



Privately Speaking

Insights on private company growth
from private company insiders

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The countdown

New Revenue Recognition Standard is applicable for private companies and not-for-profit organizations for annual periods beginning after December 15, 2018.

In our most recent **KPMG Accounting Change survey** published in September 2017, 60 percent of public companies acknowledged that they are facing challenges and continue to run behind schedule with their revenue standard implementation efforts due primarily to competing priorities and human resource constraints. The survey also highlighted that **22 percent of private company** respondents have not yet begun their implementations.

The runway is shrinking; are you ready?

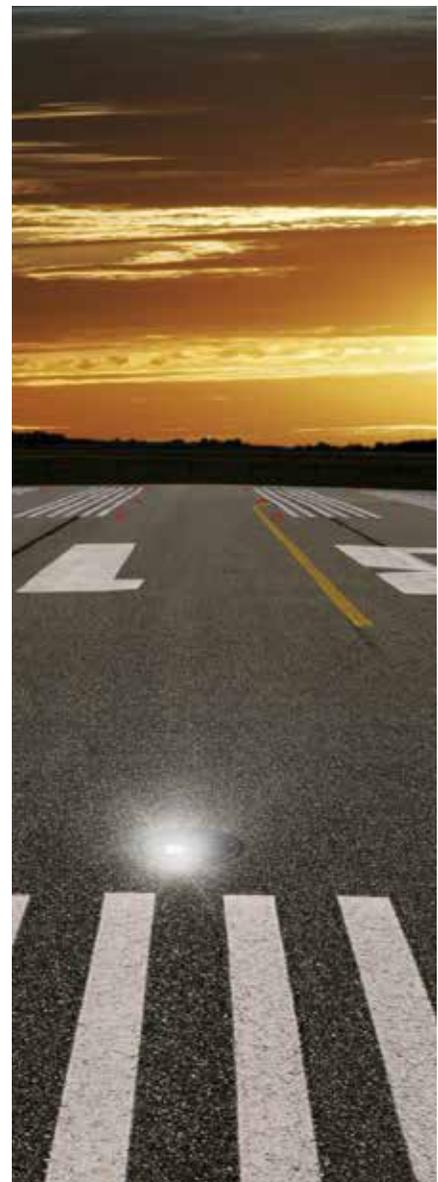
This is a principles-based standard that is not industry specific and while there may be summaries of the big ticket impacts for various industries, companies will not be able to conclude on the impact of the standard to their processes, systems, controls, and ultimately their financials without completing a detailed, company-specific impact assessment.

In our experience to date, we have seen that a successful implementation of the new standard takes considerable time and resources—even for those that do not anticipate the standard will result in a material impact.

KPMG is helping a large number of companies to assess the impacts of the new rules and develop a road map for implementation. Our experience ranges from high-impact situations—working with companies that are faced with making complex changes to systems and process—to lower-impact situations, where a client is simply looking to “support” that the impacts are not significant. We have experience dealing with companies of varying sizes and unique industry issues and can leverage tools and templates tailored to an approach that is appropriate to your facts and circumstances.

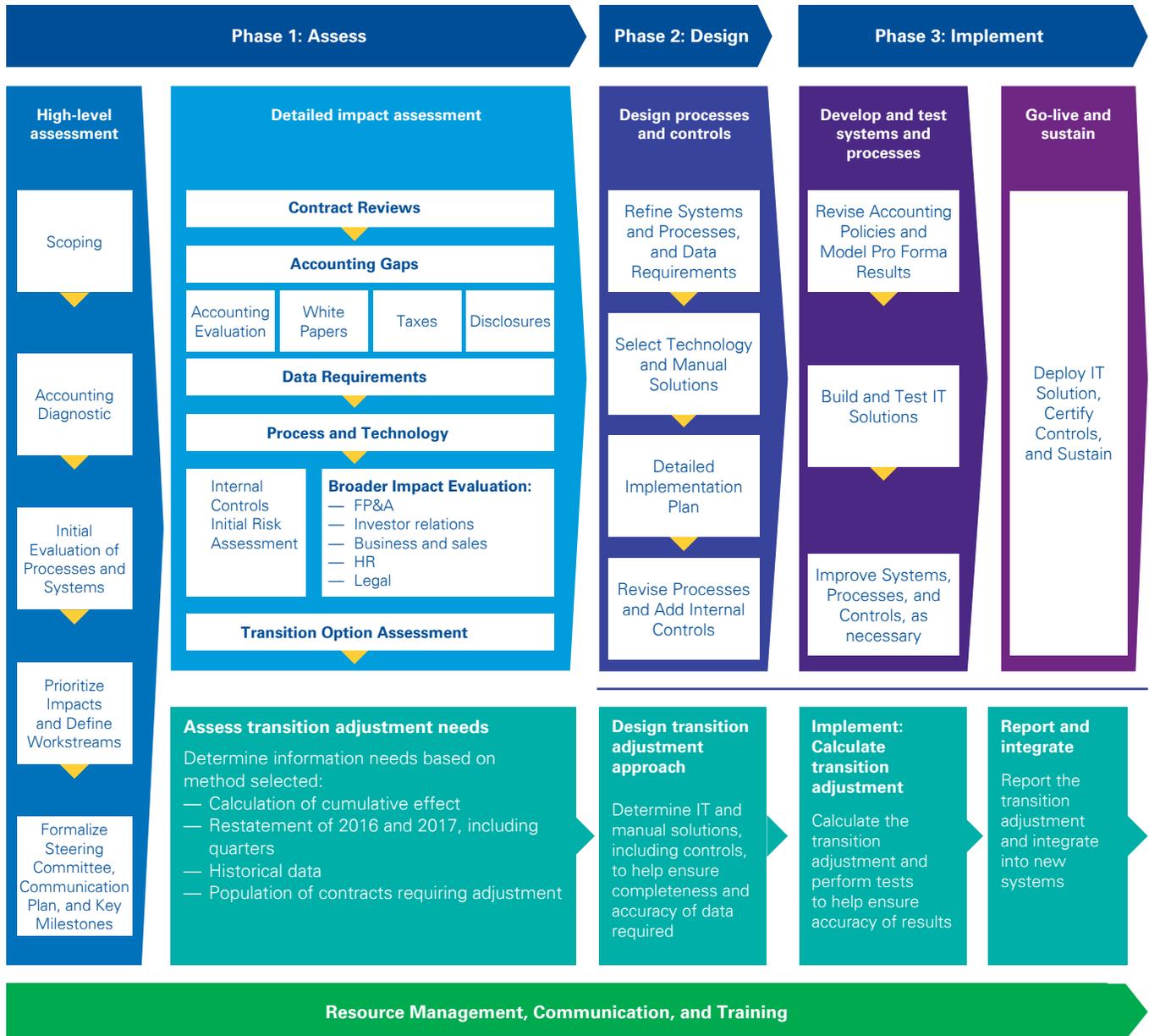
“Although the adoption date for private companies still seems far away, finalizing your implementation plans soon should be a priority in order to ensure you are able to take a measured approach to adoption”

— **Betsy Meter**, Accounting Change Leader, Audit



Major change is here!

The first question most companies ask is where to start. A generic example of phase implementation of revenue recognition standard is below. Company-specific facts and circumstances may result in different implementation approach and phases.



The time is now.



Revenue implementation, change is challenging... **we are here to help.**

Download the Revenue Recognition guide:

For greater insights and guidance, please download our handbook on revenue recognition and review additional resources on KPMG's Financial Reporting View



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Do not miss a thing

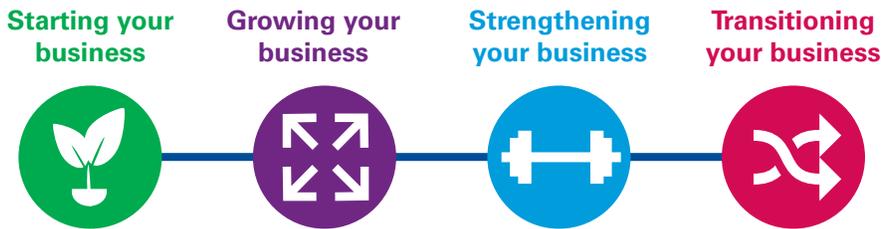
The environment for private companies is changing rapidly, and new opportunities are emerging every day.

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