



CASE STUDY

EdTech Financial Process Improvement



CHALLENGES

- Improper evaluation of ASC 606 to revenue arrangements.
- Incorrect revenue recognition methodology applied to certain products & services.
- Inaccurate historical financial data.
- Disconnected systems led to bad data & manual processes.
- Limited visibility into key metrics.

CLIENT PROFILE

- ▶ Academic readiness programs for high school & college students providing on demand & in-person workshops.
- ▶ Programs targeted to state & local school systems.
- ▶ Recurring revenue business model.

SOLUTIONS

REVENUE RECOGNITION ALIGNMENT

Implement proper revenue recognition policies across all products & services.

SYSTEM INTEGRATION OPTIMIZATION

Integrated Salesforce, implemented Maxio's advanced revenue module, & synchronized data flow to back-end accounting system.

DATA CLEANSING & MIGRATION

Validated, cleansed, & migrated historical data to capture adjustments needed to conform to US GAAP.

KPI REPORTING CONFIGURATION

Built accurate, real-time dashboards to track key financial metrics.

IMPACTS



Accurate, GAAP-compliant revenue reporting across all products.



Reliable, real-time data across financial & operational platforms.



Enhanced automation of order to cash process to facilitate a more efficient closing cycle.



Enhanced visibility into financial KPIs for informed decision-making.

TESTIMONIAL

"BGS has helped us navigate the complexities of ASC 606 and streamlined our automation of revenue recognition to enable a more efficient close process and more timely and accurate financial reporting." – CFO