



Use Cases for Life Sciences: Revenue Recognition

Challenge.

The company was faced with impending changes in accounting standards regarding revenue recognition and wasn't sure how best to handle them. Their existing application was brittle and couldn't be changed easily or adapt as regulations changed. The financial systems in place would be impacted greatly and employees would need to put forth additional effort to update and subsequently improve processes.

Rather than refitting their rigid application, the company chose a proactive automated approach with a new agile platform.

Solution goals.

The company needed a system that could adjust to the impending financial regulatory changes. They wanted to improve the efficiency of data entry and data quality while gaining more context and accuracy with their processes.

They sought to better manage their revenue recognition process, but still needed to maintain the balance of their current workflow to avoid disruption. Their new systems had to be able to connect with, and pull data from, their existing database.

Results.

With the Appian Low-Code Platform, the company was able to prepare for their future without disrupting their current business. Appian capabilities have given them:

- The ability to continue calculating revenue as they previously were, now with automated workflow capabilities.
- Transparency throughout the end-to-end workflow, with improved process tracking.
- Enhanced reporting tools, providing improved Chief Financial Officer visibility for revenue reporting and forecasting.
- More efficient work tracking and billing processes, giving them a market advantage.
- The ability to calculate revenue under the new accounting standard, allowing for a seamless transition during regulatory changes.
- Simplified financial computing, enabling improved management of clinical trials.
- The ability to connect to, and pull data from, existing databases.

Company profile.

A leading international CRO company.

300,000+ patients and
22,000+ employees.

Operating in over
45,000 sites globally

Appian is the unified platform for change. We accelerate customers' businesses by discovering, designing, and automating their most important processes. The Appian Low-Code Platform combines the key capabilities needed to get work done faster, Process Mining + Workflow + Automation, in a unified low-code platform. Appian is open, enterprise-grade, and trusted by industry leaders. For more information, visit appian.com.



Existing applications.

CLINICAL: Site Initiation — Readiness — Effectiveness
Study Start Up, "1572", IP (Green Light), Global CRO
Contracts, Pre-approval Inspection

CMC: High Throughput Experiment Tracking,
Global Compound Ordering, LIMS

REGULATORY: Regulatory Operations, IDMP,
e-Submissions and Publishing, Online 510K FDA Review

PV: Safety Information Management,
Safety Signal Tracking

COMPLIANCE: Anti-Bribery and Corruption (FCPA),
Third-Party Intermediaries, Sunshine Act

COMMERCIAL: Sales Force Automation, Contracts

IT: Asset Management. vs. Resources,
Statements of Work Management

HR: Onboarding, Recruiting

