

# Ways to Quantify a Finding



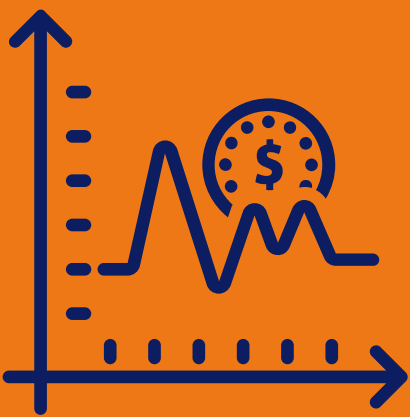
Because numbers are the key to making issues real!

Share the size of the whole program

EXAMPLES:

Program revenue in 20XX was \$X

Program serves X# customers



Fluctuate the audit subject

EXAMPLES:

Revenue declined by \$X

Customer demand increased by X# (X%) between 20XA and 20XB

Disclose the true error

EXAMPLES:

From a sample of X transactions, X were in error totaling \$X

Program did not serve X# customers



Benchmark against similar organizations

EXAMPLES:

A had \$X of revenue and B had \$Y of revenue

A serves the customer X% faster than B does