



*Areef Ali & Associates*  
BUSINESS SOLUTIONS

# **Procurement & Contracting – Fraud & Audit Seminar**

**Facilitator: Mr. Areef Ali B.Sc, FCCA, CA**

# Objectives

**At the end of session without reference to the training materials participants should be able to:**

- Understand the key concepts associated with procurement, contracting, audit & fraud**
- Understand the key issues associated with auditing procurement systems**
- Know at least 10 types of fraud schemes, the red flags associated with them and techniques / approaches to detect them**

# Programme Outline

## Definitions:

- Procurement
- Contract
- Audit
- Fraud

## Basic elements of Fraud

## The Fraud triangle

## Video clip - the origins of fraud

# Programme Outline

Introduction to the Procurement process

Procurement perspectives

## **Procurement stages / cycle**

- Generic Procurement

- Competitive procurement

Statistics & studies on procurement /  
contracting fraud occurrence & risk

How procurement audits can add value

# Programme Outline

Key types of Procurement audits

Difficulties auditors face in detecting procurement fraud

Focusing on -a proactive approach to Fraud prevention

- Systems analysis

- Communication

- Data mining

- Vendor auditing

# Programme Outline

Strategic level procurement - key questions  
auditors should ask

Case Example Environmental Agency

E-commerce procurement

- advantages, risks & safeguards
- Key questions auditors should ask

# Programme Outline

Video clip - "the tone at the top"

Review & Discussion on contract and procurement fraud schemes

- What are the 22 types
- Red flags for each scheme
- Audit steps

Video clip - "Contract / procurement fraud "

# Programme Outline

Case study review & workshop session

Additional case study reviews -Lehman  
brothers recent fraud

Questions / Conclusion / Wrapup