



# SPEKTRUM

*Specializing in Forensic Auditing and Fraud Investigations for preservation of capital and profits*

**Presents: *Profit-Protect*: A managed service that protects cash flow, profits and business reputation.**

**Add \$10 Million Plus to your bottom line! Increase Cash Flow by \$8 Million!**

That's the impact our program can have on your company if your company is spending \$ 5 Billion a year. If your firm spends more, the cash and bottom line impact will be greater. Spektrum's ***Profit-Protect*** employs state of the art forensic and continuous audit techniques and applies them to Fortune 500 company payable activities (typically Hire to Retire and Procure to Pay) to produce correctable errors and omissions **prior** to disbursement. That's right, before the wire or ACH is transmitted or the checks are printed.

What this means to our clients is improved profitability, increased cash flow, and timely accurate payments that do more than just adjust the financials. This proven method of addressing errors and omissions real time has quantitatively improved client relationships with their revenue generators, suppliers and employee population, resulting in increased sales, better terms and pricing from vendors, improved customer satisfaction ratings and increased retention.

A company spending \$5 Billion a year with even a .2% error rate would benefit by corrections totaling \$10 Million. Although this defect rate would be below thresholds for most SOX compliance it has a negative impact to cash flow, profitability and key business relationships. Why rely on a Recovery Audit firm to pick up less than half of these errors 6-18 months in arrears and only focus on AP activities?

***Profit-Protect*** encompasses a much wider sphere, covering upstream groups providing approved files to AP and Payroll to detect the source of errors and omissions as well as fraud. Although SOX compliance, and fraud prevention is a by product of this practice that acts as a detective control mechanism that achieves six sigma levels of performance; the real value is in preventing errors and omissions and preserving cash and business relationships that are negatively impacted by poor payment practices.

This unique methodology had a **\$350 Million** impact to the Income Statement and Balance sheet over a 4 year period for two fortune 150 firms from 2004-2007. **\$250 Million** of these documented corrections detected by this program consisted of either averted or recovered overpayments. Averted errors and omissions represented 78% of all corrections identified by this program. Because of this program, these two firms had full use of over **\$250M** over this period, instead of having to try and recover over payments in arrears and pay 20-25% for the privilege.

Companies whom take on Spektrum's ***Profit-Protect*** can boast of improved cash flows, profitability, SOX compliance, vendor pricing and terms, sales productivity, employee retention levels, customer satisfaction ratings of employees and external sales channels, as by products of approaching 6 sigma levels of transactional excellence. The more a company spends the greater the potential impact! Although there are numerous other factors that can increase your risk, such as M&A activities, use of multiple ERP's, billing platforms, complicated commission structures, and de-centralized payment processes. ***Profit-Protect*** is designed to detect fraud, errors and omissions in A/P voucher records that other firms most certainly will miss.

To learn more about Profit-Protect: Contact Spektrum at 703-926-3625 today or read more about it on our web site <http://www.spektrum.net> and/or see our white paper on the subject <http://www.spektrum.net>.