

Business Risk Profile Template

Consulting Cloud Preview

## Contents

<b>COMPANY X - Detailed Business Risk Profile</b>	3
<b>Summary of Risks</b>	4
<b>Risk Register</b>	5
<b>Appendix A - Consequence Table</b>	18
<b>Appendix B - Likelihood Table</b>	19
<b>Appendix C - Risk Rating Table</b>	20
<b>Appendix D - Control Effectiveness Ratings</b>	21

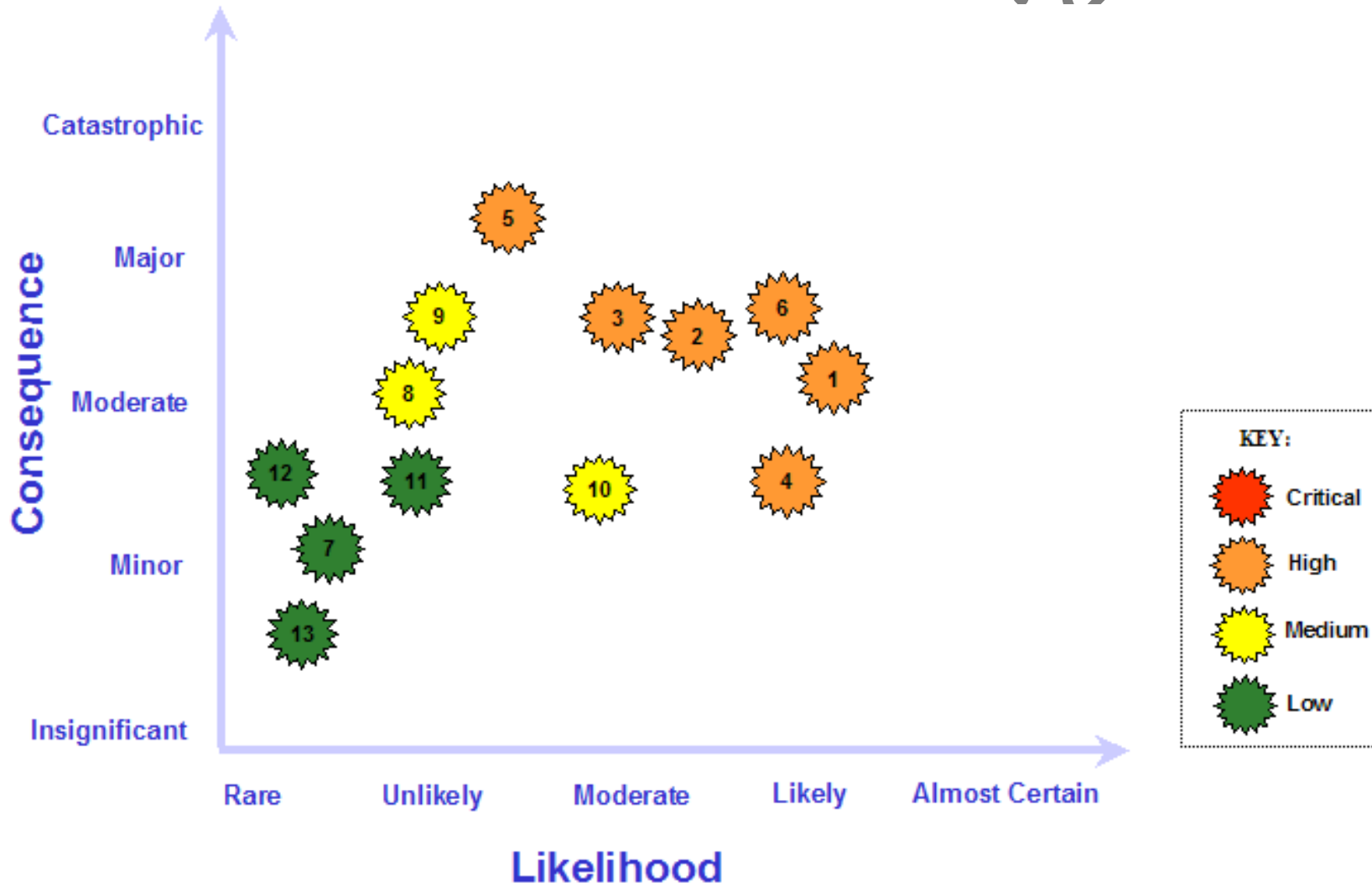
### Inherent limitations

The key strategic risks of Company X noted within this report reflect the assessments of the COMPANY X management and personnel, at a point in time.

We believe that the statements made in this report are accurate, but no warranty of completeness, accuracy or reliability is given in relation to the statements and representations made by, and the information and documentation provided by, COMPANY X management and personnel. Management selected the personnel who provided us the information. We have not sought to independently verify those sources unless otherwise noted within the report.

# COMPANY X - Detailed Business Risk Profile

Mc



## Summary of Risks

Risk Category	Risk No.	Specific Risk	Likelihood	Consequence	Residual Risk Rating
Strategic Development & Management	1	Lack of clarity in establishing client business requirements	Likely	Moderate	High
	2	Inability to deliver client contracts on schedule	Moderate	Moderate	High
	3	Difficulty in managing competing demands on COMPANY X from parent company	Moderate	Moderate	High
	4	Inability to draw on group synergies (e.g. commissions and timesheet processes)	Likely	Minor	High
IT Infrastructure and Development	5	Potential for disruptions to business operations	Unlikely	Major	High
Financial	6	Incorrect customer billing	Likely	Moderate	High
	7	Lack of data integrity in financial reporting	Rare	Minor	Low
Market Position	8	Inability to attract & secure new business opportunities	Unlikely	Moderate	Medium
	9	Inability to retain key clients (including government clients)	Unlikely	Moderate	Medium
Human Resources	10	Inability to recruit, retain and/or develop core skill sets required by the business	Moderate	Minor	Medium
Regulatory Compliance	11	Inability to comply with legislative and regulatory requirements	Unlikely	Minor	Low
Reputation	12	Inability to secure sensitive business information	Rare	Minor	Low
Fraud	13	Absence of formal fraud detection mechanisms	Rare	Insignificant	Low

## Risk Register

Risk No.	Risk Description	
1	Lack of clarity in establishing client business requirements	
Risk Area	Responsibility Area	
Strategic Development & Management	<i>{COMPANY X to complete}</i>	
Risk Factors	Consequence	
<ul style="list-style-type: none"> <li>▪ Poorly defined requirements in client contracts</li> <li>▪ No formal agreement on the deliverables by both parties</li> </ul>	<ul style="list-style-type: none"> <li>▪ Client dissatisfaction</li> <li>▪ Expectation gaps between customers and COMPANY X</li> <li>▪ Loss of business</li> <li>▪ Incorrect pricing of bids</li> <li>▪ Revenue leakage</li> </ul>	
Likelihood: Likely		Consequence: Major
Current controls in place to mitigate risk	New Controls to be implemented	
<ul style="list-style-type: none"> <li>▪ Regular client dialogues</li> <li>▪ Delivery staff involved in sales process</li> <li>▪ Sensitisation of clients as to what to expect</li> <li>▪ All tenders are reviewed by Group Manager, Sales and Client Management</li> <li>▪ Standard pricing models are utilised</li> <li>▪ Delivery sign-off</li> <li>▪ Contract review</li> <li>▪ Business Management System ('BMS') in place</li> <li>▪ Reviews of unsuccessful bids</li> </ul>	<ul style="list-style-type: none"> <li>▪ COMPANY X wide Business Opportunity Management Process being developed.</li> </ul> <p><i>{COMPANY X to complete}</i></p>	
Control Rating: Good		
Revised Likelihood: Likely		Revised Consequence: Moderate
<b>Residual Risk Rating: High</b>		