



FASTPATH

Audit Compliance – Microsoft Dynamics Has What it Takes to Win!

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Overview

- ▶ Quick quiz
- ▶ The world of compliance
- ▶ What auditors want
- ▶ Why customers care
- ▶ What to say, what not to say
- ▶ So you have an RFP...
- ▶ Existing customers = consulting opportunity
- ▶ Questions

Security and Compliance Quiz

Audit. Security. Compliance. Get on the Fastpath.

Question #1

- ▶ Which national landmark uses Fastpath to automate their SOX compliance reporting?
 - A. The Gateway Arch in St. Louis
 - B. Graceland Mansion
 - C. Seattle's Space Needle
 - D. Neverland Ranch in California

Question #2

- ▶ Which store uses Fastpath to comply with SOX, the EU 8th Directive and CLERP 9 in Australia?
 - A. Pottery Barn
 - B. Sharper Image
 - C. GameStop
 - D. Victoria's Secret

Question #3

- ▶ Name the not for profit that simplifies their audit with Fastpath
 - A. Natural Resources Defense Council
 - B. Polynesian Cultural Center
 - C. New Zealand Blood Center
 - D. David and Lucille Packard Foundation

Question #4

- ▶ Name the security company that depends on Fastpath for their Dynamics security
 - A. Brinks Home Security
 - B. United States Military Academy at West Point
 - C. Taser (don't Tase me bro)

Question #5

- ▶ What Fargo establishment is a great place to have a beer and watch the big game, uses Dynamics GP and falls under SOX compliance?
 - A. TGI Friday's
 - B. Grandma's (RIP)
 - C. Doug Burgham's house
 - D. Buffalo Wild Wings

Compliance is everywhere (and growing)

- ▶ Sarbanes Oxley
- ▶ FDA
- ▶ Non profit
- ▶ 8th Company Law Directive
- ▶ SAS-70
- ▶ PCI
- ▶ Bill 198c
- ▶ Gaming commissions
- ▶ CLERP9
- ▶ Sales Tax
- ▶ HIPAA
- ▶ State Privacy Legislation
- ▶ Financial Instruments and Exchange Law

What auditors want from users

- ▶ Demonstrate control of the financial systems
- ▶ Understand the compliance requirements
- ▶ Have methodologies and systems in place
- ▶ Deliver documentation of the policies, processes, risks and anomalies
- ▶ Who has access to what? What did they do with it?

What auditors don't want from users

- ▶ **Avalanche of 3 ring binders and paper**

Why do customers care?

- ▶ Negative publicity = drop in stock price
- ▶ Ability to secure bank loans
- ▶ Loss of donations
- ▶ Lawsuits
- ▶ Delisting or loss of non profit status
- ▶ Fines up to \$5,000,000
- ▶ Prison time up to 20 years

Customers DO care

- ▶ 75% of financial managers list GRC as a top 3 criteria during software selection
- ▶ CFOs want an implementation partner with GRC experience
- ▶ SAP leads with GRC
 - ▶ “Microsoft and their partners don’t understand GRC”
 - ▶ “We have GRC modules and boot camps. They have?”
 - ▶ “What you save on licenses you will spend on GRC”

GRC on the RFP – What not to say

- ▶ “Dynamics is compliant out of the box!”
- ▶ “Auditors are clueless and unreasonable.”
- ▶ Nothing

GRC on the RFP – Key Terms

- ▶ **Risk** – anything that could lead to a misstatement of financials
- ▶ **Internal control** – reviews, checks and balances and procedures deployed to ensure accuracy and prevent fraud
- ▶ **Control catalog** – a listing of business processes and related objectives, risks, and controls for each process
- ▶ **Monitoring and review** – continuous examination of the effectiveness of the internal controls

GRC on the RFP – What will they ask?

- ▶ **System controls**
 - ▶ End user security and reporting
 - ▶ Password policy enforcement
 - ▶ Segregation of duties
 - ▶ Audit trails
 - ▶ Electronic signatures
 - ▶ Data encryption

GRC on the RFP – Why you will win

- ▶ **Dynamics delivers**
 - ▶ Multi layered security
 - ▶ Proven track record with compliance
- ▶ **SQL Server delivers**
 - ▶ Secure and encrypted database
- ▶ **ISVs deliver**
 - ▶ Fill the gaps
 - ▶ Automate monitoring and reporting
 - ▶ Templates for Dynamics and compliance
- ▶ **Partners deliver**
 - ▶ Keep compliance in mind when implementing Dynamics

Existing customers – Let's make some \$

- ▶ **Target internal audit**
 - ▶ Auditors answer the phone
 - ▶ Auditors will call you back
 - ▶ Auditors have budgets for software
- ▶ **How do I know which customer?**
 - ▶ Check their website
 - ▶ Look for investor or non profit information
 - ▶ Ask who is responsible for the audits
- ▶ **There are several types of audits**
 - ▶ IT
 - ▶ Financial

Existing customers – Let's make some \$

▶ ROI

- ▶ Improved audits
 - ▶ Negotiate the audit fee for next year
- ▶ Automation save FTEs
 - ▶ Reduce week(s) to clicks
- ▶ Distribute workload throughout organization
 - ▶ Not just IT, not just internal audit, but the entire organization

Existing customers – Let's make some \$

- ▶ **Consulting opportunities**
 - ▶ Security health checks
 - ▶ Business process design
 - ▶ Documentation automation
 - ▶ Application design and customization
 - ▶ Report design and automation
 - ▶ Additional modules
 - ▶ Electronic signatures
 - ▶ Audit trails
 - ▶ Lockbox

Questions

- ▶ **Questions**



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Thank you!

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