

# SOX Monday Morning Quarterback

## and a Look Forward

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**protiviti**<sup>®</sup>  
Independent Risk Consulting

## Who We Are

- Independent risk consulting and internal audit company
- More than 2,900 professionals
- 50 offices throughout the United States, Asia and Europe.
- 2006 annual revenues were \$543 million.
- Our parent company, Robert Half International (RHI), is a \$4 billion public company.

Business Risk

Technology Risk

Internal Audit

## What We Do

**Business Risk**

Sarbanes-Oxley  
Event-Related  
Financial  
Enterprise Risk Management  
Operational  
Treasury

**Technology Risk**

Application Controls Effectiveness  
IT Strategy  
Project Risk Management  
Infrastructure  
Business Continuity  
Privacy & Security

**Internal Audit**

Co-Sourcing  
Outsourcing  
Internal Audit Transformation  
Quality Assurance Reviews  
Risk Assessment

## SOX Effort

Too  
Much

Too  
Little

Just  
Right

1. Documented too many controls
2. Mostly manual controls
3. Seeking ways to reduce compliance cost

# 5 Lessons Learned

1. Deploy a top-down approach to focus on what's important

# 1 – Top Down Approach

## Management Fraud:

- most often perpetrated at company level
- period end financial reporting
- not within upstream business process transactions.

Despite that most 404 work has been spent on process level controls

- Reduce number of key controls
- Management needs to place more emphasis on entity-level controls
- Utilize full knowledge of business process transactions

# 5 Lessons Learned

1. Deploy a top-down approach to focus on what's important
2. Consider qualitative and quantitative factors to implement a truly risk based approach

# 2 – Qualitative vs. Quantitative



## 2 – Qualitative vs. Quantitative

- The nature and significance of possible error or fraud that could occur in an account (otherwise known as “what can go wrong”);
- The susceptibility of an account to error or fraud; •
- The “robustness” versus “subjectiveness” of the processes for determining significant estimates;
- The nature and effect of related party transactions; and
- The testing experience and problem areas from prior years that may require attention during the current-year assessment.



# 5 Lessons Learned

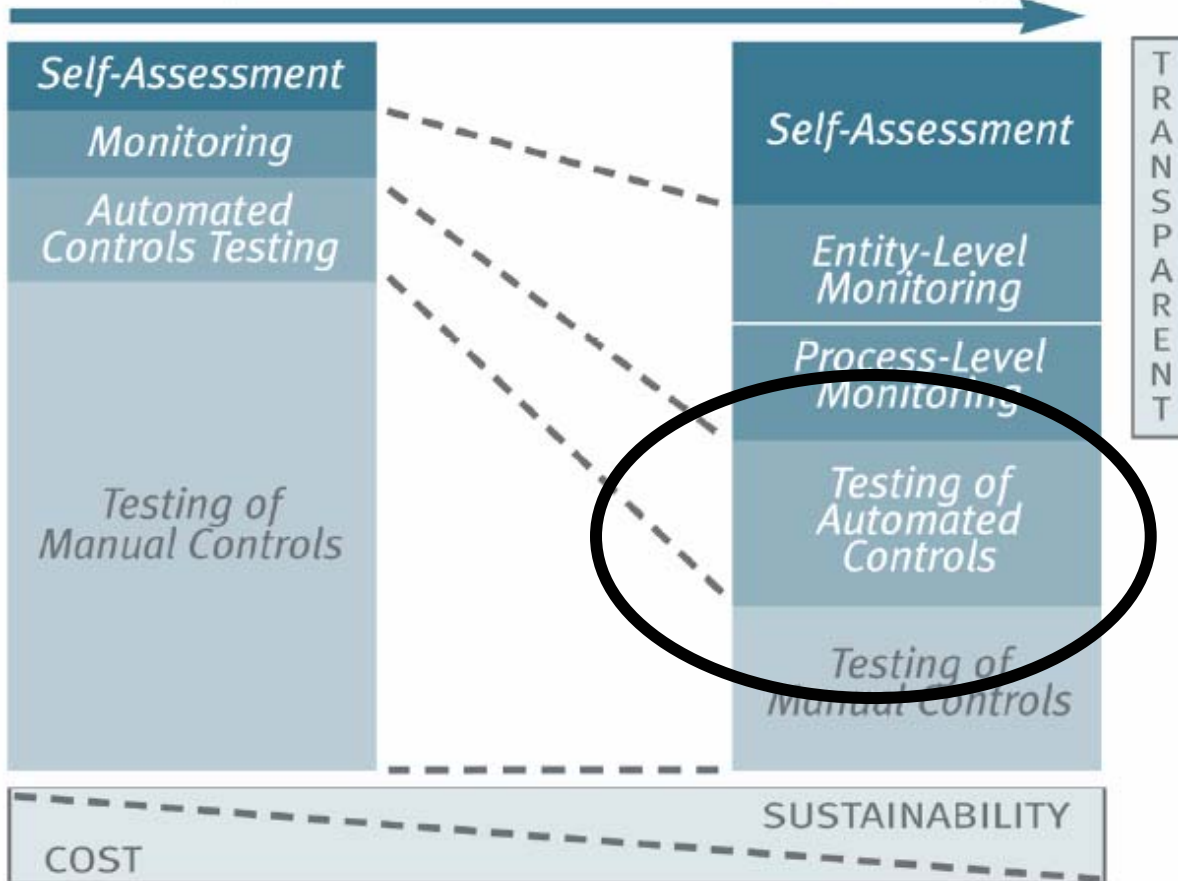
1. Deploy a top-down approach to focus on what's important
2. Consider qualitative and quantitative factors to implement a truly risk based approach
3. Optimize IT controls to increase the cost-effectiveness of the controls portfolio

# 3 – Optimize IT Controls

- IT Controls are less expensive to test
- Balance the mix of manual and IT controls
- Manual Controls – require inspection of documentation often embedded in reams of documentation
- Automated Controls – one time observation of system performance or ERP setting
  - Provided that it is designed, maintained secured effectively

# Optimize Controls

- Manual
  - Detective
  - Ad hoc
- OPTIMIZE CONTROLS**
- Systems-based
  - Preventive
  - Managed



# 5 Lessons Learned

1. Deploy a top-down approach to focus on what's important
2. Consider qualitative and quantitative factors to implement a truly risk based approach
3. Optimize IT controls to increase the cost-effectiveness of the controls portfolio
4. Improve operational effectiveness and efficiency of upstream financial reporting processes

# 4 – Improve Up Stream Processes

- Eliminating redundant activities, platforms and other nonessentials
- Simplifying and standardizing processes
- Centralizing common and similar activities
- Improving the mix of automated and manual controls
- Transforming inefficient “detect and correct” controls to preventive controls that “build in” versus “inspect in” quality.

# Project to Process – Automated Controls

## Optimize Automated Controls

### Configured Controls

- Establish universe
- Assess existing controls
- Identify gaps & opportunities
- Implement control & process changes (automated & manual)

### Security/SOD

- Design/Acquire rule-sets
- Assess existing roles and assignments
- Identify potential gaps
- Investigate gaps and mitigation
- Redesign roles
- Clean up assignments



## Continuous Monitoring & Automated Testing

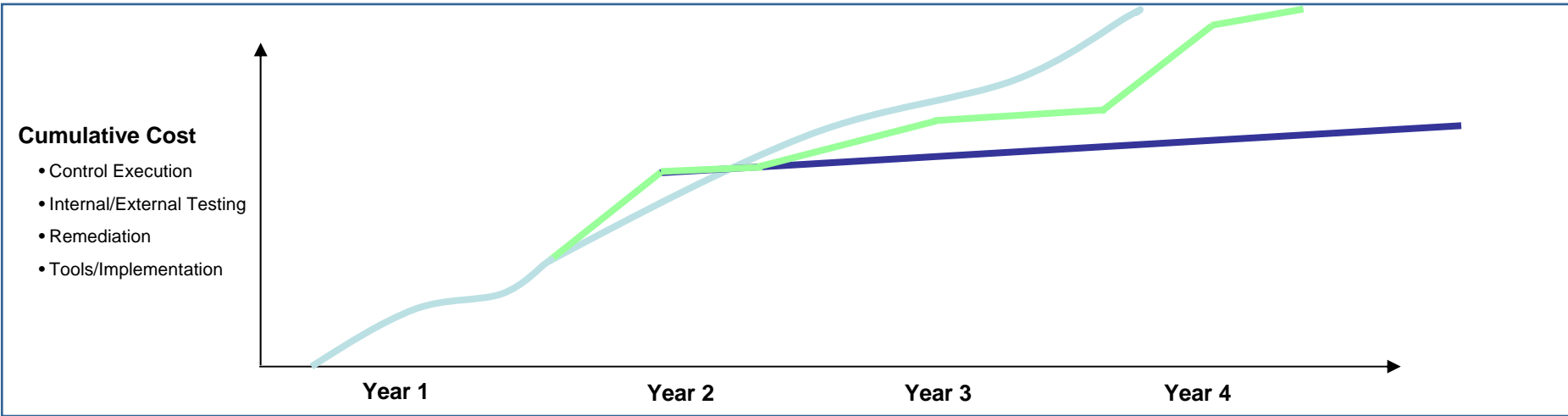
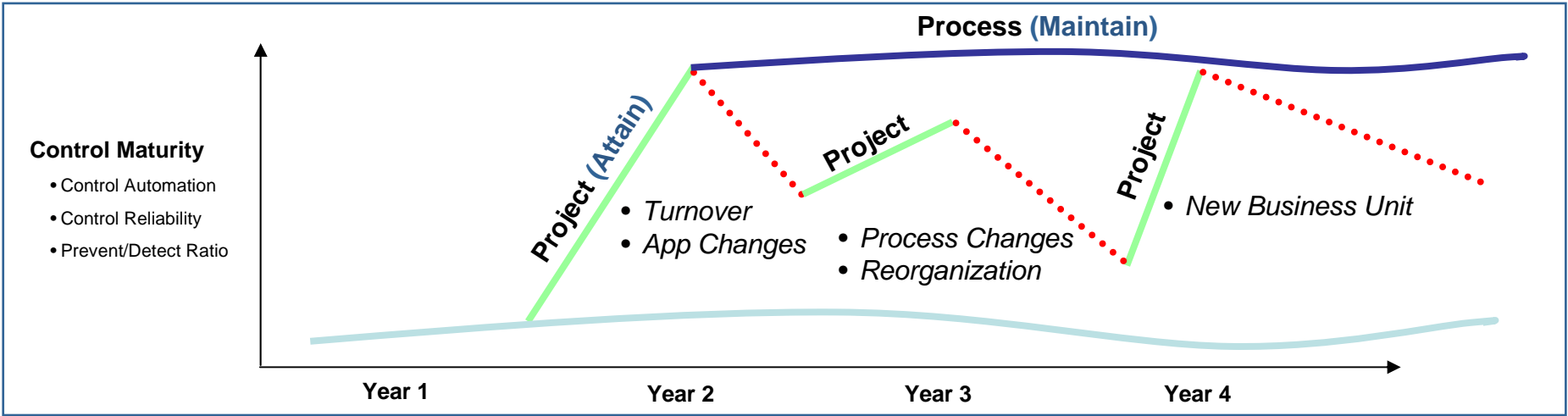
- User setup request and approval
- SOD monitoring, analysis, mitigation documentation
- Configuration/setup change management
- Master data change management and monitoring
- Transaction monitoring
- Continuous or periodic independent audit / testing

**Attain**



**Maintain**

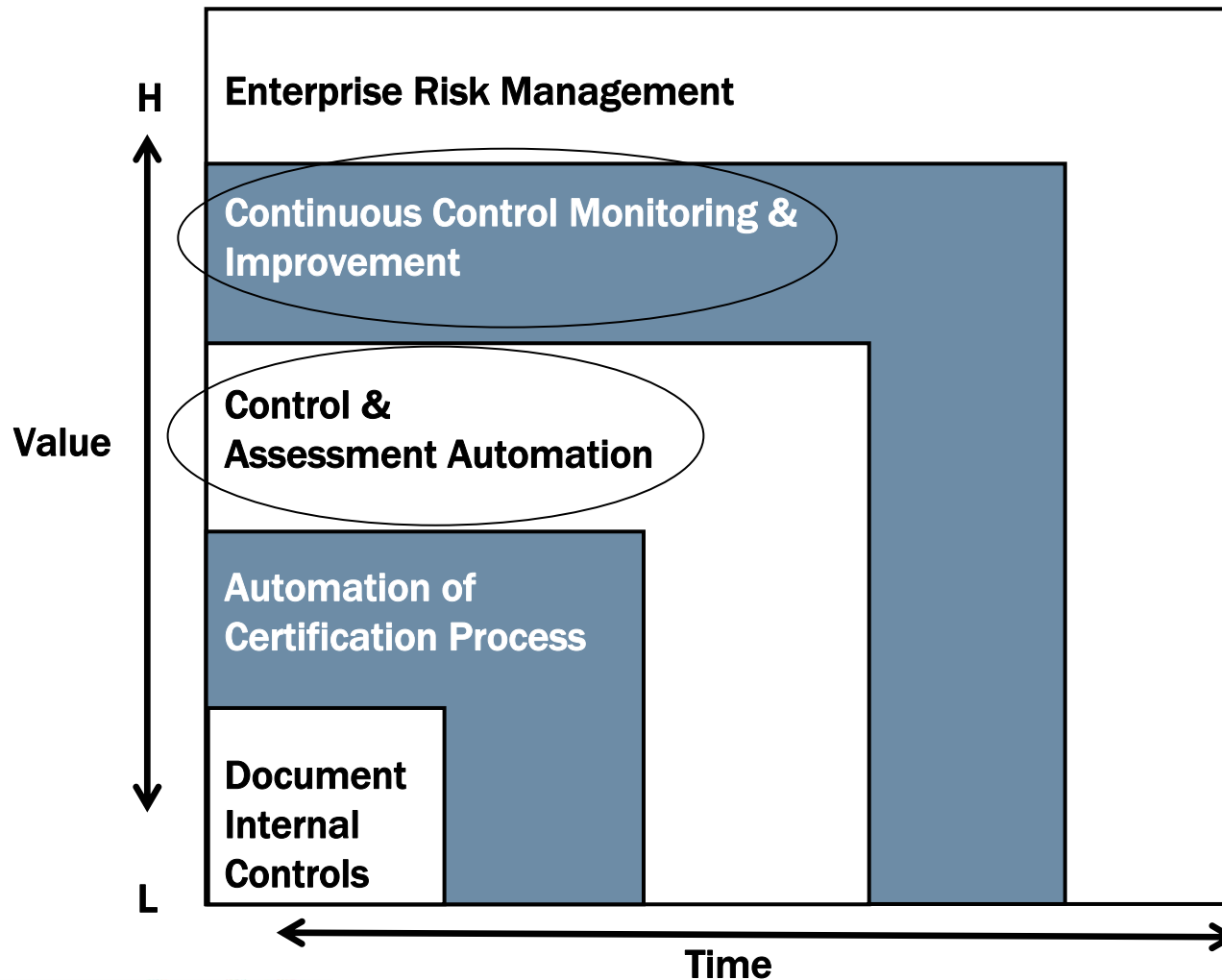
# Attain and Maintain



1. Deploy a top-down approach to focus on what's important
2. Consider qualitative and quantitative factors to implement a truly risk based approach
3. Optimize IT controls to increase the cost-effectiveness of the controls portfolio
4. Improve operational effectiveness and efficiency of upstream financial reporting processes
5. Don't wait for Washington to act



# The Evolution of Compliance Technology



- Preemptive SOD conflict analysis
- Real-time transaction exception monitoring
- Master data and configuration change alerts
  
- Identify Systemic, Preventive controls
- Automated assessment of SOD
- Transaction analysis
- Configurable control testing

# Project to Process

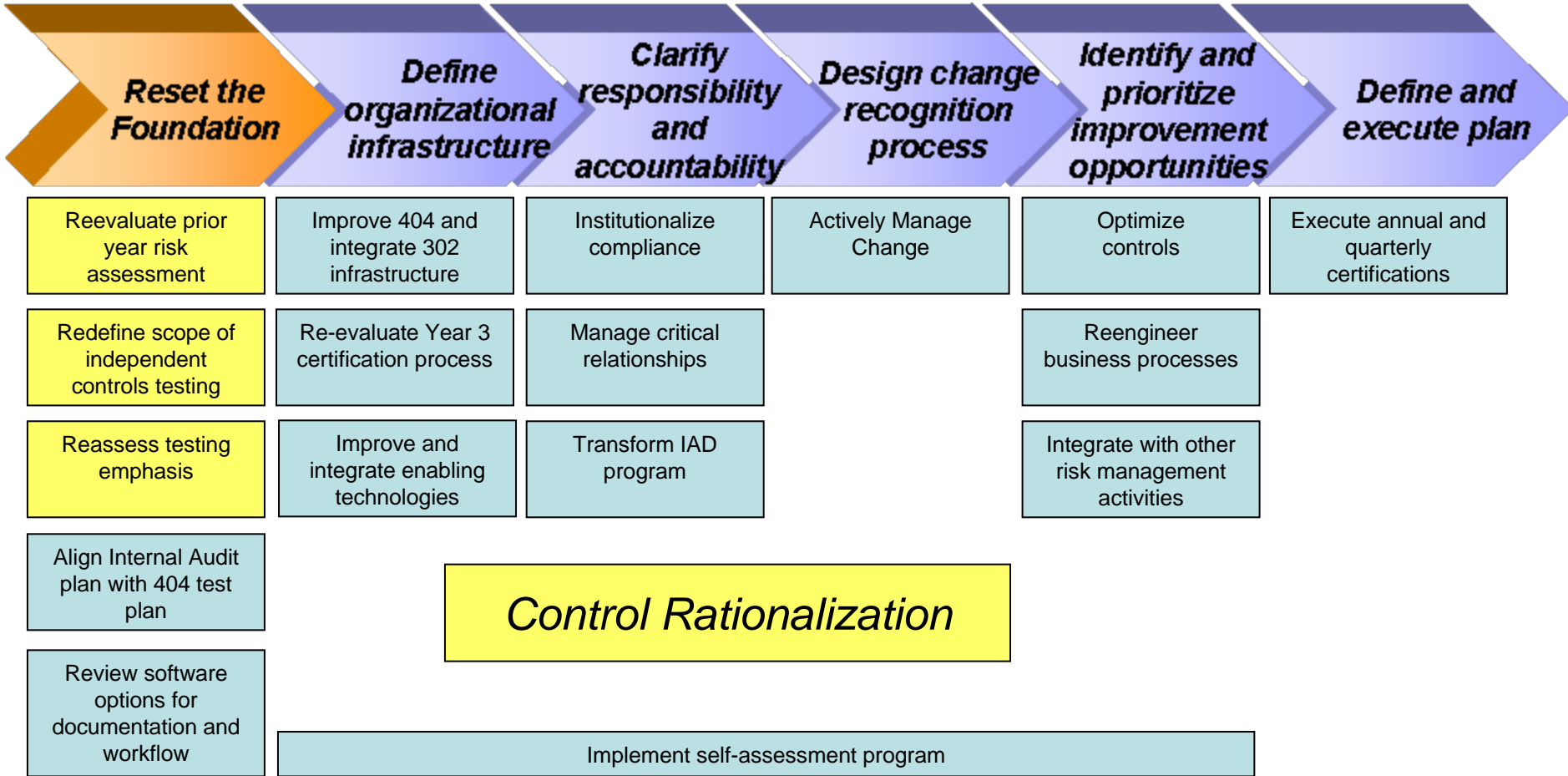
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# Our Suggested Approach to SOX Project to Process

*Every Company starts in a different place but with the same objectives!*



# Reduction of Processes by Location

<u>Location</u>	<u>Before</u>	<u>After</u>	<u>% Reduction</u>	<u>Estimated Reduction by Hours</u>
Midwestern Location 1 / Corporate	16	16	0%	0
Midwestern Location 2	11	11	0%	0
Additional Location	10	10	0%	0
European Location 1	11	10	9%	10
European Location 3	11	2	82%	240
European Location 2	11	6	45%	80
Asia Location	10	3	70%	120
<b>TOTAL</b>	<b>80</b>	<b>58</b>	<b>28%</b>	<b>450</b>

# Estimated Time Savings from Project to Process

	<u>Hours</u>
Reduction from Scoping	450
Control Filtering & Optimization	500
Internal Audit Savings	1,450
Non Internal Audit Savings	<u>3,500</u>
Total Savings Hours	5,900
Total Dollar Savings (\$150/hr)	\$885,000

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