REVENUE OPERATIONS

$33.7K in revenue leakage, found in 60 days.

Three systems, each correct on its own.
The revenue was falling between them.

Client A single client

$33.7K	60	3
In revenue leakage identified	Days from start to findings	Systems brought into one view

THE SITUATION

Every report was right. The total still did not add up.

The client ran CRM, operations, and finance as three separate systems. No single view reconciled them, so revenue that fell between the three was invisible in every individual report.

That is what makes this kind of leakage expensive. Each system looks correct when you audit it on its own, so the gap only appears when something reconciles all three at once.

WHAT WE DID

- Brought CRM, operations, and finance into one reconciled view
- Compared every stage against what finance actually recognised
- Isolated and sized the leakage rather than estimating it

WHAT MADE IT WORK

The audit was the deliverable.

It was scoped to finish in 60 days, not to run open ended until someone called time on it. You get the number first, then you decide what to do about it.

Audit first
The diagnosis comes before any proposal.

Fixed scope
Written and bounded. No open ended retainer.

Senior operators
The people who scope it are the people who do it.

One name owns it
A single lead is accountable for the number.