



Business Operations Improvement for Federal Agencies

Opportunity

We help our government clients enhance their business operations through reductions in working capital and improvements to cash flow, control and optimization of costs, and management of risk in their processes and activities. We help drive performance of the supply chain through operations process improvements, strategic sourcing strategies, inventory management, contract management and enhancements to working capital. And we assist in improving controls over major capital and construction projects, creating more reliable project timelines and reducing exposure to cost overruns.

How We Can Help

Supply Chain

Supply chains have become increasingly complex as federal agencies work to compete in today's business environment. To help them address these growing challenges and complexities, Protiviti's team of supply chain consultants works closely with key stakeholders within government organizations to integrate industry best practices and tailor business solutions to meet their goals and requirements.

Our consultants take a holistic approach to managing the supply chain to assess, design and implement capabilities that enhance performance, reliability and control in a cost-effective and efficient manner.

Our services include:

- Spend/procurement assessment
- Working capital improvement
- Strategic sourcing
- Inventory control
- Contract management
- Global sourcing

Capital Projects & Contracts

Protiviti's Capital Projects and Contracts professionals help federal organizations manage and mitigate contract risks by:

- Detecting and recovering over-billed costs
- Identifying gaps in processes that prevent over-billed costs
- Improving processes to prevent over-billed costs
- Proactively identifying risks that lead to over-billed costs
- Recovering over-billed costs after a contract has been completed and is in dispute
- Preventing over-billed costs and detecting and recovering over-billed costs throughout the duration of a contract

Our experienced professionals help better align business processes, people and technology to maximize contract compliance and reduce cost over billings. We use our proven methodology to assist federal organizations in identifying, measuring and mitigating the risks inherent in contract activities, and help these agencies gain control of their contracts, processes and risks.

Our services include:

- Contract compliance and cost recovery
- Contract process and internal controls review
- Contract process re-engineering
- Contract risk advisory
- Contract dispute assistance
- Contract accounting/management outsourcing

Revenue Risks

Protiviti's Revenue Risk professionals help federal organizations reduce margin erosion. Effective revenue risk management requires a methodology and thought process focused on customer- and product-centered activities that have a significant impact on revenue, as well as the cost-drivers required to generate that revenue.

To have an impact, revenue risk management must extend far beyond finding "missing revenue." Organizations must understand that margin erosion can occur at every point in the process, from product or service development through delivery, billing and collection. Those organizations able to improve the effectiveness and efficiency of these activities can differentiate themselves from competitors and achieve superior results.

Protiviti's revenue risk management methodology helps clients reduce costs while increasing revenues and strengthening partner relationships. Our services include:

- Data mining and analysis
- Business intelligence
- Inventory control
- Royalty audits
- Spend procurement analysis

Accounts Payable Recovery

Protiviti's Accounts Payable (AP) Recovery Solutions assist federal agencies by recovering financial leakage in the form of duplicate payments, overpayments, unused credit memos, lost/missed discounts, pricing errors, unclaimed property, and outstanding checks, among other areas. As organizations continue to seek and identify opportunities to improve, considering a holistic approach to addressing their procure-to-pay process can yield substantial benefits. Today, many federal agencies are beginning to break down the barriers and share the benefits associated with a comprehensive review of the procure-to-pay process. By teaming their procurement and AP departments, our clients can take advantage of Protiviti's end-to-end AP Recovery Assessment.

Utilizing our industry-leading web-based tool, Protiviti integrates advanced data analysis with visibility into 100 percent of payable transactions to produce bottom-line improvements while identifying cost-saving opportunities within the procurement and AP processes.

In addition to bottom-line savings, AP recovery and procurement assessment projects help identify process and system deficiencies, along with the root causes that are driving financial leakage, and quantify potential cost-reduction opportunities. Our consultants have thorough knowledge of the procure-to-pay process and extensive experience implementing the right personnel, process and technology changes necessary to sustain improvements in the areas of:

- Working capital/cash flow management
- AP/PO processing analysis
- Vendor master file and risk management
- Spend analytics and strategic sourcing

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About Protiviti

Protiviti (www.protiviti.com) is a global consulting firm that helps companies solve problems in finance, technology, operations, governance, risk and internal audit. Through our network of more than 70 offices in over 20 countries, we have served more than 35 percent of FORTUNE® 1000 and Global 500 companies. We also work with smaller, growing companies, including those looking to go public, as well as with government agencies.

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