



# Executive Education Programs Spring 2012

BIO-TECH & HEALTHCARE REVENUE RECOGNITION

CLOUD COMPUTING (SaaS)

ADVANCED TOPICS IN CLOUD COMPUTING (SaaS )

REVENUE RECOGNITION

ADVANCED TOPICS IN REVENUE RECOGNITION

SOFTWARE REVENUE RECOGNITION

ADVANCED TOPICS IN SOFTWARE REVENUE RECOGNITION

FASB / IASB AMENDED REVENUE RECOGNITION EXPOSURE DRAFT (ED)

FASB / IASB LEASES EXPOSURE DRAFT

ACQUISITION ACCOUNTING

ADVANCED TOPICS IN ACQUISITION ACCOUNTING

**New** CONTRACTS



*“Great information, very detailed & while the topics are complex Tony manages to clearly explain the material. The use of real life examples makes the class interesting, enjoyable & makes the material easier to understand.”*

Sara Sharpe, Product Manager  
Intacct

- Current member of the Emerging Issues Task Force (EITF) of the FASB and its agenda committee.
- Serves on the Investor Advisory Group of the Public Company Accounting Oversight Board (PCAOB).
- Member, 2008 IASB Expert Advisory Panel on the Fair Value of Illiquid Financial Instruments.
- Served on the Accounting Standard Executive Committee (AcSEC) of the AICPA and Its Planning Subcommittee.
- Served on the Statement of Cash Flows Steering Committee of the International Accounting Standards Committee and the FASB Task Force on Accounting for Impairments of Long-Lived Assets.
- Co-authored the 2006-2009 editions of the CCH Revenue Recognition Guide and *The Analysis and Use of Financial Statements*.
- Co-edited *Credit Analysis of Nontraditional Debt Securities, Off-Balance Sheet Financing Techniques* and co-authored *Impairments and Write-offs of Long-lived Assets*.



Executive  
Education  
Programs  
Spring 2012

## REVENUE RECOGNITION

March 22 & 23 | San Jose

May 24 & 25 | Boston

Basic Principles

Software Revenue Recognition

Contract Accounting, Service Transactions, and  
The Milestone Method

Multiple-Element Arrangements, Contingent  
Revenue and Cost Deferral

EITF 09-03

Return Rights and Warranties

Intellectual Property and Collaborative  
Arrangements Revenue

Recognition Road Map

FASB/IASB Revenue Recognition ED

### WHO SHOULD ATTEND

Staff accountants, internal and external auditors, reporting managers, controllers, CFOs, and financial analysts responsible for financial reporting and analysis of revenue transactions at non-software companies will find this program useful.

### OBJECTIVES AND PREREQUISITES

My goal is to present a comprehensive review of the current revenue recognition literature as it applies to a broad array of industries. This program also includes an in-depth analysis of the accounting and disclosure practices of a diverse sample of companies. A general understanding of SAB Topic 13, ASC 605 and 1 to 2 years of reporting experience will help attendees derive substantive benefits from this seminar.

## CLOUD COMPUTING (SaaS)

February 23 | San Jose

April 12 | Boston

Basic Concepts - Software as a Service (SaaS)

Linkage Issues

Revenue Recognition - Subscription Model

Reporting Issues - Implementation and  
Consulting Services

Standalone Value and Selling Price Allocations

Disclosure Issues & Case Study Examples

Financial Reporting Risks, Audit Risks and SEC  
Comment Letters

### WHO SHOULD ATTEND

Individuals (staff accountants, internal and external auditors, financial analysts, managers, controllers and CFO's) responsible for financial reporting at software and non-software companies where software is currently or is expected to be sold using an on-demand (hosted) delivery model, will find this program useful.

### OBJECTIVES AND PREREQUISITES

This program will provide a comprehensive review of the revenue reporting literature that applies to Software as a Service (SaaS) companies including an in-depth analysis of the accounting and disclosure practices of a diverse set of companies. A general understanding of SAB Topic 13, ASC 605, and the software revenue reporting requirements and 1 to 2 years of experience will help participants reap significant benefits from this program.

## SOFTWARE REVENUE RECOGNITION

March 8 & 9 | San Jose

May 10 & 11 | Boston

Basic Concepts

VSOE

Contract Accounting in Software Transactions

Software as a Service (SaaS)

PCS and Software-Related Services

Software-related Intellectual Property Transactions

Multiple Element Arrangements and EITF 08-1

EITF 09-3 - Does it Apply?

SEC Issues in Software Revenue Recognition

Revenue Recognition Road Map

### WHO SHOULD ATTEND

Staff accountants, financial reporting managers, controllers, CFOs, internal and external auditors, and financial analysts responsible for the financial reporting function at software companies and other firms whose tangible products are increasingly using software will find this seminar useful in understanding the complexities of software revenue recognition and enhance their career prospects.

### OBJECTIVES AND PREREQUISITES

This program will give you a comprehensive review of the software revenue recognition literature including an in-depth analysis of the accounting and disclosure practices of a carefully selected and diverse group of software and software-related companies. A general understanding of revenue reporting requirements and 1 to 2 years of experience will help participants maximize their benefits from this seminar.

## BIO-TECH & HEALTHCARE REVENUE RECOGNITION

June 1 | San Diego

ASU 2011-07: Health Care Entities: Presentation and Disclosure of Patient Service Revenue, Provision for Bad Debts, and the Allowance for Doubtful Accounts for Certain Health Care Entities

ASC Subtopic 605-25, Multiple Element Arrangements

Intangibles – Recognition, Measurement, and Impairment

ASU 2010-20, Disclosures about the Credit Quality of Financing Receivables and the Allowance for Credit Losses

ASU 2010-17, Revenue Recognition – Milestone Method

ASU 2010-27, Fees Paid to the Federal Government by Pharmaceutical Manufacturers

Accounting for Collaborative Arrangements

Accounting for Equity Instruments

### WHO SHOULD ATTEND

Staff accountants, internal and external auditors, reporting managers, controllers, CFOs, and financial analysts responsible for financial reporting and analysis at Biotech and healthcare entities will find this program useful.

### OBJECTIVES AND PREREQUISITES

This seminar has been designed to offer a comprehensive review of recently issued financial reporting guidance affecting biotech and healthcare entities. This review provides an in-depth analysis of significant changes in financial reporting with an emphasis on financial reporting risks for this specific group of entities.

## FASB / IASB REVENUE RECOGNITION EXPOSURE DRAFT

June 7 & 8 | San Jose

ED – Basic Principles and Significant Changes  
Contracts and Performance Obligations  
Recognition and Measurement Principles  
Disclosure, Application Guidance and Transition  
Analysis of and Commentary on Selected  
Comment Letters

### WHO SHOULD ATTEND

Staff accountants, internal and external auditors, reporting managers, controllers, CFOs, and financial analysts responsible for financial reporting and analysis of revenue transactions at all entities will find this program useful.

### OBJECTIVES AND PREREQUISITES

This program will provide a comprehensive introduction to the FASB/IASB Revenue Recognition Exposure Draft. This revised introduction includes an in-depth analysis of expected significant changes to the accounting and disclosure practices of a diverse set of industries. Please read the ED to ensure that you obtain a significant benefit from this seminar.

## LEASES EXPOSURE DRAFT

June 14 & 15 | Boston

### Lessees

Key Differences between Current and Proposed  
Guidance

Recognition, Initial and Subsequent Measurement, and Presentation

Examples Comparing Current and Proposed  
Guidance

Analysis of and Commentary on Selected  
Comment Letters

Amendments to ED Proposals

### Lessors

Key Differences between Current and Proposed  
Guidance

Performance Obligation Approach: Recognition,  
Initial and Subsequent Measurement, and  
Presentation

Derecognition Approach: Recognition, Initial and  
Subsequent Measurement, and Presentation

Examples Comparing Current and Proposed  
Guidance

Analysis of and Commentary on Selected  
Comment Letters

Amendments to ED Proposals

### WHO SHOULD ATTEND

Staff accountants, internal and external auditors, reporting managers, controllers, CFOs, and financial analysts responsible for financial reporting and analysis of leasing transactions at their companies will find this program useful.

### OBJECTIVES AND PREREQUISITES

My goal is to present a comprehensive review of the FASB/IASB Leases ED with an emphasis on the implications of proposed significant changes for a diverse group of lessees and lessors. This program also includes an in-depth analysis of comment letters to provide a review of the significant concerns of a broad array of respondents. The best approach to maximize your benefits from this seminar is to carefully review the Leases ED prior to my seminar.

*Recommended CPE Credits for one-day seminars: 8 hours; CPE Credits for two-day seminars: 16 hours; Preparation: None; Level of Knowledge: Intermediate; Field of Study: Accounting; Method of Delivery: Live-Group.*

## ACQUISITION ACCOUNTING

April 27 | San Jose

Acquisition Accounting – Basic Concepts  
The Acquisition Method  
Noncontrolling Interests  
Presentation and Disclosure  
Differences between U.S. GAAP and IFRS:  
Income Taxes  
Leases, and  
Employee Benefits

### WHO SHOULD ATTEND

This program has been designed as an introductory seminar for financial reporting professionals involved in the financial reporting of acquisitions and those engaged in conducting due diligence reviews of acquisitions. It focuses on delivering a comprehensive review of the new FASB standard on acquisitions, implementation issues as well as providing an in-depth look at the changes relative to the current acquisition accounting standard.

### OBJECTIVES AND PREREQUISITES

A comparative review of related IASB and IFRIC pronouncements is an important component of this seminar. Like other seminars we offer, this seminar includes a wealth of carefully selected disclosure examples from a wide array of industries that are used to illustrate reporting practices.

## CONTRACTS <sup>New</sup>

May 4 | San Jose

Financial Reporting Risks in Contracts – Basic Principles  
Concessions and Contingent Revenue  
Customer Acceptance Clauses  
Exchange and Return Rights  
Regular and Extended Warranties  
Contractual Impediments to Revenue Recognition

### WHO SHOULD ATTEND

New and seasoned preparers, CFOs, controllers, auditors and other users of financial statements will find this seminar helpful in advancing their knowledge and careers.

### OBJECTIVES AND PREREQUISITES

The primary objective of this new, one-of-a-kind program is to inform senior reporting professionals to the financial reporting risks in contracts and to help develop procedures to avoid the many financial reporting risks we all face in designing, applying, and reporting transactions based on those contracts.



A.C. Sondhi & Associates, LLC is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).



*“Excellent Structure (discussion vs lecture). General discussion worth the higher dollar than other CPEs.”*

Michael Budack, Controller  
Applied Systems

## ADVANCED TOPICS SEMINARS

### REVENUE RECOGNITION

June 4 & 5 | Boston

June 18 & 19 | San Jose

Contingent Revenue under EITF 08-1  
Discounts  
Software Arrangements and the Residual Method  
EITF 08-1 and the Relative Selling Price Method  
Set up and Implementation Activities  
SaaS and Non-SaaS Companies  
NRE Arrangements – Accounting Model  
Extended Warranties and PCS  
Interaction for software and non-software arrangements

### CLOUD COMPUTING (SaaS)

February 24 | San Jose

April 13 | Boston

Standalone Value  
Set up and Implementation Activities:  
Amortization periods  
Term of Economic life (duration of relationship with customer) estimates  
Cost deferral issues:  
Amortization – costs/revenues  
Impairment test  
Estimated Selling Prices  
Accrual for Service Interruptions  
Issues in Acquisition Accounting  
Disclosures: Best Practices

### SOFTWARE REVENUE RECOGNITION

June 11 & 12 | Boston

June 25 & 26 | San Jose

VSOE of Fair Value  
Incidental Software  
Initial Adoption of SOP 97-2 for Previously Incidental Software  
Software as a Service (SaaS)  
Subscription Accounting  
Post-Contract Support (PCS)  
EITF 08-1  
EITF 09-3  
Funded Software Arrangements  
SEC Comment Letters  
Revenue Recognition Road Map

### ADVANCED ACQUISITION ACCOUNTING

April 27 | San Jose

Acquired R & D Assets  
Impairment Tests – Acquired R&D Assets  
Contingent Assets and Liabilities  
Restructuring Costs  
Step Acquisitions and Noncontrolling Interest  
Deferred Tax Benefits  
Acquired Goodwill  
Goodwill – Controlling and Noncontrolling Interest  
Testing Goodwill for Impairment  
Negative Goodwill  
Changes in Disclosure Requirements  
Merger-related Transactions

### OBJECTIVES, PREREQUISITES AND WHO SHOULD ATTEND ADVANCED TOPICS

These Advanced Topics in Revenue Recognition, Software Revenue Recognition, Cloud Computing (SaaS) and Acquisition Accounting seminars are specialized programs designed for senior and experienced financial reporting managers responsible for revenue reporting in general as well as managers in the software and cloud computing industries. These seminars are highly interactive training sessions incorporating carefully developed case studies on relevant financial reporting issues with one or more of the following characteristics:

- Diversity in practice
- Lack of clear guidance in the literature
- Subject of SEC Staff concerns, and
- Transactions or arrangements significantly affected by changes in technology, business models, and market economics.

*Recommended CPE Credits for advanced seminars: 16 hours; Preparation: None; Level of Knowledge: Intermediate; Field of Study: Accounting; Method of Delivery: Live-Group.*

*Please email [tony@acsondhi.com](mailto:tony@acsondhi.com) or call 727 - 797 - 1515 to obtain more information (eligibility and other requirements) about these advanced seminars.*

*“Very customized, high interaction during session, very dynamic.”*

Iryna Shkapova, TS Manager  
Yahoo!



Executive  
Education  
Programs  
Spring 2012

# REGISTRATION

Hotels and Meeting Sites

Please Print

First / Last Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Company Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip/Country \_\_\_\_\_

Business Phone \_\_\_\_\_ Email \_\_\_\_\_

## BOSTON

### Hilton Financial District

89 Broad Street  
Boston, MA 02110  
617-348-1238

Jessica.cogswell@hilton.com

## SAN JOSE

Hotel Sainte Claire	Hilton San Jose
302 South Market St.	300 Almaden Blvd.
San Jose, CA 95113	San Jose, CA 95110
408-295-2000	408-947-4453
	vsantaines@sanjosehilton.com

## SAN DIEGO

To be decided - call for latest information

**REGISTER EARLY AND SAVE \$100 per person**

March and April Seminars by February 20  
May and June seminars by April 2

Corporate discounts available for two or more from the same company attending any combination of spring 2012 programs save \$200 per person.  
Cannot be used in combination with Early Registration discount.

### REVENUE RECOGNITION

\_\_\_\_ March 22 & 23 - San Jose  
\_\_\_\_ May 24 & 25 - Boston

- Individual Registrations @ \$1700 pp
- Corporate Registrations @ \$1500 pp

### ADVANCED REVENUE RECOGNITION

\_\_\_\_ June 4 & 5 - Boston  
\_\_\_\_ June 18 & 19 - San Jose

- Individual Registrations @ \$2200 pp
- Corporate Registrations @ \$2000 pp

*Call for eligibility*

### SOFTWARE REVENUE RECOGNITION

\_\_\_\_ March 8 & 9 - San Jose  
\_\_\_\_ May 10 & 11 - Boston

- Individual Registrations @ \$1700 pp
- Corporate Registrations @ \$1500 pp

### ADVANCED TOPICS IN SOFTWARE REVENUE RECOGNITION

\_\_\_\_ June 11 & 12 - Boston  
\_\_\_\_ June 25 & 26 - San Jose

- Individual Registrations @ \$2200 pp
- Corporate Registrations @ \$2000 pp

*Call for eligibility*

### CLOUD COMPUTING (SaaS)

\_\_\_\_ February 23 - San Jose (at early registration rate)  
\_\_\_\_ April 12 - Boston

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

### ADVANCED TOPICS IN CLOUD COMPUTING (SaaS)

\_\_\_\_ February 24 - San Jose (at early registration rate)  
\_\_\_\_ April 13 - Boston

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

*Call for eligibility*

### ACQUISITION ACCOUNTING

\_\_\_\_ April 26 - San Jose

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

### ADVANCED TOPICS IN ACQUISITION ACCOUNTING

\_\_\_\_ April 27 - San Jose

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

*Call for eligibility*

**New**

### CONTRACTS

\_\_\_\_ May 4 - San Jose

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

### BIO-TECH & HEALTHCARE REVENUE RECOGNITION

\_\_\_\_ June 1 - San Diego

- Individual Registrations @ \$1300 pp
- Corporate Registrations @ \$1100 pp

### FASB / IASB REV REC ED (Amended)

\_\_\_\_ June 7 & 8 - San Jose

- Individual Registrations @ \$1700 pp
- Corporate Registrations @ \$1500 pp

### FASB / IASB LESSEE ED

\_\_\_\_ June 14 - Boston

- Individual Registrations @ \$1200 pp
- Corporate Registrations @ \$1000 pp

### FASB / IASB LESSOR ED

\_\_\_\_ June 15 - Boston

- Individual Registrations @ \$1200 pp
- Corporate Registrations @ \$1000 pp

Early Registration Savings \$ \_\_\_\_\_  
Total \$ \_\_\_\_\_

**Information call: 727-797-1515**  
**Register online: [www.acsondhi.com](http://www.acsondhi.com)**

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Mail to: A.C. Sondhi & Associates, LLC / PO Box 338, Safety Harbor, Florida 34695  
Fax to: 727 797 0791

### Fees, Substitutions and Cancellations

Registration fee (or applicable discounted rate) is payable in advance. You will receive confirmation of your registration after we have processed your payment. At the program you will receive a comprehensive course manual, refreshment breaks and lunches. Registrants who notify A.C. Sondhi of their intent to cancel at least 14 days prior to the first day of the program may receive either a refund of the fee less up to a \$200 administrative charge or full credit toward a future A.C. Sondhi Executive Education program. Registrants who notify A.C. Sondhi within the 14th and 4th business day prior to the first day of a program will receive full credit toward a future Executive Education program. This credit is good for up to one year from the date of the program to which the cancellation applies. Registrants who fail to notify A.C. Sondhi of their intent to cancel within 3 business days prior to the first day of the program will be assessed the full program fee. Eligible substitutions can be made at any time without charge. If a course is canceled for any reason beyond our control, it will be rescheduled and the "Refunds" policy will be activated for the new date and location. For more information regarding administrative policies such as complaint and refund, please contact our offices at 727-797-1515.