

Business Advisory Services



SME perspective

Your most unhappy customer is your
greatest source of learning

Bill Gates

Success is not about the money you make
but about the difference you make in
somebody's life

Outcomes

Revenue
Assurance



Strategic &
Operational
Planning



Internal Financial
Control

RISK MANAGEMENT



Enterprise
Performance Reviews

Fixed Asset Management

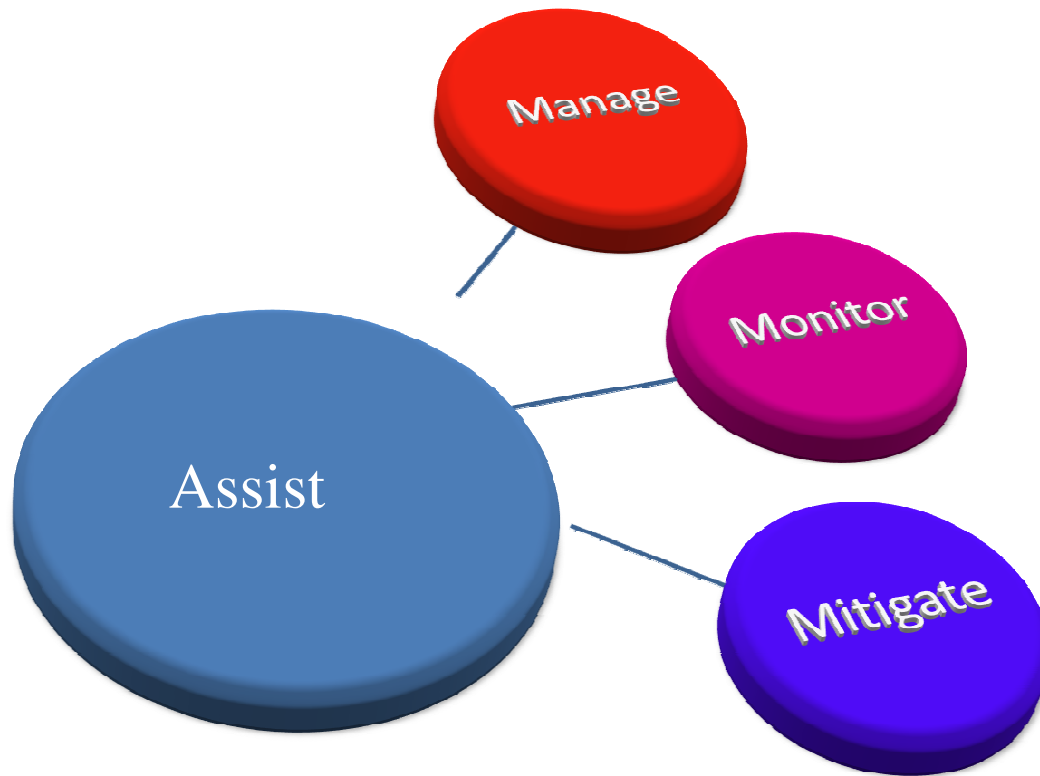
Internal Control Review





CONSULTANT/ADVISOR/VALUE PROVIDER

Business Advisory



Accounts advisory

- Accounting systems , implementation and advice
- Accounts Manual
- Accounts charting

Monitoring accounts function

- Proper accounts chart
- Accounting process should be accurate
- Accounting process should help MIS
- Accounting Process should help Compliance
- Accounting process should help Governance
- Accounting process should help analysis
- Accounting process should help controls- expense reporting
- Accounting process should safeguard assets
- Accounting process should support finance function.

Revenue Assurance

- Understand Revenue stream
- Identifying and plugging gap in revenue cycle
- Revenue risks to be identified and addressed, and revenue enhancement opportunities to be identified throughout the revenue process
- Develops processes and controls of the entire gamut of operations within the revenue assurance function
- Provides overall monitoring to determine that process performance is measured and accurately recorded and reported

Strategic/operational advisory

ISSUES IN BUSINESS

- Competition
- Liquidity
- Pricing
- Delays in operations
- Incompetency in functions
- Staff size limitations
- Overdependence on person
- Management's involvement in daily operations

ENTERPRISE'S CONCERN

OPERATIONAL:

- Revenue and Profit
- Cost control
- Efficiency
- Compliance
- Avoid losses
- Effective MIS

STRATEGIC:

- Productivity
- Business expansion/growth
- Employee empowerment
- Ethics and Values of the organization

Strategic and operational planning

Assess the growth in business in its following aspects

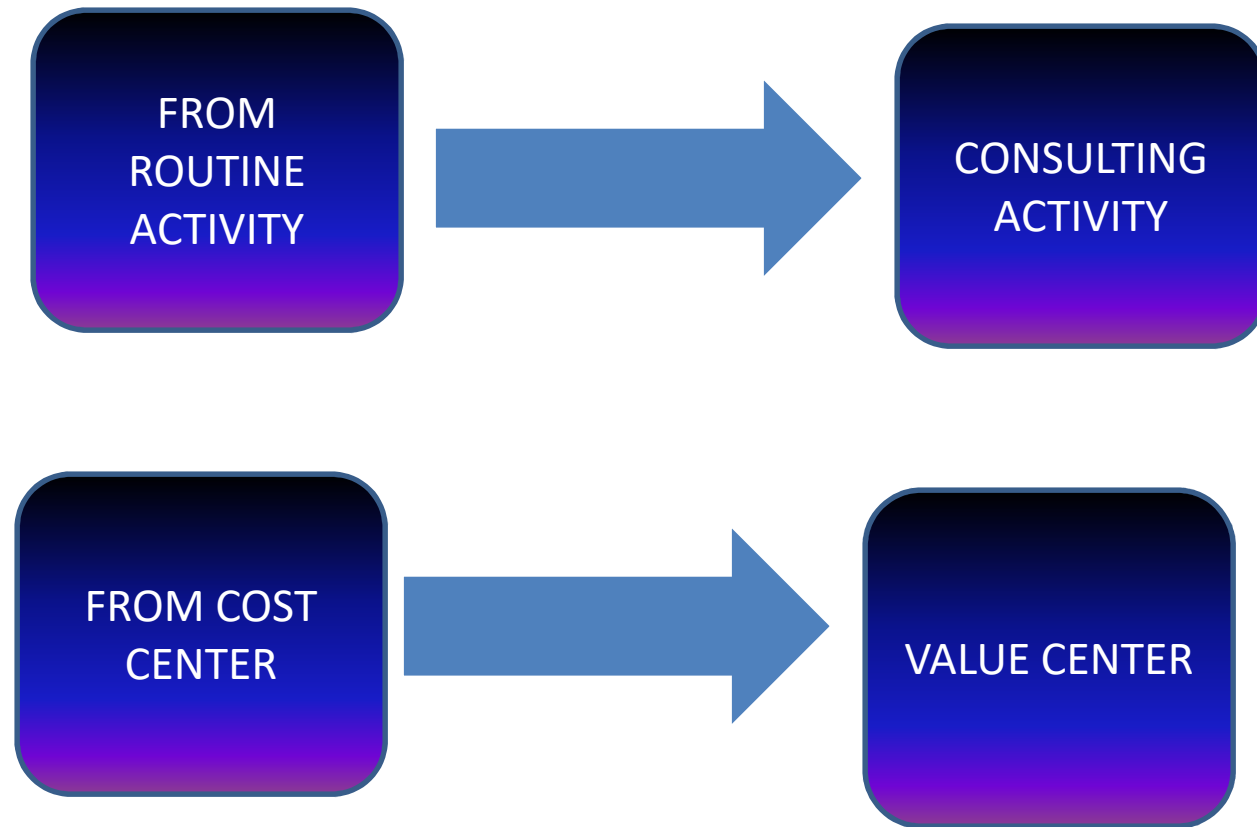
- Revenue & profits
- Area of operations
- Scale of operations
- Employee base
- Customer base
- Profit making customers
- Competitive positioning
- Branding
- Technology
- R&D
- Infrastructure
- Capabilities (Managerial, Marketing, financial, technical)

INTERNAL AUDIT

Internal audit approach

- 360 degree approach
- Internal Audit with objective- Operational and strategic
- Not fault finding but Value creation goal
- Adopt system/process based approach
- Provide solutions than problems/observations
- Always provide Risk based thinking
- See What is important for business in given situation.

CHANGING SCENARIO IN INTERNAL AUDIT



Internal financial control

- Making understand Internal financial control framework
- Design Risk Control Matrix
- Annual walkthrough of RCM

INTERNAL CONTROL REVIEWS

Components Internal controls



Internal Control reviews

Areas	Control Environment	Control Activity	Assessed Risk	Monitoring	Information and communication
Cash					
Inventory					
Fixed Asset					
Accounts Receivables					
Accounts payables					
Investment s					

Overall assessment

Areas	NGP1	NGP2	AGB1	AGB2	NSK1	NSK2	LAT	SOL
Accounting	H	L	M	L	H	H	H	M
Operational controls	M	M	M	M	M	H	M	M
Compliance	M	H	H	H	H	L	H	H

Schematics	
H	Needs High improvement
M	Need moderate improvement
L	Needs little improvement
H	Highly effective
M	Moderate effective
L	Slightly effective
H	Highly poor
M	Moderate poor
L	Little poor

BUSINESS PROCESS

Reengineering and Review

What is to be seen in process

- Design & Objectives
- Alignment with objectives
- Assessment of “As Is” and “To Be”.
- Cycle time
- Criticality
- Roles and responsibilities
- Cost involved

Process Re-engineering

- Divide process into activities , sub-activities and task
- Identify the activity which can be eliminated
- Identify the activity which can be merged
- Identify the opportunity where activity sequence can be changed
- Identify the duplications in the process
- Identify the common data across the process
- See the criticality of the activity
- Reduce non value added activity
- See if the activity can be automated etc.

Fixed Asset Management

- Accounting of Fixed Asset
- Identification and record Maintenance
- Maintenance – AMC , Insurance , Warranty etc.
- Fixed Asset policy and physical verification

Risk Management

MANAGING RISKS

- 1) Business and Operational Risk
- 2) Technological Risk- Inadequate technology, failure.
- 3) Financial Risks- Credit, liquidity, Interest rate
- 4) Political and Social Risks
- 5) Human Resources Risk- Improper succession, competency , retaining,
- 6) Legal Risk- Non compliance, regulatory
- 7) Marketing Risk- competition, Pricing
- 8) Environmental Risk – sanctions, restrictions
- 9) Supply chain risk

Cost Analysis

- Sunk cost
- Avoidable costs
- Fixed and Variable cost
- Direct cost /Indirect cost
- Functional cost (Admin, S&D, Factory cost)
- Controllable costs
- Cost of non conformity
- Non value adding costs
- Preventive /breakdown cost
- Cost reduction and benchmarking
- Expense Reporting

Policies & Procedures

- Fixed Assets
- Accounts Receivables
- Accounts Payables
- Internal control Manual
- Audit manuals
- Inventory Procedures
- Framing Standard Operating Procedures

Enterprise performance reviews

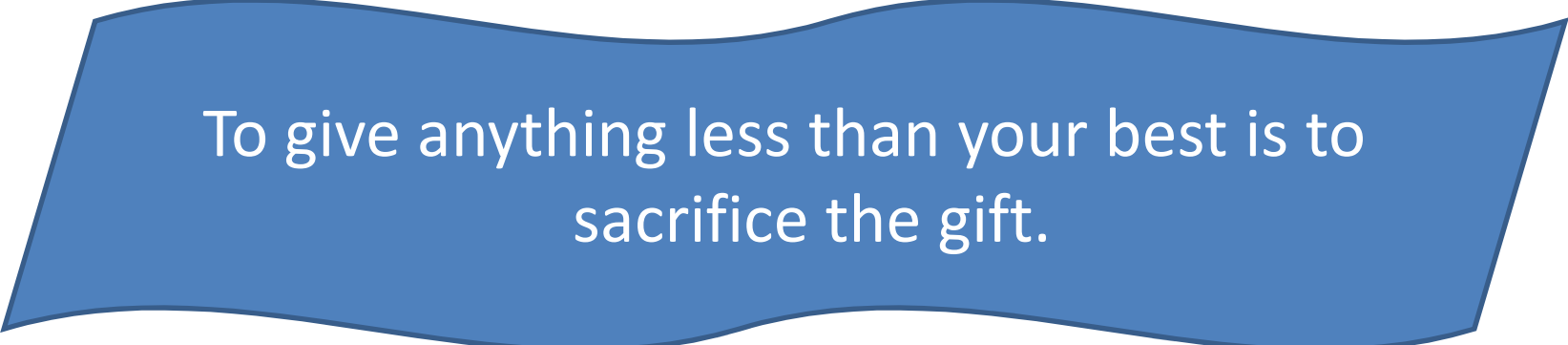
- Budget analysis
- Key performance indicators analysis
- Due diligence
 - Financial
 - compliance

IT services


- IT security services
- IT system audits
- Functional consultancy

Other services

- Valuations
- Accounts receivables advisory
- Data Analytics
- PE Support services
- Forensic Accounting

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To give anything less than your best is to
sacrifice the gift.

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Small gestures can have big impact. Create
where it matters— advisory starts here

Thanks to All of You

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