# RETAIL RECOVERY AUDIT

## PRGX Case Study: Top 5 Global Retailer

#### **PROJECT SCENARIO**

- Retailer looking to accelerate cash in support of working capital initiatives and lower cost to achieve cost transformation targets
- Audit cycle 30+ months conducted by Internal, PRGX Primary and external secondary teams
- PRGX took on the Internal audit function, integrating into one Primary audit team to perform an accelerated review
- All internal auditors accepted positions on the new team

### **KEY PROJECTS GAPS IDENTIFIED**

- Governance: Implemented Steering Committee to provide support and strategic oversight
- Co-developed new ways of working: Redesigned end-to-end process, streamlined claim review, improved stakeholder communication, reporting framework, etc.
- IT Transformation: Remapped, accelerated data acquisition process through workshops; improved email accrual process

#### OTHER RESULTS

- Increased recoveries; fewer aged claims rejected
- Faster feedback to the business regarding root cause - client now able to focus on process improvement
- Strengthened vendor partnerships; resolve issues and complete audit sooner, fewer number of claims
- Improved buyer relationships due to improved communication, better processes

**Immediate Savings Through Reduction in Cost of Audit** 

\$2.3M

Significant Cash Acceleration within First 9 Months

+\$75M

Audit completion time reduced

40%

Post-transition, driving quicker conversion to cash

payback rate of

<4%.

well below industry average