive discussions with management
- Reviewed revenue contracts, streams, and products
- Analyzed GL across entities to identify gaps

Consolidation & FP&A

- Executed multi-currency, multi-entity consolidation
- Prepared US GAAP consolidated financials
- Analyzed key KPIs (ARR, Annual Recurring Revenue) Built a 5-year interlinked three-statement forecast



Accounting Alignment (US GAAP)

- Restated books with detailed working papers
- Addressed complex issues (ASC 606, 718,842)
- Converted global accounting data to US GAAP for consolidation

Insightful Reporting

- Delivered a detailed MIS with qualitative insights
- Highlighted improvement areas to support sustainable growth

VALUE CREATION

Valueonshore assisted the Company in streamlining accounting and establishing a well-defined FP&A and MIS structure. The major impact areas included –

- Ensured US GAAP–compliant accounting for audit and reporting
- Delivered ARR analysis to identify revenue leakage and upsell opportunities
- Built an accurate three-statement financial forecast supporting fundraising
- Identified and eliminated non-productive costs, improving operational efficiency

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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