

Survival and growth can be difficult in today's competitive business environment. Active **value management** helps you protect the value in your business by...

Grant Thornton 

...seeking to stop revenue leakage, verifying costs, streamlining operations and claims management.

In today's highly competitive environment, management are under pressure not only to sustain current trading performance, but to improve it through increased margins, reduced costs and greater market share.

Too often strategies look to exploit external opportunities before first looking closer to home where operational efficiencies are there to improve.

Our Value Management services have been designed to help you meet these challenges by facilitating you in meeting these challenges.

Revenue assurance

Revenue leakage is a common problem affecting today's complex and diverse organizations. In seeking continued growth, emphasis is often placed on growing the "top line". But how can you be sure that all the revenue you believe has been earned is captured correctly?

Our Revenue Assurance service will capture and assess the current control environment over your revenue process, identifying control gaps or failures that leave your organization at risk of revenue leakage. In addition, we seek to identify inefficiencies in the process that derive from excessive procedures, and help in increasing the efficiency of the control environment by giving practical solutions to cover these deficiencies.

To complete the assessment, especially for complex revenue-sharing situations (such as telecoms or e-commerce), our Technology Risk Management specialists review your IT systems to identify any misalignments that may give rise to difficulties in identifying or tracking revenue.

Coordination for outsourced services

In the search for greater efficiency, many organizations now outsource "non-core" activities to third party providers. These contractors often operate on a cost-plus basis or through shared

costs of the service centre.

In managing this service how do you ensure; for example:

- the rates applied by your contractor reflect the actual costs borne?
- you are only paying your share of the costs?
- the appropriate performance indicators are in place?

Anjum Asim Shahid Rahman's Business Risk Services group have helped many organizations answer these and other questions. From detailed reviews of contractor daily rates, to addressing the need for service level agreements, we provide our clients with the concise, effective assessments needed to effect change including other auditing support and post-acquisition integration management.

Our Value Management team can work with your organization to help make best use of the outsourced services, ensure outsourced services are well managed to help ensure a swift and smooth recovery, should disaster strike.

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