



# THE ROBERTS COMPANY, LLC

Compliance Services: Accounting, Operations & IT Processes

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## New Product: Tracking and Approval of Target Price, Target Cost and Margin Analysis – “TCMA”

# Project Summary

### □ The Challenge

For new product introduction or whenever there is a product design change, the company recognized the need for an innovative business process to timely capture, report and approve product new price, new cost and margin analysis.

### □ Project Approach to Tracking Product Price, Cost and Margin Analysis

The Roberts Company was hired to assist the company management team in reviewing, designing, and implementing new company approach and procedure for an effective TCMA in a dynamic and uncertain information environment.

1. Review the “as is” of the TCMA procedure in capturing, reporting and approving all company new products and any design changes to the existing ones.
2. Develop and document the process flow in capturing, tracking and approving of product cost.
3. Identify computer systems, group responsible, current reports & distribution, management access, and management decision.

3. Design and document new business process to capture, access, report and distribute Product Price, Cost and Margin Analysis.
4. Identify and document the key control points within the new TCMA process flow.
5. Use information technology to enable the new process design to automate the capture, calculation, access, version control, and distribution of the management report Product Price, Cost and Margin Analysis
6. Identify the impacts and challenges of the new process design that might have on the company.
7. Recommend implementation new roles, responsibilities and accountabilities of the company groups who are impacting the new TCMA process.

### □ The Outcome

The company established an effective procedure for new product or design change to capture, track, distribute and approve product price, cost, and margin. In addition, the company used information technology to enable business process automation and to prevent errors.

- ✓ Must you comply with and maintain Sarbanes-Oxley Act Section 404?
- ✓ Are you concerned about the Internal Controls within your company?
- ✓ Does your IT function support your company business processes & objectives?
- ✓ Does your company need Fraud Protection Programs?

### Our Services Include:

- Sarbanes-Oxley Act- Section 404 Compliance
- Corporate Governance and Entity Level Controls
- Corporate Governance Compliance
- IT General Controls
- Fraud Deterrence and Prevention Services
- ID Theft – Red Flags Rules
- Information Technology: Policy Development & Compliance
- Operations Processes: Policy Development & Compliance
- Accounting Processes: Policy Development & Compliance
- Corporate Governance: Policy Development & Compliance
- Application Due Diligence and Testing
- Gramm-Leach-Bliley Act
- SAS 70 & SAS 94
- ISO 17799/27000 Compliance Services