

Dr. Dan Kneer Advisory Group

Audit Smarter; Not Harder™

Audit Education and Consulting
Hands-on Classes, Seminars,
Distance Learning (web, iPod,
video), Problem Solving, and
Products ... we're big into providing
innovative AUDIT TOOLS

Who We Are

Dr. Dan's mission is to maximize your audit department's efficiency and effectiveness, and help management achieve risk, control and compliance objectives.

It is our privilege to assist you in the revitalization of your audit philosophy, via proven techniques of Advanced Analytics, Statistical Sampling, Cool CAATs, Continuous Control Monitoring (CCM) and proven management science techniques, thus raising the bar towards world class auditing ... true thought leadership. Note: "continuous" doesn't have to be real-time (run-time or whatever your process platforms are just fine ... no worries). But make no doubt about it: CCM is the coin of the realm.

Audit shops have reported that by using these techniques they can 1) create a stronger control environment, 2) improve risk management, mitigation, avoidance, 3) reduce audit time, on average, by 50-100%, 4) reduce costs in core business processes, 5) allow staff auditors to "hit the ground running" (ramped up to audit), 6) find fraud faster (with larger recoveries), and 7) maintain or cut external audit or SOX fees.

We work with world-class (progressive, innovative, thought leaders and open-minded) internal audit departments which have an ongoing desire to "audit smarter; not harder." Best practice shops, interested in maximizing audit efficiency, all reach to the same conclusion: the future of audit is continuous auditing via continuous control, process measurement, and advanced analytics. The audit model shifts to REAL-TIME telemetry, with proximity to process.

What's In It For You

- Make your audit staff "allergic" to poor auditing by constantly re-thinking the audit game plan ... and retain your best auditors.
- Assist new hires to "hit the ground running." They can be ramped-up more quickly to perform quality audits.
- Reduce audit cycle time **or eliminate it!**
- Reduce your audit costs AND the external auditors too ... with less travel for ALL.
- Get more "audit" for your audit ... Not an ounce of fat in your audits.
- Take business risk mitigation to a "higher level" and render assurance of your company's risk management capabilities ... as you will be able to "see," in real-time, the managing down of risk, and be able to quickly measure risk-response.
- Garner substantially larger (think big MONEY) recoveries ... why take judgment samples which cannot be mathematically projected to the population? (You are cheating yourself on your good work, and recovering pennies on the dollar!)
- Yes you work hard; but do work "smart?" Don't confuse activity with achievement.
- "Currency" in the Board room.

- Increase both the quantity and quality (more robust) of your findings ... when was the last time you wrote an audit report saying "I am 95% confident that..."
- Inspire the staff to consider a new generation of efficient and effective audit tools, with a spirit of innovation.
- Enhanced/faster fraud finding ... not just big fraud, but also small, systematic fraud (which flies under the radar screen).
- Influence change.

A Depth of Experience:

- We have decades of experience in Public Accounting, Governmental audit, IT Audit and Internal Audit.
- We have 20+ years of actually installing Continuous Control Monitoring systems.

Recent Wins:

- Fraud recoveries of \$950,000,000 and \$330,000,000.
- Reduce huge IA shop audit time by 33%.
- "Coach" regulators as to the propriety of smaller sample sizes/advanced analytics.
- Reduce external audit fees and SOX fees by \$2,000,000/year.
- IA shop cut Tests of Controls by 1000%.

Bio of Our "Fearless Leader"

Dr. Dan Kneer believes in "auditing smarter; not harder." He has been blessed to work with several open-minded, forward-looking auditors for the last 25+ years. From his national award-winning PhD thesis, on audit risk, to his recognition for a "Lifetime Contribution in the Innovative Usage of Technology in Auditing," Dan exhibits a life-long commitment regarding audit efficiency and effectiveness. He is the former Director of Research of the ISACA, and has twice been nominated for the IIA's prestigious Leon Radde Award. Dan has been rated the # 1 speaker at multiple IIA International Conferences, won teaching awards for three straight decades, and advised several standards committees (COSO, PCAOB, AICPA, IIA, ISACA and GAO). He's so positive, even his blood type is A+ !



The Courses: No Lectures!

The underlying audit tools described in this brochure provide efficiencies in *all audits*: financial, compliance, contract, program, performance, statutory, regulatory, operational, fraud, IT and efficiency. Listed below are a few of courses taught by our many instructors.

- Continuous Control Monitoring
- Advanced Analytics and Advanced Analytics Level II
- MS Access as a Robust Audit Tool
- Identification of the Embedded Controls in SAP, Oracle and PeopleSoft
- Enterprise Risk Management
- Statistical Sampling for Tests of Controls
- Basic Auditing Skills (boot camp)
- ACL/IDEA (Intro and Advanced)

- Fraud Finding (and Deterrence) with Significant Recoveries via Statistical Projections
- Real-time Business Intelligence and Process Improvement
- Adaptive Business Controls
- Risk Assessment....the "Disconnect"

What Makes Us Unique:

- All courses are 100% HANDS-ON (bring your laptop, ending with student presentations ... true **knowledge transfer**).
- Always customized, never canned. Cases reflect your region or industry with analyses run for your local businesses.
- Materials constantly updated.
- Courses offered-in house and for chapters (with revenue-sharing).

What the Clients Say:

- "While most folks teach in black and white, Dr. Dan teaches in full color."
- "They've done the heavy lifting for us!"
- "They TEACH you 'HOW' to do it; he's definitely not the sage on the stage."
- "They bring their 'A' game: enthusiasm, knowledge and teaching expertise."
- "They make the impossible, possible."
- "You want to 'touch and feel' these classes ... eye popping."
- "They are 3 innings ahead of everyone."
- "They demystify complex topics."
- "This is pioneering stuff."

OUR PLEDGE: We will offer *free post-class support* for attendees who apply our proven tools and techniques in actual audit engagements.

Training Costs: We Beat Them All

Let's put our training costs in perspective. Tabled below are current costs for lecture and hands-on courses offered by wonderful groups such as; the AICPA, IIA, MIS, and SAP. These costs **do not include your travel**, which is the "hidden cost" of all training.

Our courses are 1) 100% HANDS-ON ... never lecture, 2) **lower** cost than *all the courses shown* and 3) directly tied to AICPA, IIA, GAO, and International Standards on Auditing (ISAs). We'll ramp up your audit staff in no time, giving them traction. Finally we'll come to your shop, chapter, or town! So **no travel costs** plus you get the additional benefit of not *having to buy software* for any of our courses as it's already on your laptop, freeware, or on your network.

Of course, you must always ask yourself this question: "What am I **getting** ... not just what does it cost?" That is, "Am I getting **value**?"

Pedagogically, we prefer hands-on courses (bring a laptop) over lecture. Attendee feedback confirms that our computer-hands-on approach is an optimized educational delivery method. We will not only explain HOW to audit better; we will **teach you** how to do it too; do it via live computer-based training.

As a professional educator, Dr. Dan believes in knowledge transfer: our attendees make an in-class presentation, applying the course topics to an actual audit engagement via electronic-based analyses. As Confucius says, "I hear and I forget. I see and I remember. I do and I understand."

Educational research proves that there is almost no learning value from being on the "receiving end" of a power point lecture. In ALL of our courses, you will not only be actively engaged, you will be PRESSING LAPTOP keys. We give you more bang for your training \$.

Think your shop is too small? Not a problem ... you can "invite your friends" to the training (e.g., other audit shops or internal people from budgeting, operations, controllers, cost analysts or business unit managers).

Want off-line training? Watch for our self-paced (iPod and CD) courses coming soon.

We provide proven business science techniques, which provide a great leap forward for audit shops. Ranking members of the PCAOB, IIA, AICPA, COSO, CFE and ISACA call Dr. Dan's ideas, "revolutionary not evolutionary ... and necessary."

	<i>AICPA lecture: SEC conference</i>	<i>IIA lecture: Evaluating Internal Controls</i>	<i>IIA hands-on: Computer Assisted Audit Techniques</i>	<i>MIS Training Institute lecture: Audit Blueprint</i>	<i>SAP hands-on: Blended SAP Overview</i>
<i>Total # of CPE hours</i>	24.0 hours	19.5 hours	19.5 hours	22.0 hours	21.0 hours
<i>Cost for seminar for 1 person (not including travel)¹</i>	\$1,550 (\$517 / day)	\$1,460 (\$584 / day)	\$2,190 (\$876 / day)	\$1,850 (\$617 / day)	\$2,160 (\$720 / day)
<i>Cost / CPE hour</i>	\$64.58/CPE hour	\$74.87/CPE hour	\$112.31/CPE hour	\$84.09/CPE hour	\$102.86/CPE hour

¹ average cost of member and non-member price



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