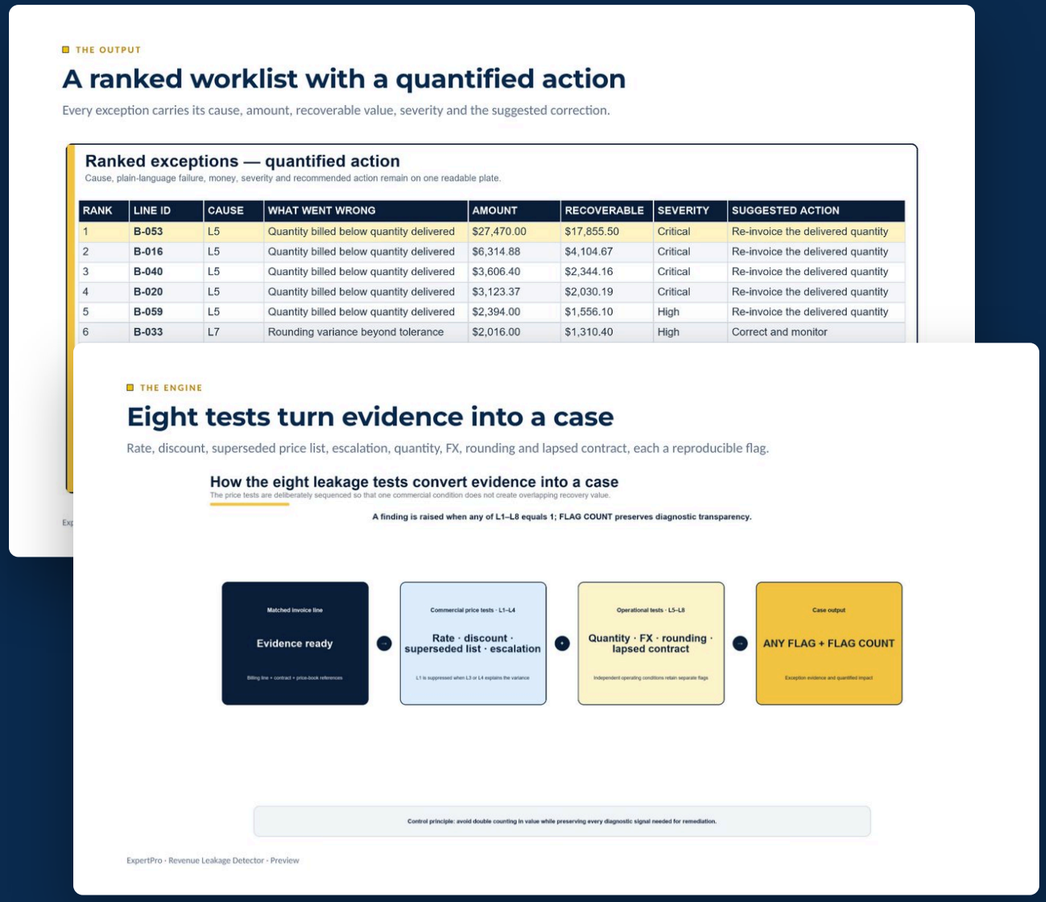
EXPERT PRO
EXPERTOS EN PROYECTOS

PRODUCT PREVIEW · GUIDED TOUR

Revenue Leakage Detector

Test every billing line against eight failure modes and turn the exceptions into a ranked, tracked recovery worklist.

8 leakage tests | 2 workbooks | 44 checks | No macros



Illustrative demonstration data from the worked example. Not investment advice. 10 pages.

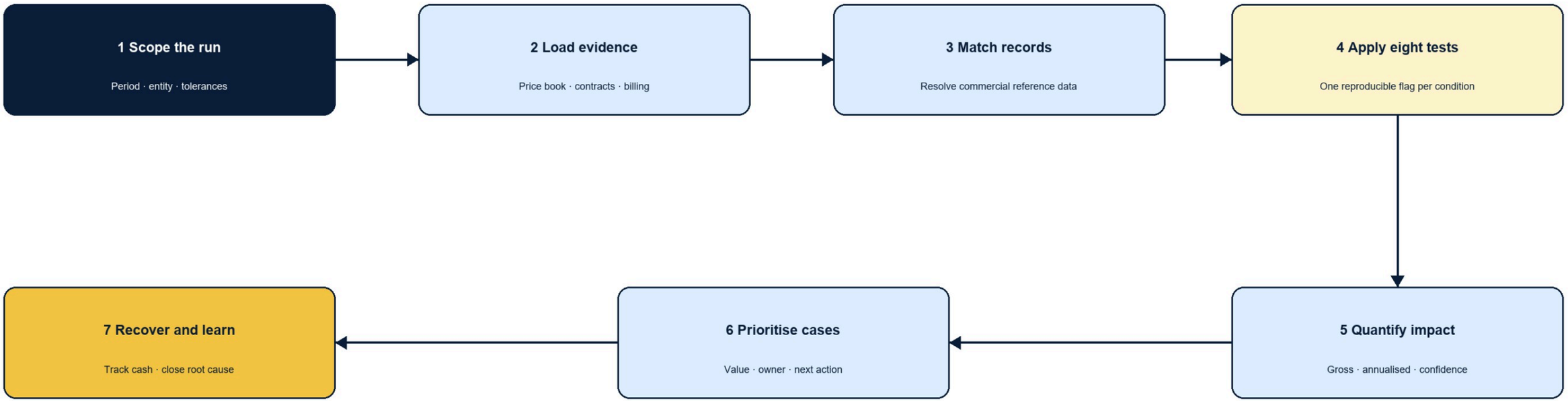
THE WORKFLOW

Seven controlled steps, from invoice population to cash

Data preparation, analytical testing, management review and recovery are kept apart, so every finding can be traced.

Revenue leakage workflow — from invoice population to cash recovery

A controlled seven-step path separates data preparation, analytical testing, management review and recovery execution.



THE ENGINE

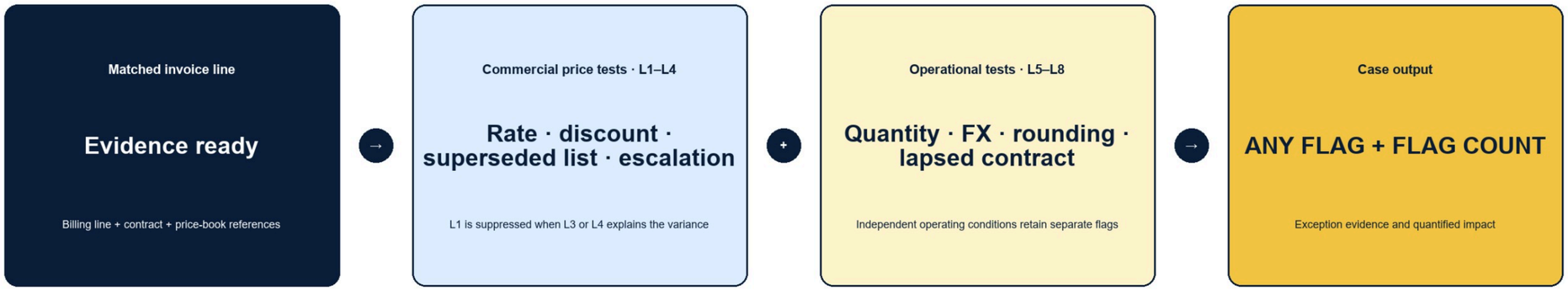
Eight tests turn evidence into a case

Rate, discount, superseded price list, escalation, quantity, FX, rounding and lapsed contract, each a reproducible flag.

How the eight leakage tests convert evidence into a case

The price tests are deliberately sequenced so that one commercial condition does not create overlapping recovery value.

A finding is raised when any of L1–L8 equals 1; FLAG COUNT preserves diagnostic transparency.



Control principle: avoid double counting in value while preserving every diagnostic signal needed for remediation.

THE OUTPUT

A ranked worklist with a quantified action

Every exception carries its cause, amount, recoverable value, severity and the suggested correction.

Ranked exceptions — quantified action

Cause, plain-language failure, money, severity and recommended action remain on one readable plate.

RANK	LINE ID	CAUSE	WHAT WENT WRONG	AMOUNT	RECOVERABLE	SEVERITY	SUGGESTED ACTION
1	**B-053**	L5	Quantity billed below quantity delivered	$27,470.00	$17,855.50	Critical	Re-invoice the delivered quantity
2	**B-016**	L5	Quantity billed below quantity delivered	$6,314.88	$4,104.67	Critical	Re-invoice the delivered quantity
3	**B-040**	L5	Quantity billed below quantity delivered	$3,606.40	$2,344.16	Critical	Re-invoice the delivered quantity
4	**B-020**	L5	Quantity billed below quantity delivered	$3,123.37	$2,030.19	Critical	Re-invoice the delivered quantity
5	**B-059**	L5	Quantity billed below quantity delivered	$2,394.00	$1,556.10	High	Re-invoice the delivered quantity
6	**B-033**	L7	Rounding variance beyond tolerance	$2,016.00	$1,310.40	High	Correct and monitor
7	**B-044**	L7	Rounding variance beyond tolerance	$1,309.68	$851.29	High	Correct and monitor
8	**B-047**	L3	Billed on a superseded list price	$300.00	$195.00	Medium	Correct the price master
9	**B-024**	L3	Billed on a superseded list price	$240.00	$156.00	Low	Correct the price master
10	**B-049**	L3	Billed on a superseded list price	$140.00	$91.00	Low	Correct the price master
11	**B-050**	L3	Billed on a superseded list price	$140.00	$91.00	Low	Correct the price master
12	**B-051**	L3	Billed on a superseded list price	$140.00	$91.00	Low	Correct the price master

Source: ExpertPro · RLD_Revenue_Leakage_Detector_v1.0.0.xlsx · Out_Exceptions!C5:O17 · demonstration data.

WORKED TRACE

One invoice line, traced through all eight tests

Line B-053 passes seven tests and fails one: quantity billed below quantity delivered.

Worked trace B-053 — eight leakage tests

Step 3: only L5 fires; all other tests remain clean for the worked transaction.

TEST	VERIFICATION	FLAG	READING
L1	Price below contracted rate	0	PASS
L2	Discount beyond policy floor	0	PASS
L3	Billed on a superseded list price	0	PASS
L4	Contract escalation not applied	0	PASS
L5	Quantity billed below quantity delivered	1	FAIL
L6	FX rate applied differs from actual	0	PASS
L7	Rounding variance beyond tolerance	0	PASS
L8	Delivery continues after contract lapsed	0	PASS

Source: ExpertPro · RLD_Revenue_Leakage_Detector_v1.0.0.xlsx · Wkg_Tests!D4:K58 · demonstration data.

WORKED DEMO

What the included demo finds

60 invoice lines representing USD 1,822,225 of revenue. Figures illustrate the method; they are not a forecast of your result.

USD 47,682

Identified leakage

2.62% of reviewed revenue

19

Flagged lines

8 above the USD 250 materiality floor

USD 42,909

Largest cause

Quantity billed below quantity delivered

USD 30,993

Recoverable value

At the demo's editable 65% assumption

14

Exceptions tracked

USD 47,252 in the companion workbook

USD 31,159

Recovered so far

USD 16,093 still open

COMPANION WORKBOOK

Every finding gets an owner and a next action

The recovery tracker records owner, action and status, then follows recovered and open value by age.

Recovery tracker — ownership and next action

Every finding has a named owner, action and live case status.

LINE ID	CUSTOMER	CAUSE	OWNER	ACTION	STATUS
B-053	Granite Utilities	L5	A. Rivas	Re-invoice	Recovered
B-016	Baltic Steel	L5	A. Rivas	Re-invoice	Recovered
B-040	Everest Pharma	L5	A. Rivas	Re-invoice	Recovered
B-020	Cobalt Mining	L5	M. Ortiz	Escalate to CSM	In progress
B-033	Delta Logistics	L7	J. Kelly	Credit note	Recovered
B-059	Harbour Retail	L5	A. Rivas	Re-invoice	Invoiced
B-044	Fjord Marine	L7	J. Kelly	Credit note	Recovered
B-024	Cobalt Mining	L1	P. Sandoval	Correct master data	Open
B-047	Fjord Marine	L1	P. Sandoval	Renegotiate	Disputed
B-057	Harbour Retail	L1	P. Sandoval	Correct master data	Recovered
B-004	Aurora Foods	L3	J. Kelly	Re-invoice	Recovered
B-027	Delta Logistics	L2	P. Sandoval	Renegotiate	Written off
B-012	Baltic Steel	L4	P. Sandoval	Correct master data	Invoiced
B-031	Delta Logistics	L6	J. Kelly	Correct master data	Open

Source: ExpertPro · RLX_Exception_Workpaper_Recovery_Tracker_v1.0.0.xlsx · Out_Tracker!C5:H19 · demonstration data.

CONTROLS

A verification battery runs before release

Integrity and reconciliation checks, each with a live result, a severity and a status, roll up into one master light.

RLD verification battery — checks 01–12

Input integrity, ranges and master-data uniqueness before release.

ID	Verification	Result (live)	Severity	Status
CHK-RLD-01	Every billing line resolves to a contract in the register.	TRUE	ERROR	OK
CHK-RLD-02	Every billing line resolves to a product in the price book.	TRUE	ERROR	OK
CHK-RLD-03	Every period index sits inside the twelve-month review window.	TRUE	ERROR	OK
CHK-RLD-04	No billing line carries a negative delivered or billed quantity.	TRUE	ERROR	OK
CHK-RLD-05	No billing line carries a negative unit price.	TRUE	ERROR	OK
CHK-RLD-06	Every discount sits between zero and one hundred per cent.	TRUE	ERROR	OK
CHK-RLD-07	Both FX rates are strictly positive on every line.	TRUE	ERROR	OK
CHK-RLD-08	Every product in the price book carries a positive current list price.	TRUE	ERROR	OK
CHK-RLD-09	Every new-list effective month sits inside the review window.	TRUE	ERROR	OK
CHK-RLD-10	Every contract in the register carries a positive agreed rate.	TRUE	ERROR	OK
CHK-RLD-11	Contract identifiers are unique.	TRUE	ERROR	OK
CHK-RLD-12	Product identifiers are unique.	TRUE	ERROR	OK

Source: ExpertPro · RLD_Revenue_Leakage_Detector_v1.0.0.xlsx · Checks!B4:F16 · demonstration data.

WHAT YOU RECEIVE

What is in the download

Format: Excel (XLSX) + ZIP.

XLSX	The 15-sheet revenue leakage detector
XLSX	The 11-sheet exception workpaper and recovery tracker
GUIDE	A 54-page illustrated user manual
DEMO	A complete worked demo

Before you buy

- Desktop Excel 2019 or Microsoft 365. No macros.
- You paste a structured extract; it does not connect to a billing system.
- It tests arithmetic and contract compliance; it does not detect fraud or give an accounting opinion.
- Sized for 60 billing lines and 30 exceptions; larger datasets need extended ranges.

Every workbook opens on the complete worked example, so you can follow the finished answer before entering your own data.

WHO BUILT IT

Built by the ExpertPro team

ExpertPro builds the financial and decision infrastructure behind capital projects, at the intersection of project finance, engineering economics and data.

7	100+	15+	50+
senior specialists	years of combined experience	professional certifications	delivered projects

The team

- Project finance and public-private partnerships, PMP® and APMG CP3P® certified
- Data architecture and data science, led by a mathematician
- Process automation and governance, with more than twenty years in banking
- Information security and compliance: ISO/IEC 27001 Lead Auditor and CEH
- Enterprise systems integration and machine-learning engineering

Every model

- Built to the FAST Standard 02c: Flexible, Appropriate, Structured, Transparent
- No macros and no hidden logic; one formula per calculation row
- A documented source and status behind every input
- A checks panel that must read green before results leave the workbook
- A complete user manual and a worked demonstration case

Master's degrees in industrial engineering, information technology and business, a degree in mathematics, and programmes from MIT (applied AI) and HarvardX (data science). Delivery in five Latin American countries, across energy and utilities, transport, logistics, agroindustry and healthcare.