



Client Profile

This client strives to deliver best-in-class customer experiences and differentiated products in the industries of nylon solutions, chemical intermediates, and plant nutrients. Its products, manufactured at 3 U.S.-based facilities, are integral in building and construction, packaging, paints and coatings, electronics, and more.

Business Challenge

The client maintains about 500 international lease contracts annually, involving 5 countries. Previously, the company managed leases using an outdated SLAN system; but upon notification of the Federal Accounting Standards Board (FASB) change of Lease Accounting Rules under ASC 842, the client elected to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

- The client is on track for rollouts spanning 5 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



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