

REVENUE GROWS.

Can your
controls
keep up?

CONTROL DEBT

When temporary fixes
become permanent
dependencies.

Undocumented logic. Unclear ownership.
Deferred review.



WHERE STRAIN SHOWS.

01 —

GROWTH

More contracts.
More exceptions.

02 —

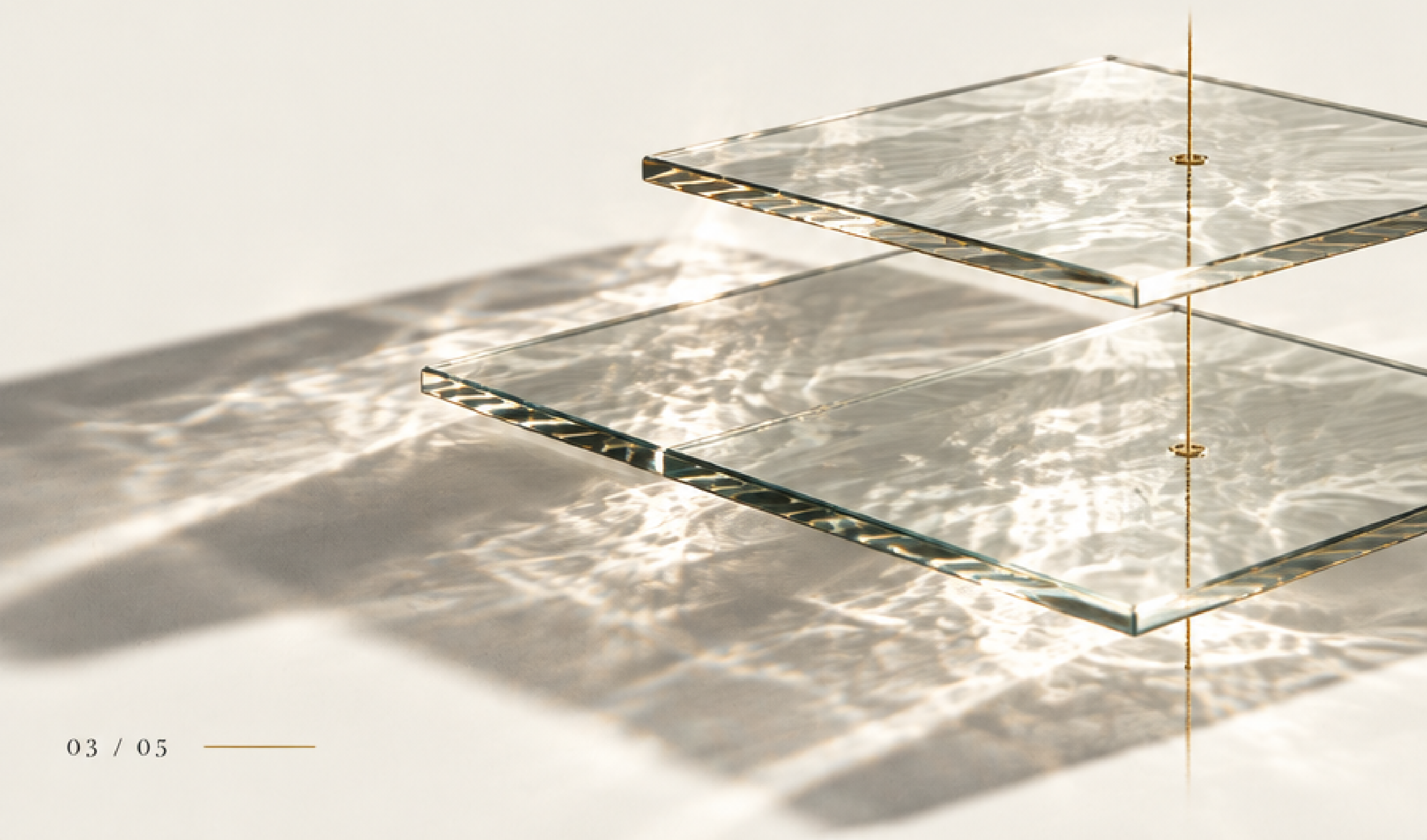
REVIEW

Evidence takes
longer to trace.

03 —

CHANGE

Critical logic lives
in one person's
memory.



THREE CHECKS.

01

OWNERSHIP

Who assesses significant contract terms?

02

REVIEWABLE LOGIC

Can another reviewer follow the calculations?

03

CONNECTED EVIDENCE

Can judgments be traced to source records?

REVENUE INTEGRITY DIAGNOSTIC

Find the gaps.
Define the next steps.

Contract intake. Accounting
judgments. Systems. Controls.
Evidence.

Discuss your revenue
operating model.

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