

## Managing T&E Expenses for Sunshine Act

A client with the obligation to meet Sunshine Act requirements in the US and France needed support in managing and designing a solution.

### Challenge

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Travel and entertainment expenditures had exceeded \$700 million globally at one of the largest pharmaceutical companies in the world. Due to its size and T&E transaction volume, millions of HCP records, and a project to upgrade the expense application, there was the opportunity to improve the process.

The client needed to:

- Improve expense reporting process for the US Sunshine Act requirements (T&E is 20% of the spend but 80% of the transaction volume).
- Design a new solution to meet the France Sunshine Act requirements.
- Manage the complex priorities of stakeholders, project teams, and vendors.

### Collaborative Approach

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To help the client define and prioritize requirements, Acquis assisted by consolidating and reviewing the current US requirements, current pain points, and France's requirements for the Sunshine Act. The Acquis team created a set of design options for the new process and system. We then performed an analysis to reach an agreement on the best solution for compliance, operations and the users.

Once the transparency strategy and design was complete, Acquis:

- Managed **cross-functional teams** from multiple organizations and locations to implement the solution.
- Implemented the solution and managed the change with the affected business units and end users through meetings and communications.

### Drive Change

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- **Two countries with 50,000 employees** were successfully provided with an updated, Sunshine Act compliant T&E solution.
- **All key milestones** for the readiness of legal requirements were met.
- No significant operational issues occurred during the cutover process, which was successfully **completed on time and on budget**.
- The **overall success** of the project resulted in an invitation for Acquis to participate in the on-going global transparency meetings.

#### About Acquis

Acquis is a consulting firm specializing in strategy and implementation. We help ambitious organizations solve business challenges that enable sustainable growth and healthy efficiency. We do this by not just designing strategies but also putting them to work.

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