

Transition Services Agreement (TSA) Creation and Support for an Analytics Company

The Challenge

The company did not have a process for standing up and supporting a Transition Services Agreement (TSA) subsequent to the sale of a business unit. They also had multiple concurrent initiatives, so the existing accounting group did not have the bandwidth to focus on the Transition Services Agreement (TSA).

The Solution

The company turned to Eliassen Group for support with developing TSA communication and approval methodology between the company and the receiver.

The Result

Beyond developing the TSA communication, we also accomplished the following:

- Implemented an accounting structure to wall off the divested business segment after sale
- Developed a process to gather, document, and present costs to the receiver for approval prior to invoicing
- Determined allocation methodologies for costs by the company to the receiver according to terms of the TSA
- Created invoices of fees to the receiver, in appropriate currency, and reviewed with the company's tax department for the assignment of tax and VAT rates

The Client

Publicly Traded Analytics Company

This company is a global leader in providing information and analytics to accelerate the pace of innovation with scientific and academic research, patent intelligence and compliance standards, and pharmaceutical and biotech intelligence.

Highlighted Results

- Developed a successful TSA communication
- Accomplished multiple goals relating to the TSA