



A Risk-Based Approach to Segregation of Duties

ISACA Charlotte SoD Discussion

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Introductions



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 - ▶ Segregation of Duties
 - ▶ Identity & Access Management
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What is Segregation of Duties (SoD)?

- ▶ Segregation of Duties (SoD) is a key internal control that, at the most basic level, attempts to ensure that no single individual should have control over two or more conflicting sensitive transactions
- ▶ SoD is not a new control; it has become more complicated as processes are automated and transactions are distributed throughout the organization

Example

A user with vendor update privileges should not have the ability to issue payments.

Why? The risk is that a user could add a fictitious vendor (i.e. the employee) and issue payments to that vendor.

Why Does SoD Matter?

- ▶ Segregation of Duties (SoD) has become one of the most common control deficiencies in integrated audits
- ▶ SoD is difficult to test, correct and identify ownership
- ▶ Often the deficiency is given to IT since they are the “gate keepers” of access to the sensitive transactions in the computer systems
- ▶ IT will typically turn to Finance or Accounting groups to define the appropriate access levels to support the business processes

Key Questions

Who owns SoD in the organization?
How is SoD tested and maintained?
How are SoD conflicts mitigated and remediated?
What is the role of internal audit in achieving SoD compliance?

Session Objectives

1. Understand SoD terminology, its impact on the organization and how to define SoD risk thresholds
2. Review the risk-based approach and critical success factors for testing SoD, regardless of application or platform
3. Introduce SoD mitigation and remediation techniques
4. Discuss internal audit's role in SoD compliance
5. Discuss how companies can effectively work together and work with external audit to achieve compliance

Agenda

Topic	Issue
1. Background.....	<i>Understanding the Risk</i>
2. SoD Methodology & Approach	
▶ Business Definition.....	<i>Defining the Risk</i>
▶ Technical Definition.....	<i>Mapping the Systems to the Risk</i>
▶ Testing.....	<i>Measuring the Risk</i>
▶ Mitigation.....	<i>Gaining Control</i>
▶ Remediation.....	<i>Fixing the Issue</i>
3. Lessons Learned.....	<i>Avoiding Mistakes</i>

A Risk-Based Approach to Segregation of Duties

BACKGROUND

Let's do a little experiment...



Justin's \$50 Mistake

Here is our scenario...



**Stored in a secure
lock-box**



**Sitting out on a
table.**



**Guarded by
someone who will
alert me when the
money is stolen.**



**Guarded by
someone who will
ward off thieves and
alert authorities.**



**Protected by a motion
detector alarm designed
to automatically alert me
of a theft.**

Consider the following...



Let's Take a Walk



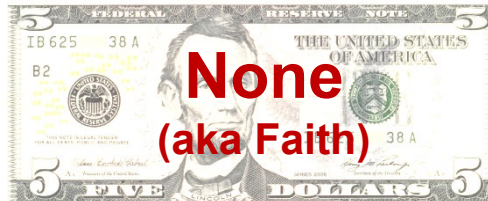
Where's the Money?



What controls were applied?



Stored in a secure
lock-box



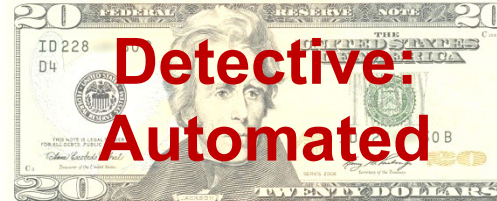
Sitting out on a
table.



Guarded by
someone who will
alert me when the
money is stolen.

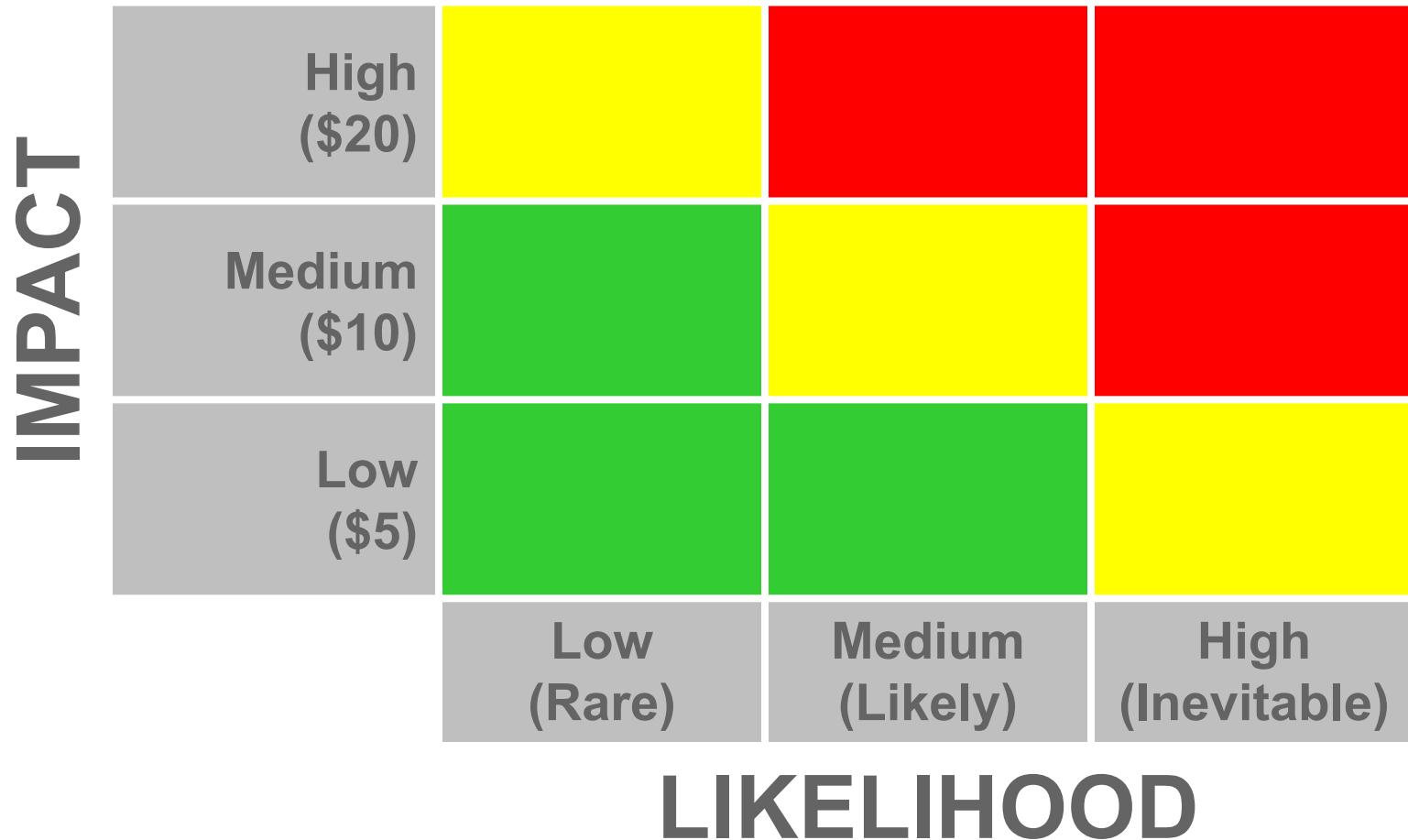


Guarded by
someone who will
ward off thieves and
alert authorities.



Protected by a motion
detector alarm designed
to automatically alert me
of a theft.

What is our risk profile?



How can we apply governance to enhance the process?

- ▶ You are all a part of the **ISACA Charlotte Cash Council**. Our mission is to **protect the assets of the company**.
- ▶ In this meeting we must discuss:
 - ▶ **What** happened to my \$50?!?!?!?
 - ▶ **Why** did this happen...
 - ▶ **How** can we make this process better?
- ▶ Once you come up with your recommendations, implement it so we can test it out.
- ▶ Let's try the exercise again.

Let's Take a Walk...



Where's my money?



A company's ability to protect its assets and mitigate the risk of fraud are only as good as the as its ability to work together to optimize its control environment.

SoD Terminology

- ▶ **Business Process** – The high-level mega processes in which transactions are executed (i.e. purchase-to-pay, order-to-cash, financial reporting, etc.)
- ▶ **Sensitive Transaction** – A business transaction that drives the associated processes with the potential to impact the financial statements
- ▶ **SoD Conflict** – The pairing of two conflicting sensitive transactions
- ▶ **SoD Conflict Matrix*** – The chart that shows the complete SoD conflicts (independent of application)
- ▶ **Materiality** – The financial threshold/impact a potential SoD conflict can have over the financial statements

* Also known as the “Mileage Chart”

Drivers for Segregation of Duties

▶ Regulatory Compliance

- ▶ SEC Guidance such as the recent cyber-security disclosure requirement
- ▶ US Sarbanes-Oxley (SOX)/KSOX/JSOX
- ▶ Gramm-Leach-Bliley Act (GLBA)
- ▶ Health Insurance Portability and Accountability Act (HIPAA)
- ▶ Federal Financial Institutions Examination Council (FFIEC)
- ▶ BASEL II & Solvency II
- ▶ EU's 8th Directive and other Global 'SOX-type' Laws

▶ Internal/External Financial Audit Compliance

▶ Risk/Fraud Mitigation

▶ Continuous Control Monitoring

Important

SoD is an *expectation* of investors, clients/customers and business partners alike. It is a critical fraud-prevention control.

Impact of Material Weakness



How Markets Punish Material Weaknesses

A new report examines shortcomings that lead to losses in share price; Sarbanes-Oxley requirements are understood poorly by investors, say some observers.

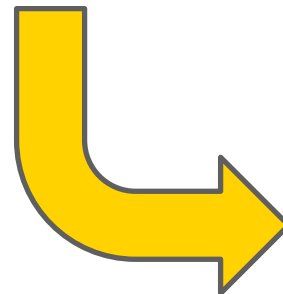
[Marie Leone](#), CFO.com

July 21, 2005

Section 404 of the Sarbanes-Oxley Act requires companies to disclose internal-control deficiencies in their annual reports. The effects on share prices are examined in "Control Deficiencies: Finding Financial Impurities," a new analysis of 2004 and early 2005 disclosures by shareholder-advisory firm Glass, Lewis & Co.

Glass Lewis examined companies with a market capitalization in excess of \$75 million. About 11 percent of these companies disclosed a control deficiency between January 1, 2004, and May 2, 2005. The number of companies that disclosed a material weakness — the most severe control problem — totaled 586 for the first four months of 2005, compared with 313 for all of 2004, according to the report.

On average, the day after a company disclosed a material weakness in its financial controls, its share price dropped 0.67 percent relative to market movement, Glass Lewis found. After 7 days, the share price dropped 0.90 percent; after 30 days, 1.96 percent; and after 60 days, 4.06 percent. "The mere announcement of a material weakness, independent of the auditor opinion, appears to solicit a negative reaction from investors," according to the study.



Average Share Price Movement, Relative to Market, vs. Seven Days before Announcement				
	1 day after	7 days after	30 days after	60 days after
All Deficiencies	-0.72%	-0.81%	-1.50%	-3.82%
Material Weaknesses	-0.67%	-0.90%	-1.96%	-4.06%
Qualified Opinions	-0.23%	-0.66%	-2.30%	-3.56%
Qualified Opinions, No Warning	-0.04%	-0.16%	-2.49%	-3.94%
Sources: Glass Lewis, FactSet.				

-4.06%

Source: <http://www.cfo.com/article.cfm/4197475?f=search>

Common SoD Observations

Observation	Description
Testing overkill	Too many defined conflicts make SoD controls and sustained compliance difficult and onerous on the business.
Testing inadequacy	Insufficient or undefined SoD conflicts or SoD testing methodology. This may represent a failure to capture the high risk conflicts.
Improper SoD reporting	Reporting conflict counts and risks is inconsistent – can be overstated or understated depending on aggregation approach.
Complex systems and application suites	Multiple systems make cross-application testing complex. Some legacy systems are not capable of achieving adequate SoD.
Inadequate tools for ongoing compliance	Testing and compliance tools enable sustained compliance and on-demand testing.
Unclear SoD governance	Technology is often given the deficiency, but business is responsible for determining the risk.
Inconsistent User ID conventions	With so many applications, it is often difficult to determine who has access to what based on consistent user IDs.
Lack of mitigation strategy	Existing controls can be leveraged to compensate for the risk of existing conflicts, but need a framework to achieve compliance
Fragmented remediation initiatives	IT can enable ongoing compliance through Identity & Access Management (IAM) tools and processes rather than one-off solutions

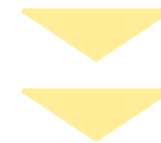
Illustrative High Level Healthcare SoD Conflict Matrix

SoD Conflict Matrix

	Create/Modify/Delete Member Claim Information	Create Member/Subscriber	Issue Payment to Member/Subscriber	Create/Modify/Delete Provider Reimbursement Information	Create Provider	Issue Payment to Provider
Create/Modify/Delete Member Claim Information			X			
Create Member/Subscriber			X			
Issue Payment to Member/Subscriber						
Create/Modify/Delete Provider Reimbursement Information					X	X
Create Provider						X
Issue Payment to Provider						

Risk Statement

A user could create fictitious members/subscribers and issue unauthorized/fraudulent payments to those members/subscribers.



Key Considerations

- How many users meet this condition?
- What mitigating controls are in place?
- How do we detect and prevent this risk from occurring?

A Note on IT Segregation of Duties

- ▶ IT SoD and privileged access control is typically addressed through IT General Controls

- ▶ Logical Access
- ▶ Change Management
- ▶ Operations

- ▶ Example controls employed to mitigate IT SoD risks:

- ▶ Staged development application environments (e.g. development, test, QA, production, etc.)
- ▶ Break-glass/emergency check-out procedures
- ▶ Password vault and password checkout alerting
- ▶ Monitoring and logging of privileged accounts
- ▶ Periodic review and recertification of privileged accounts
- ▶ Restricted access based on roles (see corresponding exhibit)
- ▶ Business reconciliation controls

Example IT Segregation of Duties Matrix

	Control Group	Systems Analyst	Application Programmer	Help Desk and Support Manager	End User	Data Entry	Computer Operator	Database Administrator	Network Administrator	Systems Administrator	Security Administrator	Systems Programmer	Quality Assurance
Control Group		X	X	X		X	X	X	X	X		X	
				X	X		X				X		X
			X	X	X	X	X	X	X	X	X	X	X
		X		X	X		X	X	X	X		X	
		X	X				X	X	X			X	X
		X	X				X	X	X	X	X	X	
			X	X	X	X		X	X	X	X	X	
		X	X	X	X	X	X		X	X		X	
Network Administrator	X		X	X	X	X	X	X					
System Administrator	X		X	X		X	X	X				X	
Security Administrator		X	X			X	X					X	
Systems Programmer	X		X	X	X	X	X	X		X	X		X
Quality Assurance		X	X		X							X	

Risk Statement

A programmer could create a privileged account, make a change to the business logic of an application and mask the activity by deleting the accounts and logs.

X—Combination of these functions may create a potential control weakness.

Source: ISACA

Note: The conflict matrix above illustrates potential segregation of duties conflicts that can occur within the technology organization. A similar approach is used to test for these conflicts, but a different set of controls are applied to mitigate the IT risks of privileged and super users.

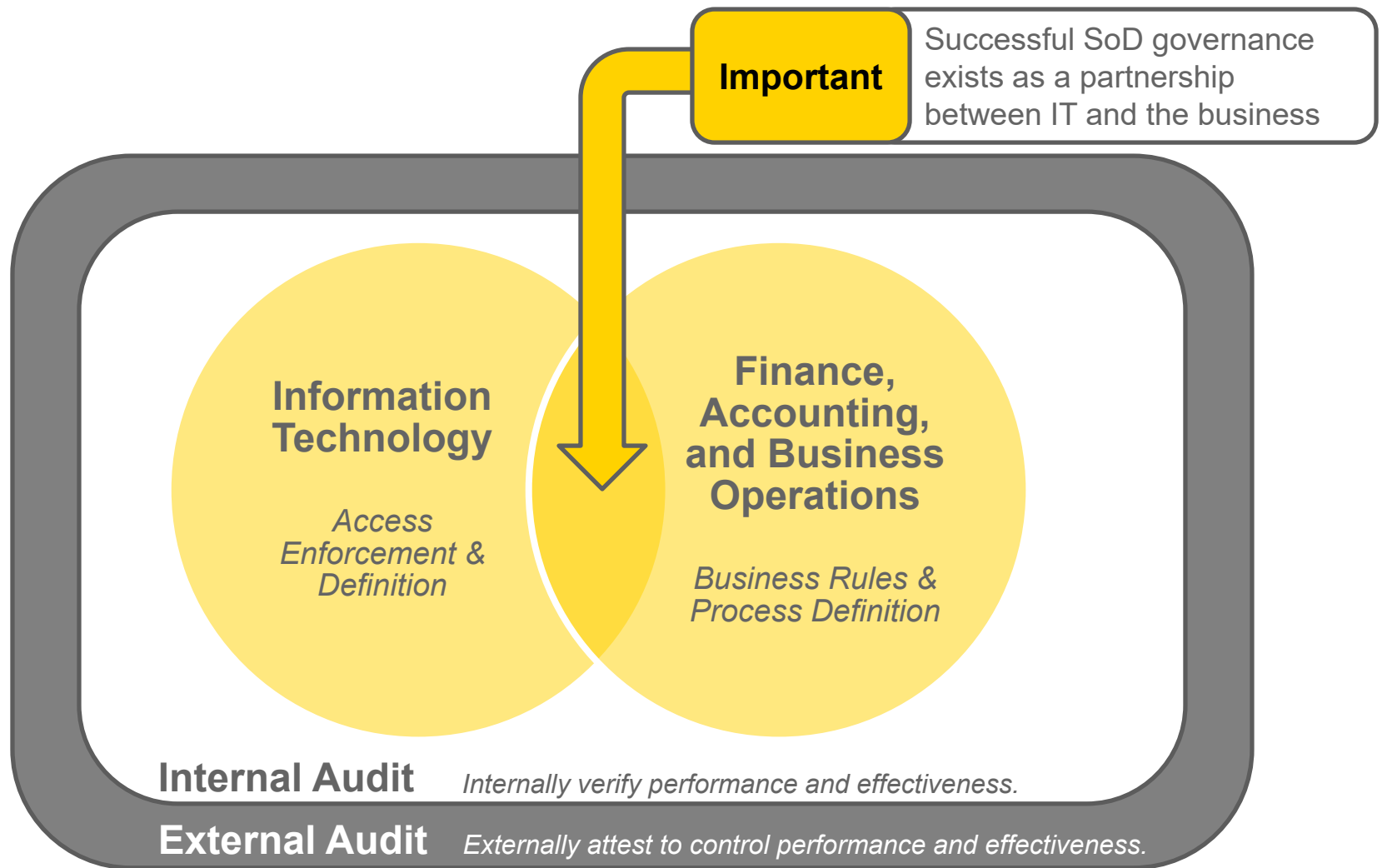
Stakeholders

- ▶ **CFO & CIO** – Leadership must support business process reengineering and/or changes to control structure in order to remediate/mitigate SoD control failures
- ▶ **Internal Audit/Compliance** – Internal audit/compliance can assist with testing and mitigating control documentation
- ▶ **Business Finance Personnel** – Finance personnel have knowledge of the sensitive transactions and business processes creating the SoD conflicts
- ▶ **IT Personnel** – IT personnel have the knowledge of the applications that enable the execution of the sensitive transactions
- ▶ **External Audit Parties** – External audit must ultimately attest to the effectiveness of the internal control environment

Note

Stakeholders can change with each company and/or business unit. Successful SoD programs depend on the involvement of *both* IT and Finance personnel.

SoD Ownership & Governance



A Risk-Based Approach to Segregation of Duties

SOD METHODOLOGY & APPROACH

Why Risk-Based?

- ▶ Focuses time on transactions that pose the greatest risk the organization
- ▶ Risk levels can be tuned to achieve SoD program objectives (detect fraud, detect material impact to financial statements, enforce monitoring controls, etc.)
- ▶ Focuses testing and remediation efforts of limited resources
- ▶ Satisfies compliance and regulatory objectives
- ▶ “Don’t try to boil the ocean”

What is Risk-Based?

Risk-based refers to targeting the processes, transactions, and conflicts that present the greatest threat of fraud, wrong-doing or material misstatement to the business.

PCAOB Auditing Standard No. 5

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Board to Consider Proposing a Revised Auditing Standard on Internal Control over Financial Reporting

Washington, DC, December 5, 2006 – The Public Company Accounting Oversight Board has announced an open meeting for 9:30 a.m. Tuesday, December 19, to consider proposing for public comment a new auditing standard to supersede the Board's existing auditing standard on internal control over financial reporting, and other related proposals.

The meeting will be held in the Board's open meeting room at 1666 K St., Washington, DC. The meeting is open to the public and will be **webcast** via a link on PCAOB's Web site (www.pcaobus.org) that will be made available on the day of the meeting.

"The Sarbanes-Oxley Act's internal control requirements have been described as the most significant change in public company auditing since the advent of the federal securities laws," said Chairman Mark Olson. "While the requirements provide a number of benefits to companies and their investors, we are concerned that the costs are not adequately aligned with the benefits. For its part, the PCAOB will consider changing the auditing standard on internal control over financial reporting that provide for a more efficient, risk-based, scalable implementation. It is important that investors, companies, and auditors carefully consider and provide comments on the proposal so that we reach the right result."

"The PCAOB is applying what it has learned in two years of monitoring the implementation of Auditing Standard No. 2, to help auditors make their internal control audits as efficient as possible while maintaining the benefits to investors," said William J. Ray, Chief Auditor and Director of Professional Standards.

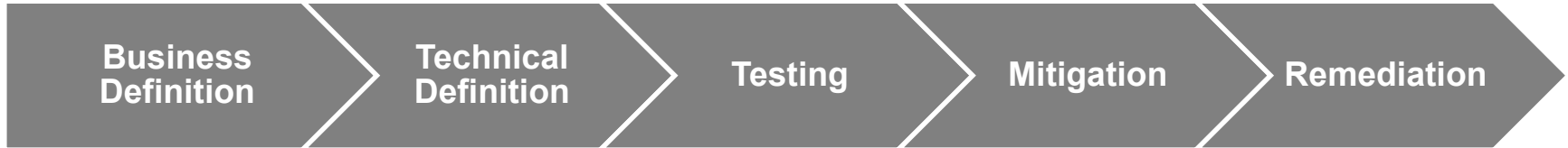
A more detailed discussion of the matters to be considered follows.

- 1. Focus the Internal Control Audit on the Most Important Matters** – The Board intends to consider changes that would focus auditors on matters that present the greatest risk that a company's internal controls will fail to detect or prevent a material misstatement in its financial statements. In particular, the Board plans to consider changes that would:
 - More clearly focus auditors on identifying control weaknesses before they result in material misstatements in the financial statements.
 - Require auditors to use a top-down approach that begins with the financial statements and company-level controls, and to identify for further testing only those controls that are, in fact, important to the effective functioning of a company's internal control over financial reporting.
 - Emphasize the importance of a company's control environment, and how it can affect the risk of financial reporting fraud or other material failure.
 - Emphasize higher risk stages of financial statement preparation, such as the period-end close process.
- 2. Eliminate Procedures that Are Unnecessary to Achieve the Intended Benefits** – The Board is evaluating every area of the internal control audit to determine whether the existing standard encourages auditors to perform procedures that are not necessary to achieve the intended benefits of the audit. In particular the Board plans to consider changes that would –
 - Clarify that an internal control audit is limited to an evaluation of whether, in the auditor's opinion, the company's internal control is effective, and does not include an opinion on the adequacy of management's process to reach its conclusion.
 - Permit auditors to use experience gained in previous years' audits to make audits in subsequent years more efficient.
 - Clarify how auditors should use risk assessment to eliminate from further consideration those accounts that are unlikely to contain a material misstatement.
 - Require auditors to consider whether and how to use the work of others, instead of doing certain procedures themselves.
- 3. Incorporate Guidance on Efficiency** – Since Auditing Standard No. 2 was first released, the PCAOB has issued guidance to make internal control audits more efficient. The Board intends to consider whether incorporating that guidance into the standard would help to promote improvements in efficiency.
- 4. Provide Explicit and Practical Guidance on Scaling the Audit to Fit the Size and Complexity of the Company** – The Board intends to provide direction in the Standard to help the auditor anticipate the various differences in smaller company internal control and to direct the auditor to tailor the audit for smaller companies.
- 5. A Simplified Standard** – The Board intends to propose a revised auditing standard that is shorter, easier to understand, and more clearly scalable to audits of companies of all sizes and complexity. Among the changes the Board plans to consider are –
 - Reducing granularity.
 - Redefining key terms.
 - Clarifying that the auditor's evaluation of materiality for purposes of an internal control audit is based on the same long-standing principles applicable to financial statement audits.
 - Consolidating the Board's standards on using the work of others in internal control audits and in financial statement audits into one new standard, so as to better facilitate integration of the two audits.

- ▶ Focus on most important matters; highest risk
- ▶ Eliminate unnecessary procedures; increase efficiency of audit

Source: http://www.pcaob.org/News_and_Events/News/2006/12-05.aspx

SoD Phases



▶ **Business Definition**

- ▶ Defines the scope of sensitive transactions and conflicts – based on risk – that drive a company’s key business processes

▶ **Technical Definition**

- ▶ Maps the defined sensitive transactions to system and application capabilities

▶ **Testing**

- ▶ Analyzes the user entitlements to provide a current state view of the SoD conflicts

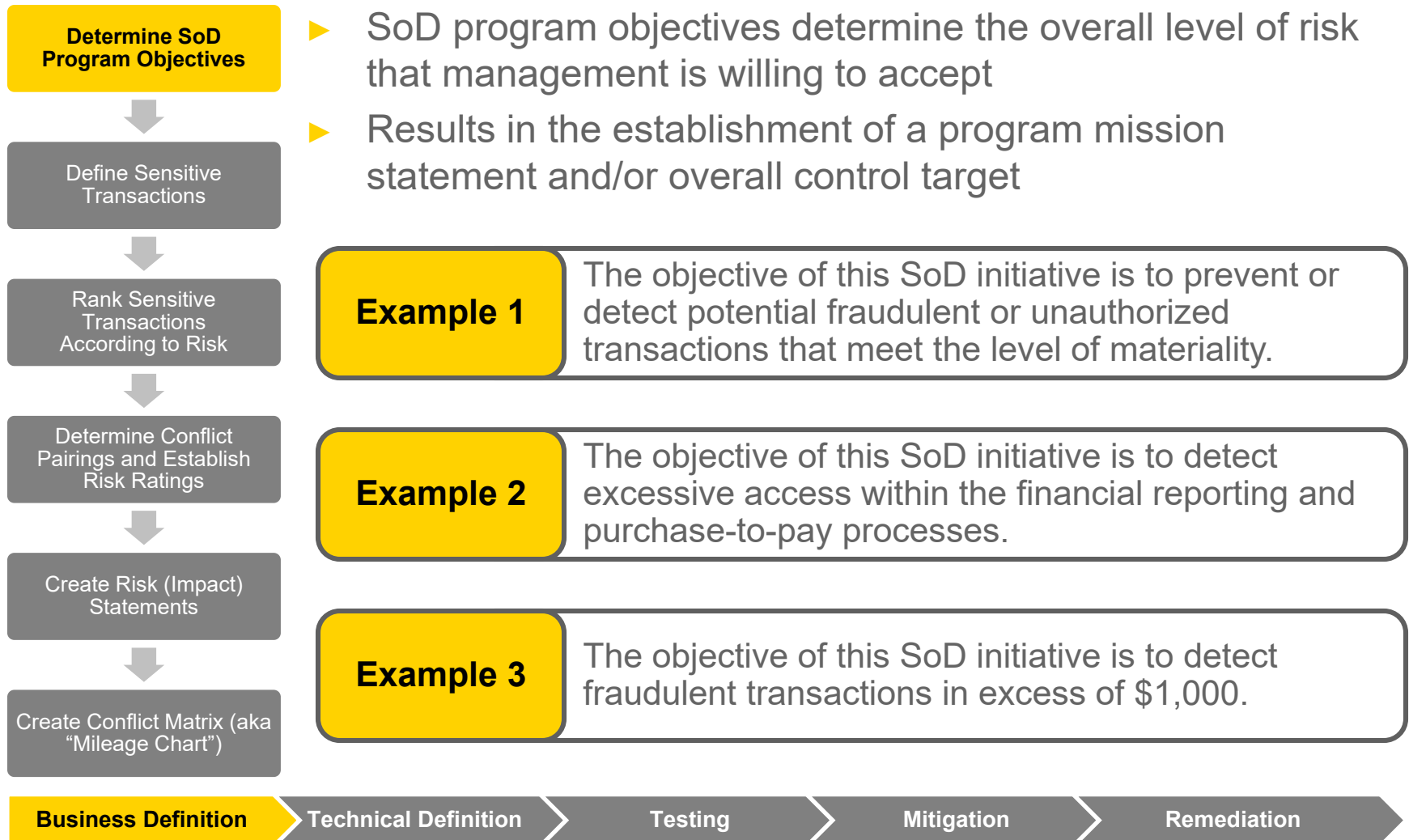
▶ **Mitigation**

- ▶ Cites valid, effective financial controls that mitigate the risk for existing and/or potential conflicts

▶ **Remediation**

- ▶ Corrects the issues noted in testing using various methods such as role redesign, tactical user cleanup, identity & access management, and appropriate user access reviews

Determine Program Objectives



Define Sensitive Transactions



- ▶ Sensitive transactions are compiled based on the processes that drive the business
- ▶ Sensitive transactions are gathered through:
 - ▶ Workshops, interviews, observation of business processes, walkthrough, audit documentation, etc.

SoD Group	Business Process	Sensitive Transactions
1	Sales & Receivables	Create/Modify/Delete Customer Pricing Master/Structure
2	Sales & Receivables	Create/Modify/Delete Manual Sales Invoices/Manual Service Invoices
3	Sales & Receivables	Create/Modify/Delete Customer Credit Memos
4	Sales & Receivables	Post Cash Receipts & Apply to Customer Account
5	Sales & Receivables	Create/Modify/Delete Customer Master Data
6	Sales & Receivables	Create/Modify/Delete Sales Orders/Service Orders
7	Sales & Receivables	Create/Modify/Delete Customer Credit Limits
8	Purchasing	Create/Modify/Delete Purchase Orders
9	Purchasing	Create/Modify/Delete Vendor Master File Data
10	Purchasing	Approve Purchase Orders
11	Inventory Master Data	Create/Change Standard or Actual Costing
12	Inventory Master Data	Create/Change to Material Master Data
13	Inventory Transactions	Record Inventory Movements or Production
14	Inventory Transactions	Record/Modify Shipment
15	Inventory Transactions	Receive/Post Physical Inventory or Cycle Counts
16	Fixed Assets	Create/Modify/Delete Fixed Asset Records (Additions)
17	Fixed Assets	Disposal/Retirement of Fixed Assets
18	Fixed Assets	Depreciation of Fixed Assets
19	Accounts Payable	Post PO & Non PO Invoices
20	Accounts Payable	Release on-hold Invoices
21	Accounts Payable	Post Goods Receipt (Services & Inventory)
22	Accounts Payable	Invoice Payment Run (Cash Disbursements)
23		
24		
25		

Sensitive Transaction Listing



Rank Sensitive Transactions According to Risk



- ▶ Establishes scope of sensitive transaction to be tested
- ▶ Risk analysis of transactions factors: likelihood, complexity, impact and arrives at a final consensus
- ▶ Transactions analyzed based on: materiality calculation, type of transaction, initiation, authorization, custody of assets, and recording of assets

S	SOD Group	Sales & Receivables	Initiate	Authorize	Custody	Record	Likelihood	Complexity	Impact	Consensus
1	1	Create/Modify/Delete Manual Sales Invoices	X		X		H	L	L	L
2	2	Create/Modify/Delete Invoice Records	X		X		L	L	L	L
3	3	Create/Modify/Delete Customer Credit Memos	X		X		H	L	M	M
4	4	Create/Modify/Delete Customer Accounts Receivable Balance Amount	X		X		L	M	H	M
5	5	Create/Modify/Delete Sales Orders	X		X		H	L	L	L
6	6	Post Cash Receipts and Apply to Customer Account	X		X		H	M	H	H
7	7	Create/Modify/Delete Customer Master Data	X	X	X		M	M	H	M
8	8	Create/Modify/Delete Customer Pricing Master	X	X	X		H	L	H	H
9	9	Create/Modify/Delete Customer Credit Limits and Credit Hold Status	X	X	X		H	M	H	H
10	10	Lease/Loan Review (M)	X		X		M	H	H	H
11	11	Lease/Loan Maintenance		X	X		M	M	H	H
12	12	Lease/Loan Approval (M)		X			M	M	H	H
13	13	Approve Write-Off Adjustments to Customer Accounts Receivable (M)	X				H	L	H	H
14	14	Approve Credit Status Changes (M)	X				H	L	H	H
15	15	Purchase to Pay	X		X	X	H	L	H	H
16	16	Create/Modify/Delete Vendor Master Data	X		X	X	H	L	M	M
17	17	Approve Purchase Orders		X			H	L	H	H
18	18	Post PO and Non-PO Invoices	X		X		H	L	L	M
19	19	Release Blocked Invoices		X			L	M	L	L
20	20	Invoice Payment Run (Cash Disbursements)	X		X		H	M	H	H
21	21	Financial Reporting Process								
22	22	Financial Reporting Process								
23	23	Financial Reporting Process								
24	24	Financial Reporting Process								
25	25	Financial Reporting Process								
26	26	Financial Reporting Process								
27	27	Financial Reporting Process								
28	28	Financial Reporting Process								
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30	30	Financial Reporting Process								
31	31	Financial Reporting Process								
32	32	Financial Reporting Process								
33	33	Financial Reporting Process								
34	34	Financial Reporting Process								
35	35	Financial Reporting Process								

- Transaction 1
- Transaction 2
- Transaction 3
- Transaction 4



Determine Conflict Pairings and Establish Risk Ratings

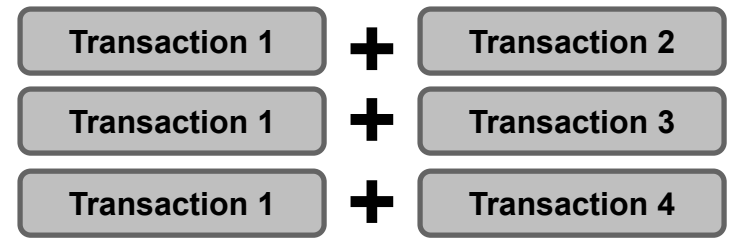


- Conflict pairings are determined by examining the risk of combining each business process and every sensitive transaction
- Risk analysis is performed on each potential sensitive transaction to justify any potential omissions from testing

Risk = Risk Attribute Factor Used to Conclude on Preliminary Risk RA		RA	RA	RA	RA	RA	RA	RA	Individual Transaction Risk	Is there a logical reason for the pair?	"Mileage" if Pair is Manual/IMA
Group	Cycle Category	Initiate	Authorize	Control	Record	Reconcile	Complexity	Impact			
1	Sales & Receivable Process Cycle										
2	Order Entry/Order Invoicing Process										
3	Order Entry/Order Invoicing Process										
4	Order Entry/Order Invoicing Process										
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Potential Conflict Intersection Analysis

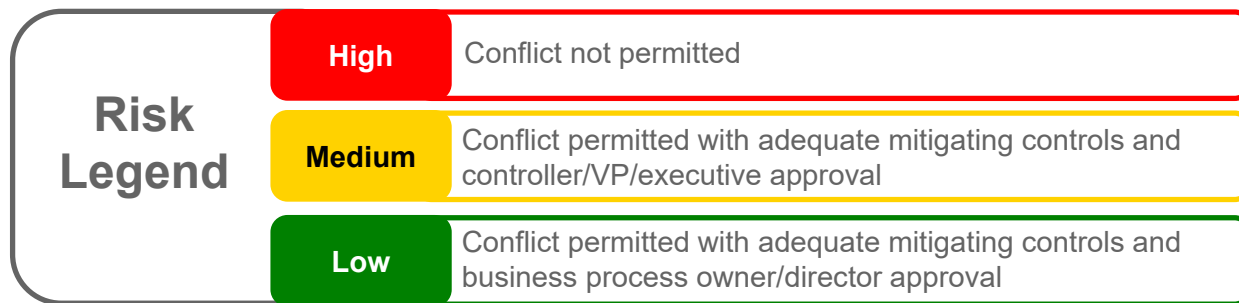
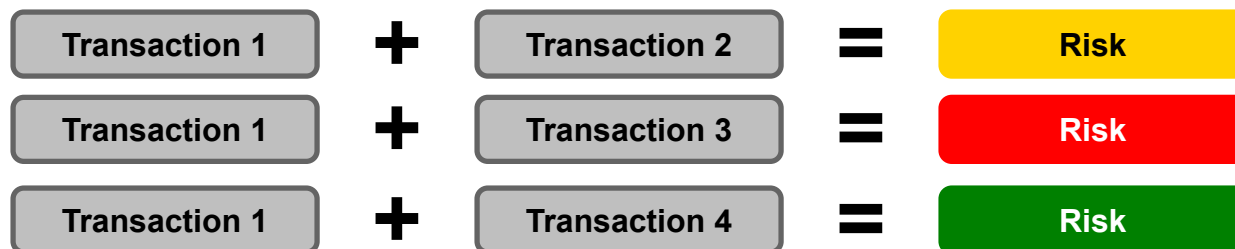
Business Process Conflict Analysis



Determine Conflict Pairings and Establish Risk Ratings (Cont.)



- ▶ Once individual transactions are established and ranked, conflict pairings are created
- ▶ Not all SoD conflicts are created equally; some pose a greater risk and require special treatment
- ▶ Business stakeholders rank the conflicts pairings according to the likelihood and impact of potential fraud



Create Risk Statements



- Risk statements are created for each potential SoD conflict pairing
- These statements convey the “impact” or the “what could go wrong” should a user have access to both conflicting sensitive transactions

**Create/Modify/Delete
Customer Pricing
Master/Structure**

+

**Create/Modify/Delete Manual
Sales/Service Invoices**

=

**Risk
Statement**

SoD Sensitive Transaction Group 1				SoD Sensitive Transaction Group 2			Risk Statement
ID	Business Process 1	SoD Group 1	Sensitive Transaction 1	Business Process 2	SoD Group 2	Sensitive Transaction 2	
1	Sales & Receivables	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivables	2	Create/Modify/Delete Manual Sales Invoices/Manual Service Invoices	A user could modify pricing terms and manipulate the customer's sales invoice to offer favorable payment terms to the customer.
2	Sales & Receivables	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivables	3	Create/Modify/Delete Customer Credit Memos	A user could modify the pricing condition on a customer's record and create a credit memo in favor of the customer for the price difference in a given order.
3	Sales & Receivables	1	Create/Modify/Delete Customer	Sales & Receivables	4	Post Cash Receipts & Apply to	A user could modify the pricing condition on a customer's record and apply an insufficient payment on a customer's account.
4	Sales & Receivables	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivables	2	Create/Modify/Delete Manual Sales Invoices/Manual Service Invoices	A user could modify pricing terms and manipulate sales/service orders to offer favorable pricing for the customer.
5	Sales & Receivables	1	Create/Modify/Delete Customer	Sales & Receivables	3	Create/Modify/Delete Customer Credit Memos	A user could modify shipping terms in the customer pricing master and modify shipping terms on shipping documents to record revenue in an incorrect period.
6	Sales & Receivables	1	Pricing Master/Structure	Sales & Receivables	4	Post Cash Receipts & Apply to	A fictitious user account could be created and granted access to conflicting functions, which enables them to perform unauthorized activities. This account could later be deleted, thereby removing any traces of this malicious activity.
7	Sales & Receivables	2	Create/Modify/Delete Manual Sales Invoices/Manual Service Invoices	Sales & Receivables	3	Create/Modify/Delete Customer Credit Memos	A user could enter a manual sales invoice and subsequently offset with a credit memo.

A user could modify pricing terms and manipulate the customer's sales invoice to offer favorable payment terms to the customer

Risk Statements

Business Definition

Technical Definition

Testing

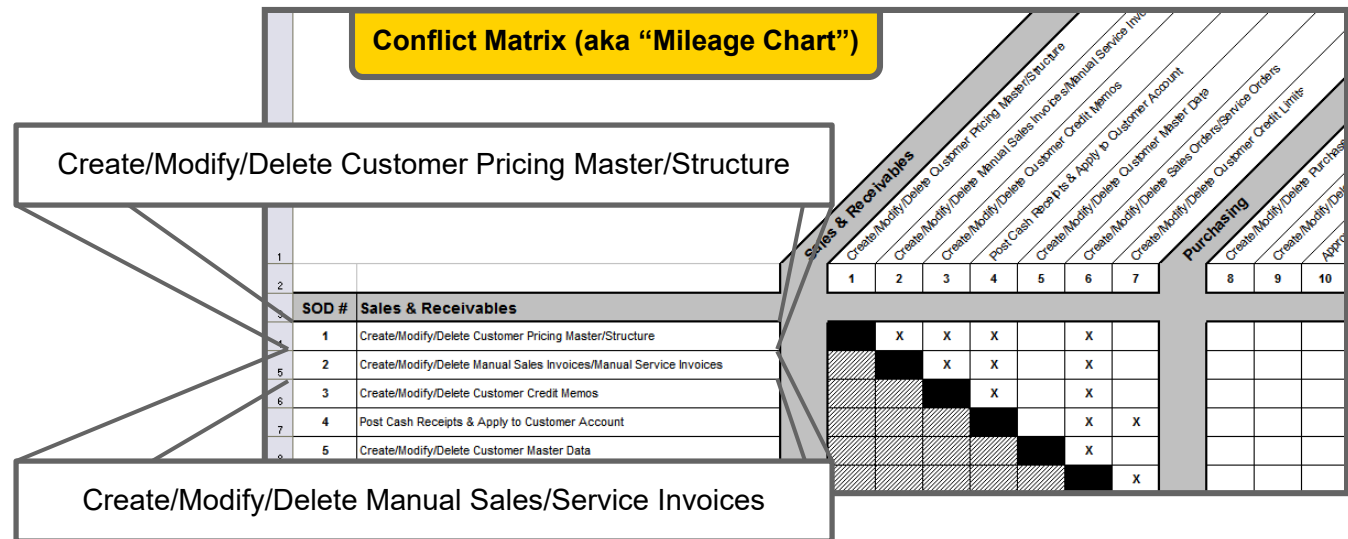
Mitigation

Remediation

Create Conflict Matrix



- ▶ The conflict matrix is a grid that displays the resulting conflicting sensitive transaction pairings on horizontal and vertical axes
- ▶ The matrix can be colored and organized according to the previously determined risk ratings



Complete Application Applicability Chart

Complete Application Applicability Chart



Complete Application Testing Summary



Map Sensitive Transactions



Create Walkthrough of Application Security Model



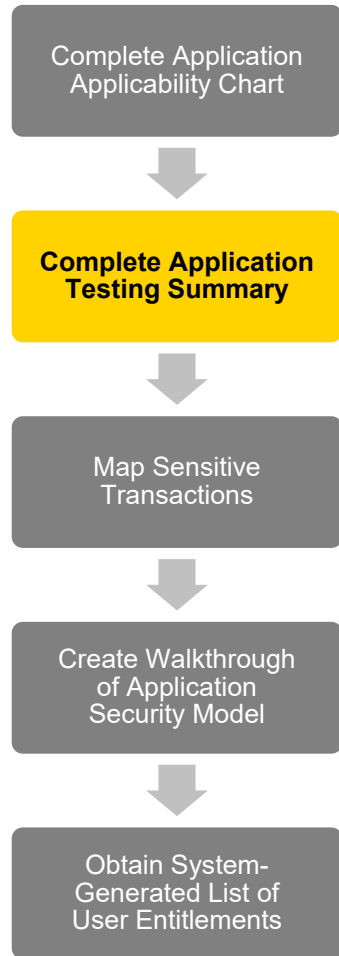
Obtain System-Generated List of User Entitlements

- Determines where (which application) can execute each of the sensitive transactions
- Serves as input into the test plan
- Determines how testing is performed
- Illustrates the necessity for cross application conflict analysis
- does not complete the entire picture...

Application-Applicability Chart		Count of Mapped Access Rights			
		Application 1	Application 2	Application 3	Application 4
SOD Group	Sales & Receivables				
1	Create/Modify/Delete Customer Pricing Master/Structure	14	0	0	31
2	Create/Modify/Delete Manual Sales Invoices/Manual Service Invoices	0	0	6	14
3	Create/Modify/Delete Customer Credit Memos	0	0	5	19
4	Post Cash Receipts & Apply to Customer Account	0	0	13	0
5	Create/Modify/Delete Customer Master Data	2	0	9	7
6	Create/Modify/Delete Sales Orders/Service Orders	4	0	5	24
7	Create/Modify/Delete Customer Credit Limits	1	0	0	0
	Purchasing				
8	Create/Modify/Delete Purchase Orders	0	0	6	0
9	Create/Modify/Delete Vendor Master File Data	0	0	3	0
10	Approve Purchase Orders	0	0	2	0
	Inventory Master Data				
11	Create/Change Standard or Actual Costing	0	0	0	7
12	Create/Change to Material Master Data	2	0	1	7
	Inventory Transactions				
13	Record Inventory Movements or Production	0	0	0	32
14	Record/Modify Shipment	1	0	0	0
15	Receive/Post Physical Inventory or Cycle Counts	0	0	0	13
	Fixed Assets				
16	Create/Modify/Delete Fixed Asset Records (Additions)	0	0	4	0
17	Disposal/Retirement of Fixed Assets	0	0	2	0
18	Depreciation of Fixed Assets	0	0	1	0



Complete Application Testing Summary



- ▶ Illustrates the potential for cross application conflicts
- ▶ Determines where conflicts are not possible - due to system considerations - and therefore, should not be tested
- ▶ Verifies completeness of testing approach

Application Testing Summary				
				Application
				Application 1
				Application 2
				Application 3
				Application 4
Application				
Application 1				✓
Application 2				✓
Application 3				✓
Application 4				✓
Legend				
✓	SoD testing performed since potential conflicts identified.			
×	SoD testing not performed since no potential for conflicts identified.			

Business Definition

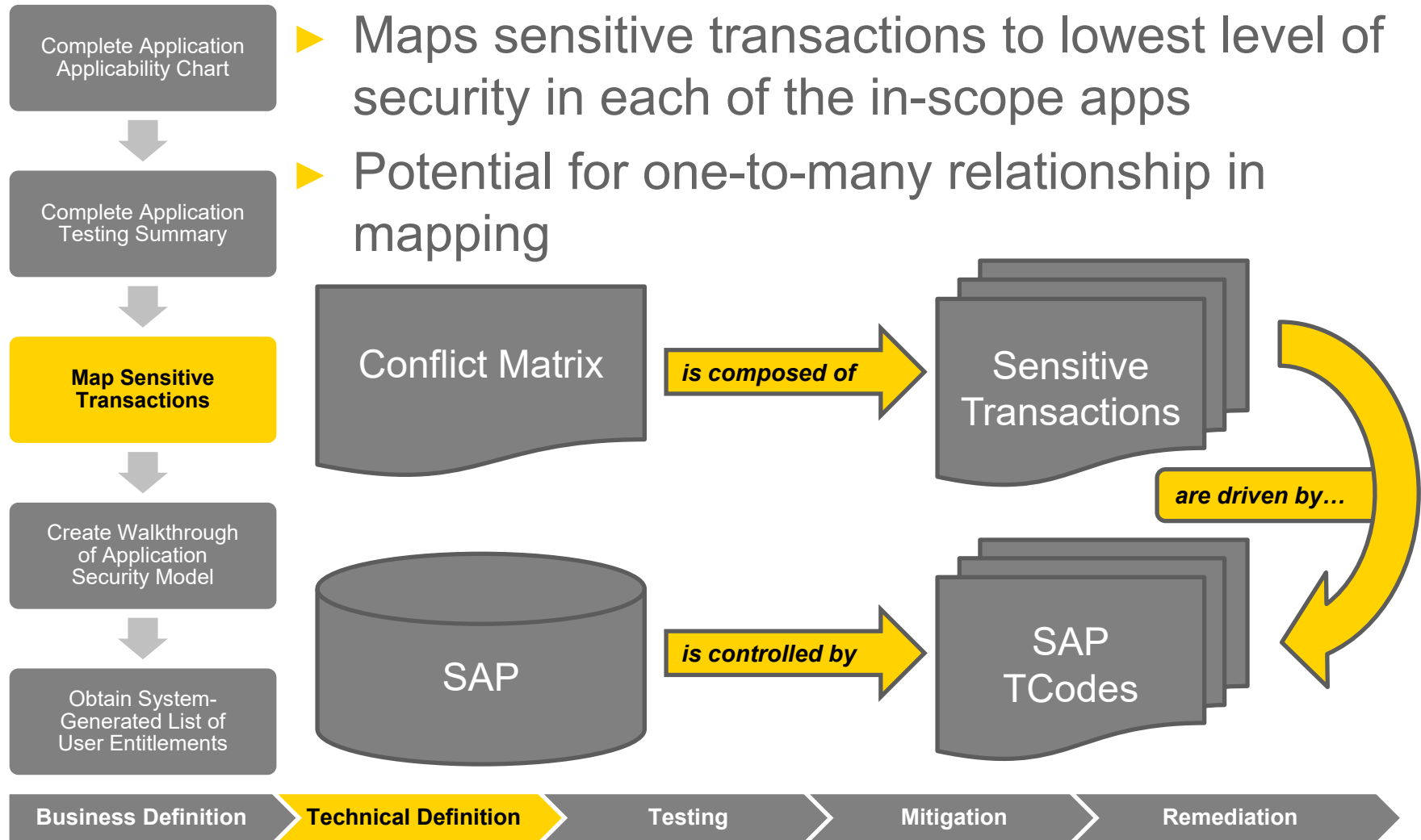
Technical Definition

Testing

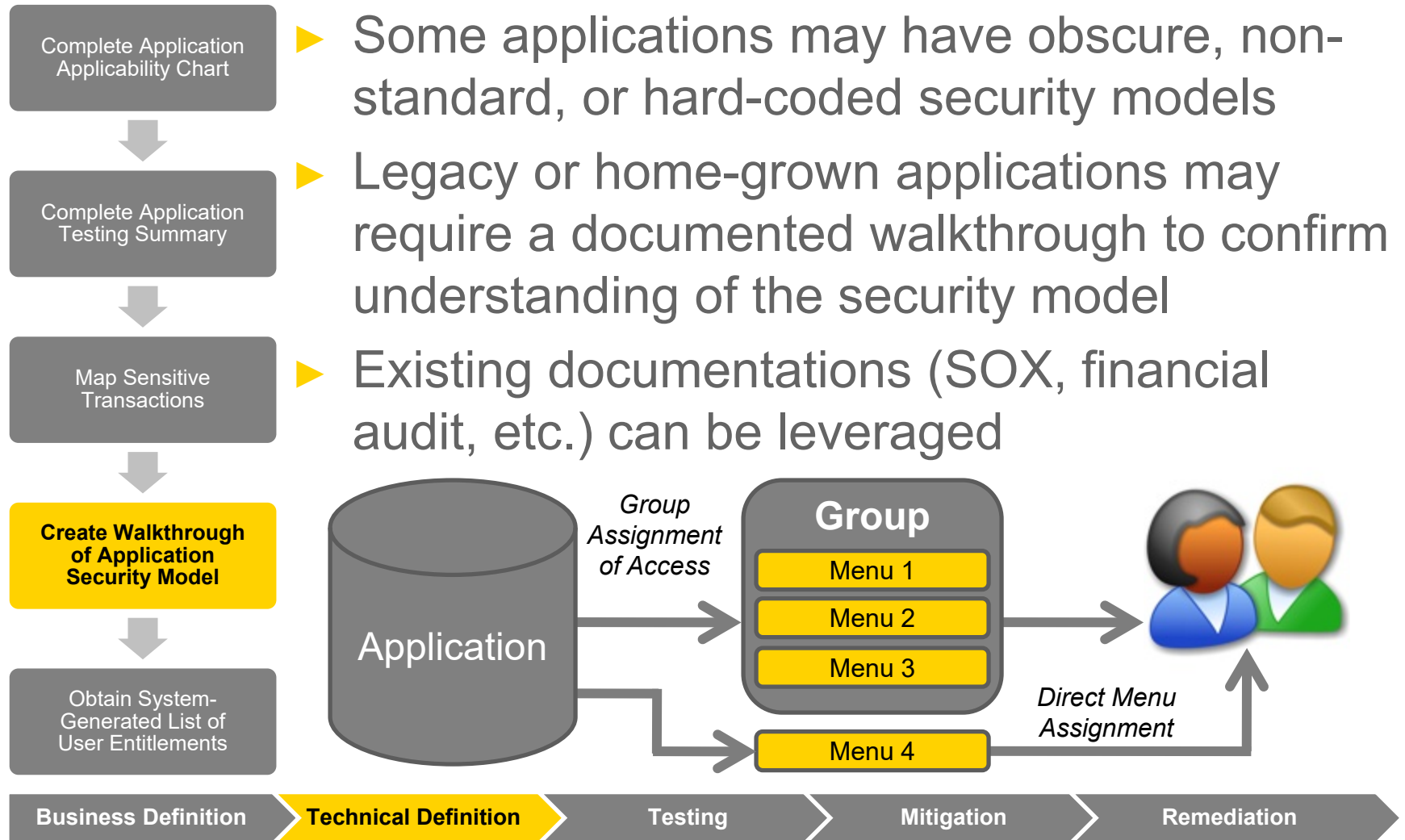
Mitigation

Remediation

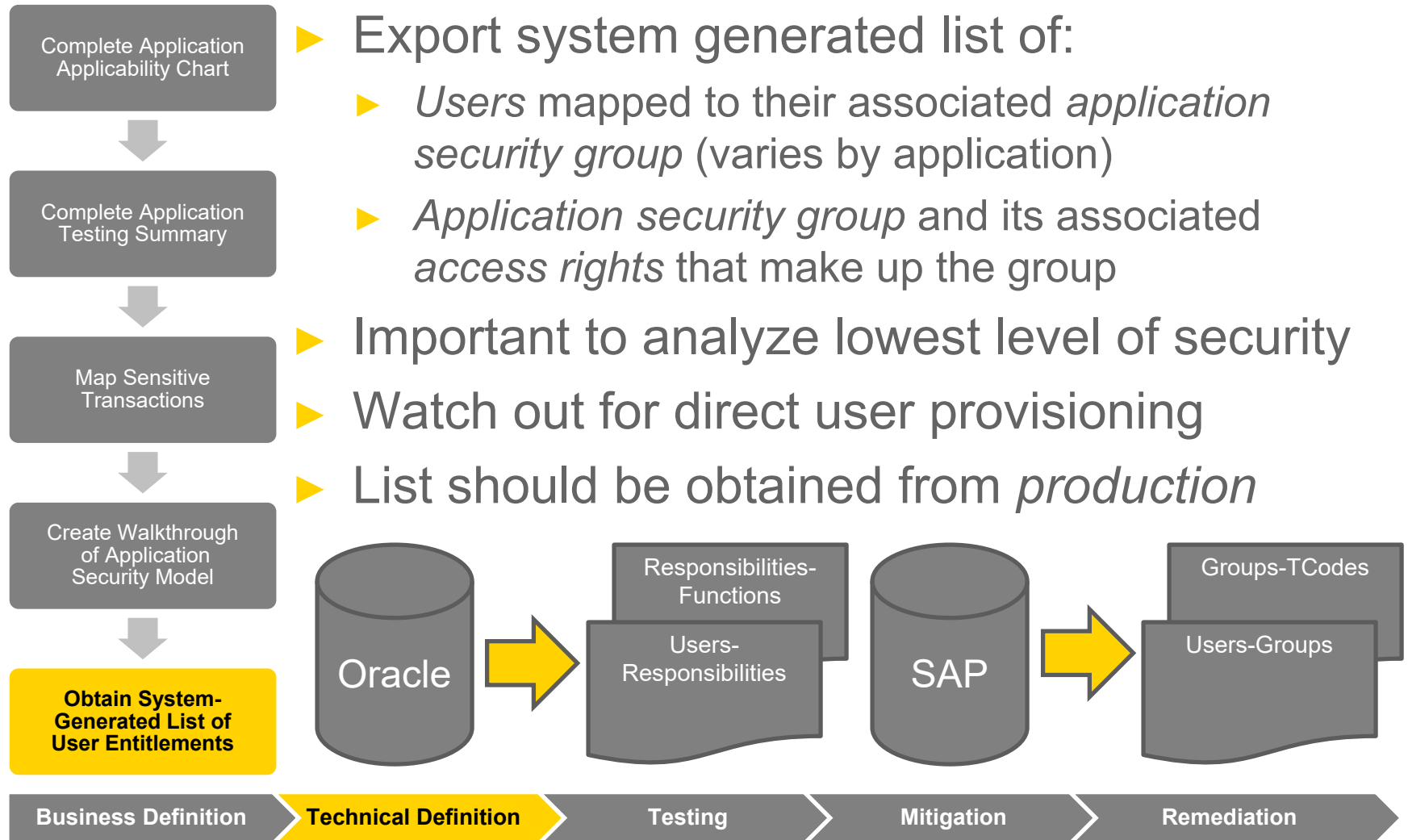
Map Sensitive Transactions to Lowest Level of Access



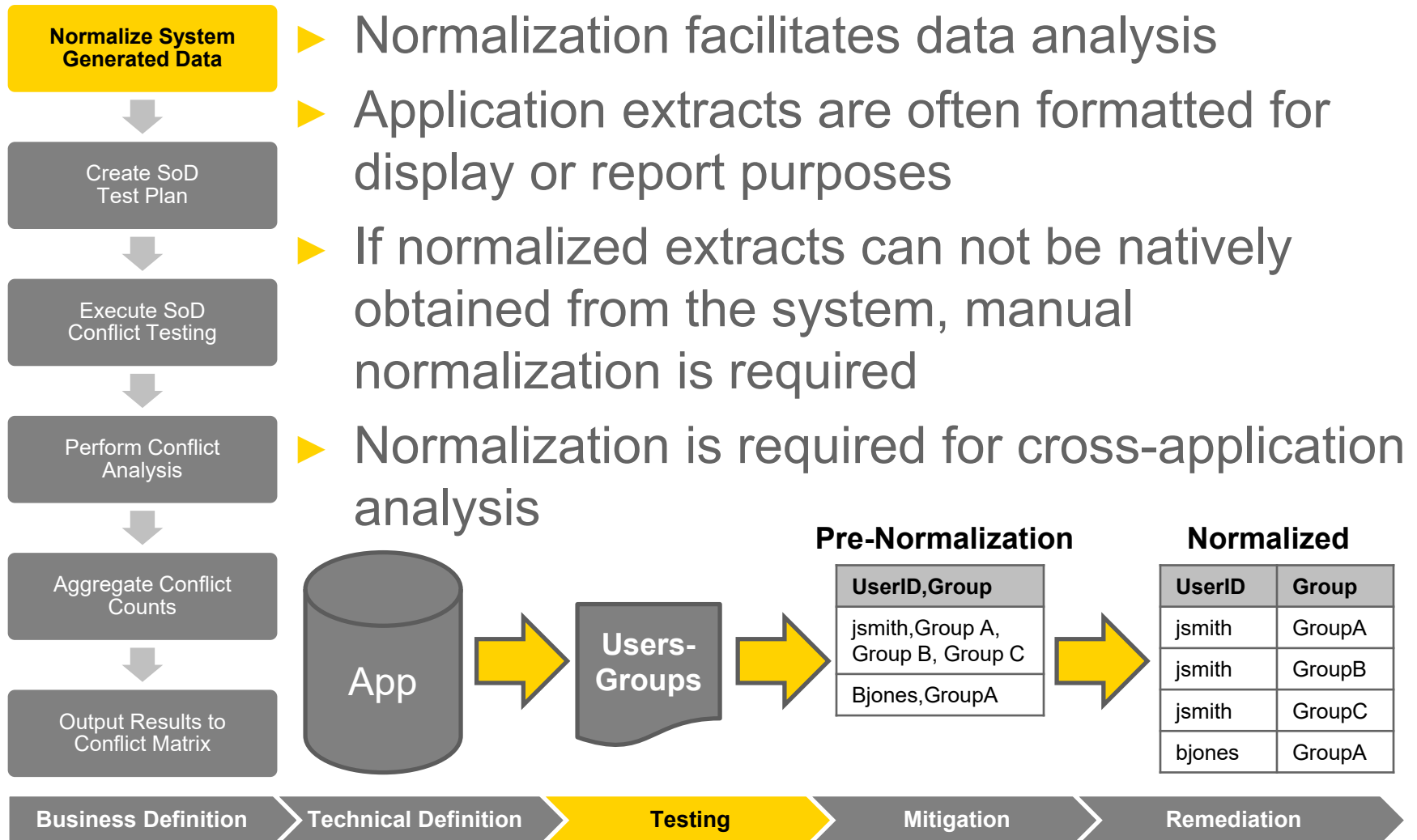
Create Walkthrough of Application Security Model (Optional)



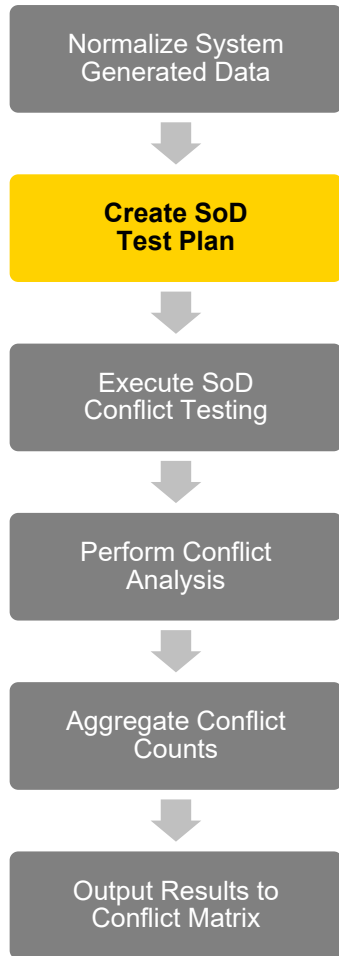
Obtain System-Generated List of User Entitlements



Normalize System Generated Data



Create SoD Test Plan



- ▶ Test plan indicates the processes, sensitive transactions, and application where each test is to occur
- ▶ This should be done with a database, application or tool; very difficult to perform manually

SoD Test Plan				Application 1	Business Process #2	SOD #2	Sensitive Transaction 2	Application 2
1	Sales		Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
2	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
3	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
4	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
5	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
6	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice	
7	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo	
8	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	3	Create/Modify/Delete Customer Credit Memo	
9	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	3	Create/Modify/Delete Customer Credit Memo	
10	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	3	Create/Modify/Delete Customer Credit Memo	
11	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	3	Create/Modify/Delete Customer Credit Memo	
12	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	3	Create/Modify/Delete Customer Credit Memo	
13	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	4	Part Cash Receipt & Apply to Customer Account	
14	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	4	Part Cash Receipt & Apply to Customer Account	
15	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	4	Part Cash Receipt & Apply to Customer Account	
16	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	
17	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	
18	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	
19	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	
20	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	
21	Sales & Receivable	1	Create/Modify/Delete Customer Pricing		Sales & Receivable	6	Create/Modify/Delete Sales Order/Service Order	

Business Definition

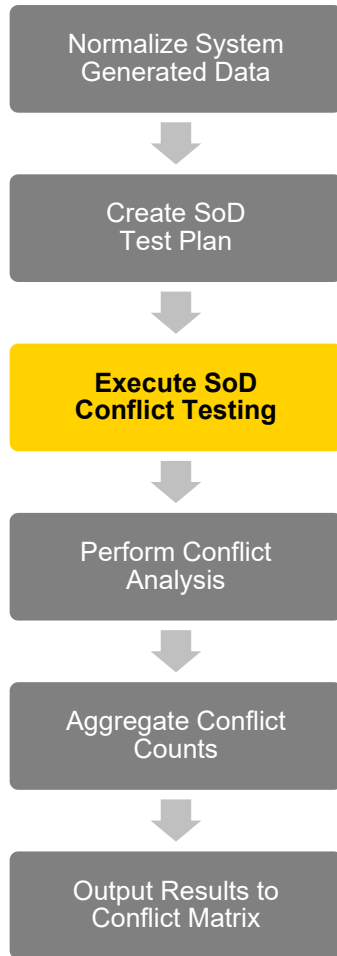
Technical Definition

Testing

Mitigation

Remediation

Execute SoD Conflict Testing

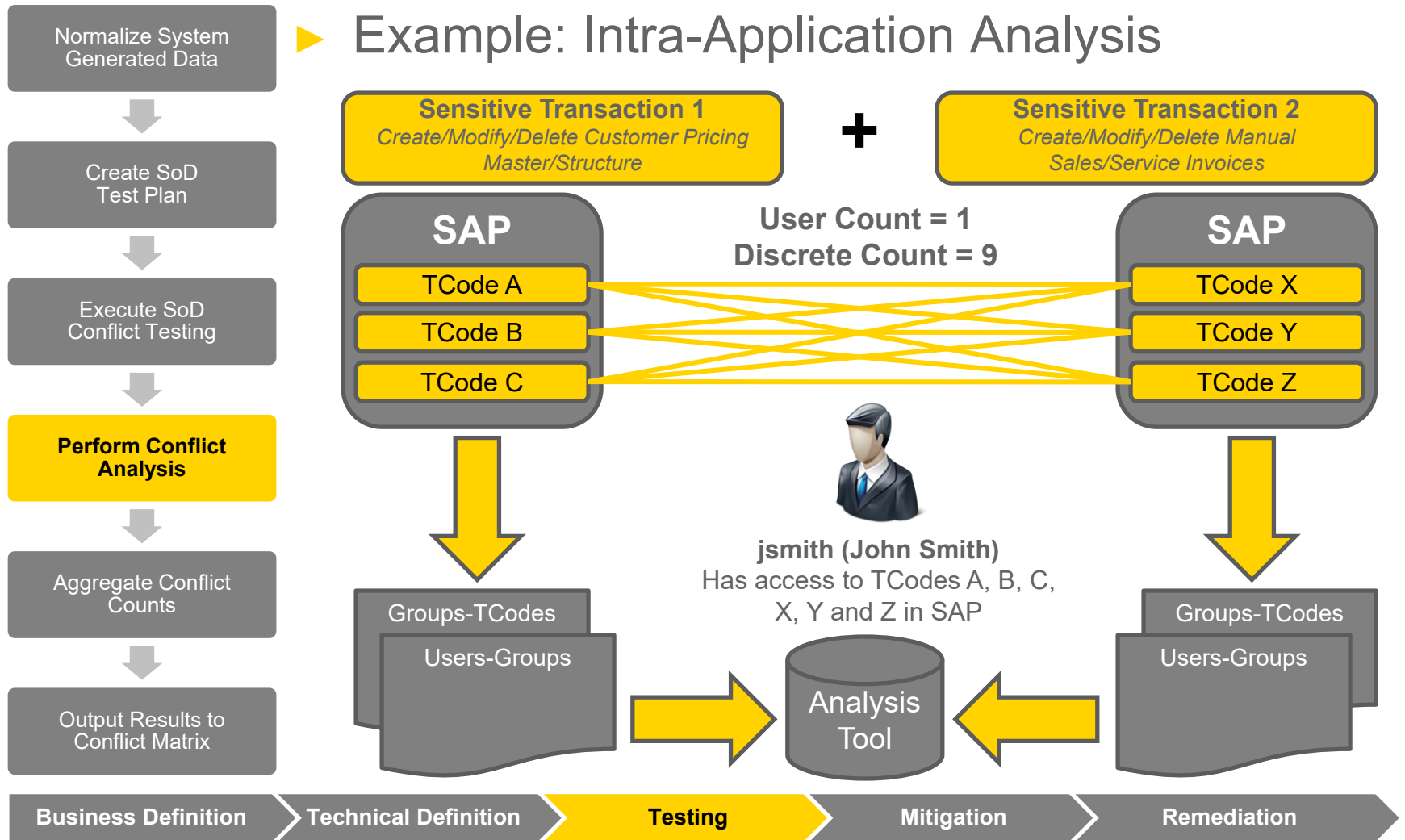


- ▶ Results of the testing are outputted to testing results spreadsheet
- ▶ Important to test each sensitive transaction and application combination

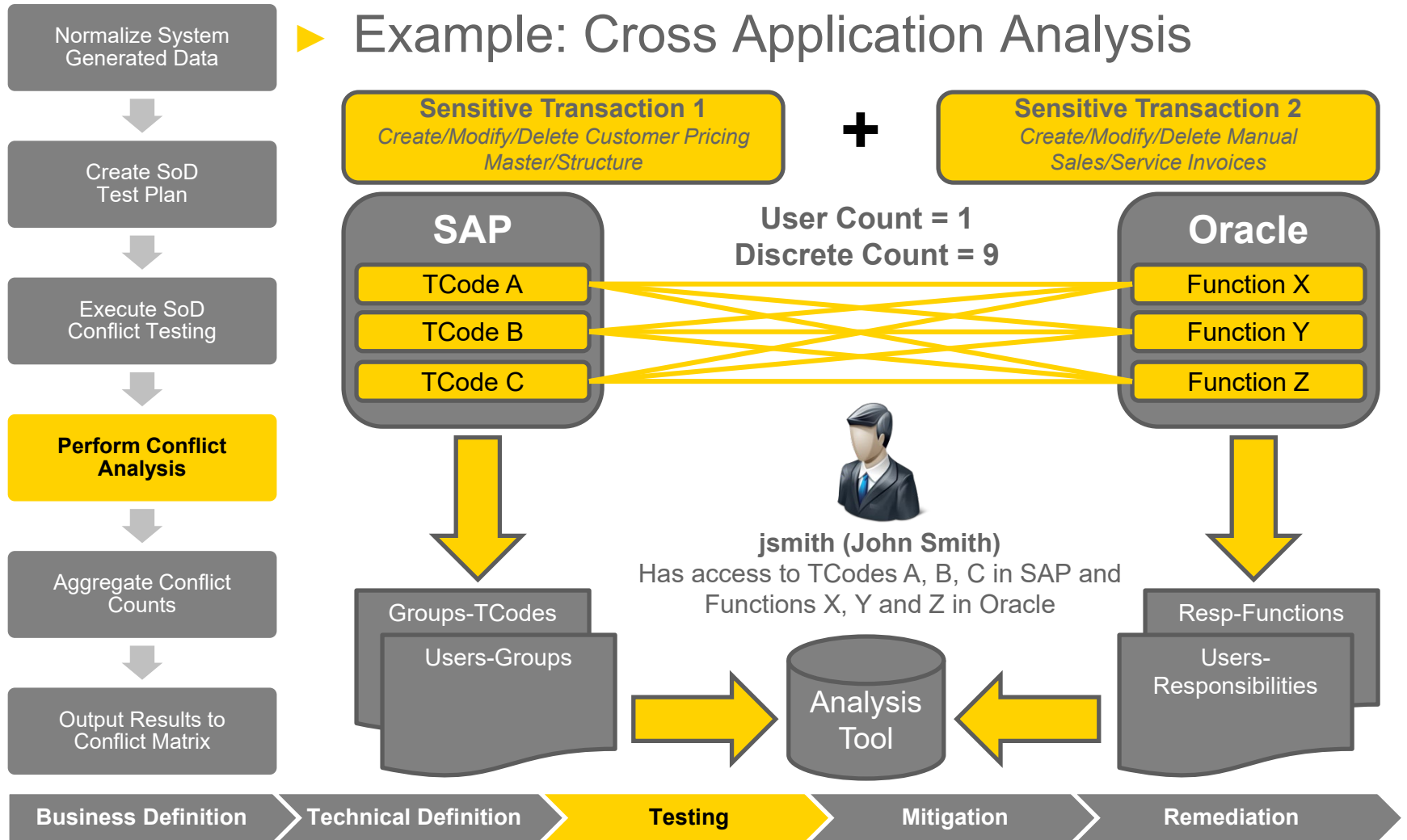
SoD Test Plan				Application 1	Business Process #2	SOD #2	Sensitive Transaction 2	Application 2	Discrete Conflicts	User Conflicts	Role Conflicts
1	1	1	1	Pricing	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		27,840	4	-
2	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		-	-	-	-
3	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		1,214,886	87	24	-
4	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		28	-	-	-
5	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		-	-	-	-
6	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		-	-	-	-
7	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		35	35	1	-
8	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		16,500	4	-	-
9	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		-	-	-	-
10	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		100	87	24	-
11	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		28	4	-	-
12	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		-	-	-	-
13	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		400	4	-	-
14	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		1,014	87	24	-
15	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		-	-	-	-
16	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		0	15	2	-
17	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		-	-	-	-
18	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		1,214,886	87	24	-
19	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		-	-	-	-
20	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		179	7	-	-
21	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		2,096	19	-	-
22	Sales & Receivable	1	Create/Modify/Delete Customer Pricing Master/Structure	Sales & Receivable	2	Create/Modify/Delete Customer Credit Memo		5	2	-	-



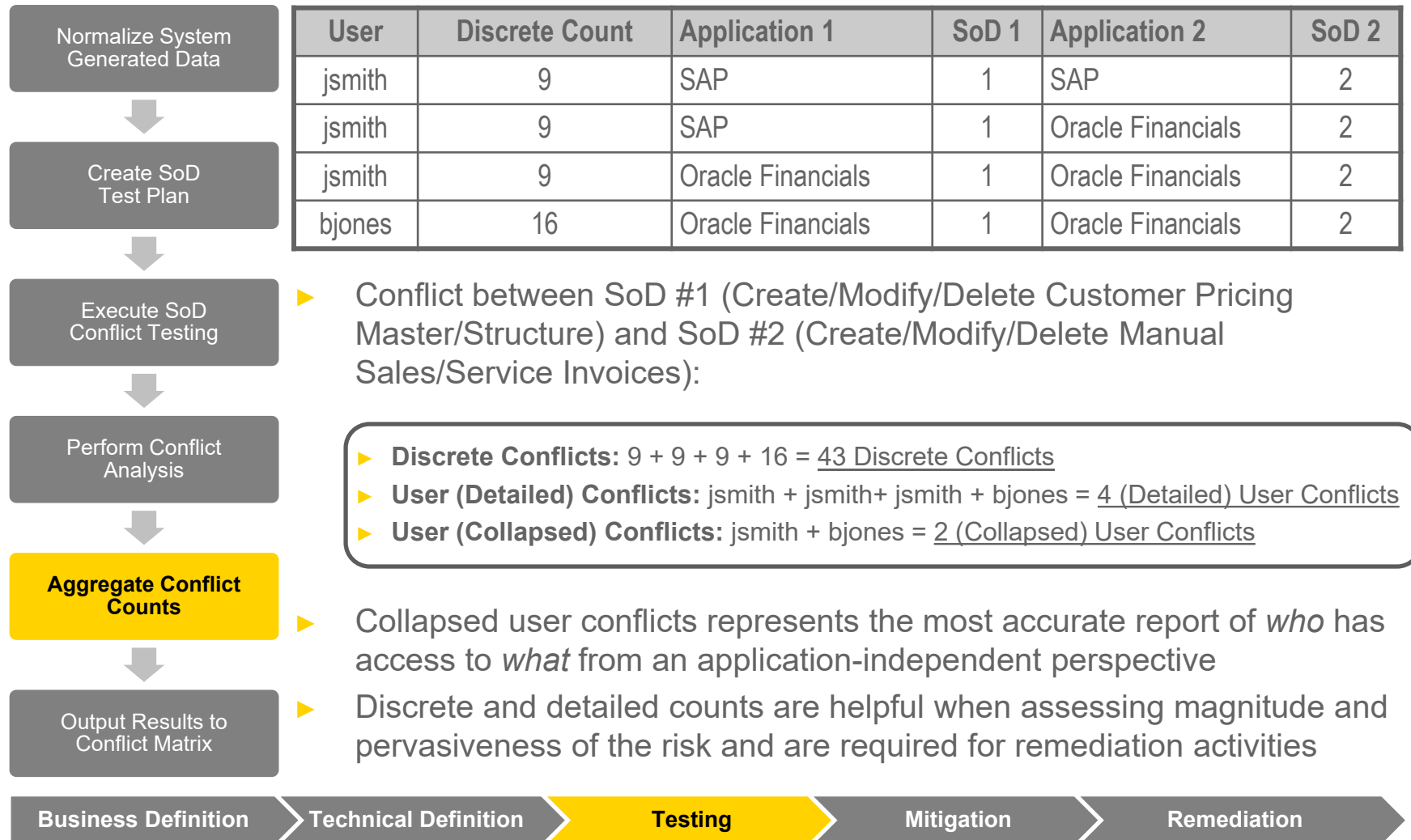
Perform Conflict Analysis



Perform Conflict Analysis (Cont.)

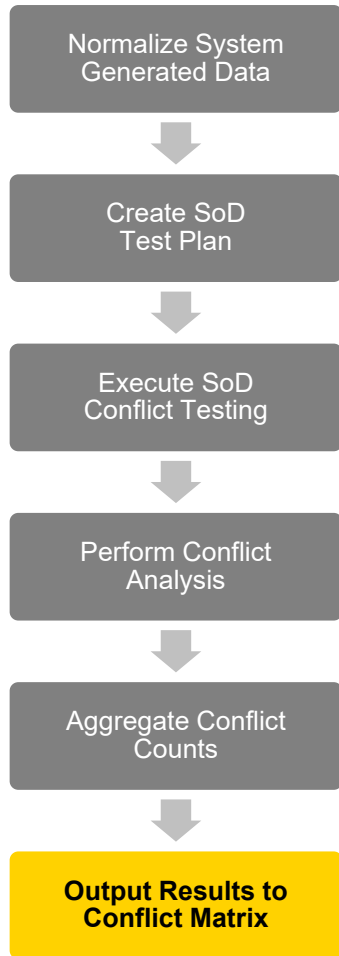


Aggregate Conflict Counts



Output Results to Conflict Matrix

- ▶ Transfer testing results to conflict matrix
- ▶ Illustrates the number of users who have a conflict regardless of application



SoD Test Plan									
ID	Application 1	Business Process #2	SOD #2	Sensitive Transaction 2	Application 2	Discrete Conflicts	User Conflicts	Rule Conflicts	
1	Customer Pricing			Create/Modify/Delete Manual Sales Invoice/Manual Service Invoice		27,840	4	-	
2	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	24
3	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
4	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
5	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
6	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
7	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
8	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
9	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
10	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
11	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
12	Sales & Receivable	1	1	Create/Modify/Delete Customer Pricing Master/Structure				-	
Total User Conflict Count = 7,063									
Conflict Matrix (Populated)									
Sales & Receivables									
SOD #	1	2	3	4	5	6	7	8	9
1	122	122	83		74				
2		627	87		487				
3			82		486				
4					33	4			
5					656				
6						43			
7									
Purchasing									
SOD #	8	9	10	11	12	13	14	15	16
8									
9									
10									
11									
12									
13									
14									
15									
16									



Mitigation Objective

- ▶ After conflicts have been tested and analyzed, a common question arises:

What do we do now?

- ▶ The purpose of mitigating controls phase is to expose the remaining, residual risk of the noted conflicts
- ▶ Residual risk can be minimized through remediation techniques and implementation of additional financial controls
- ▶ The business can often cite existing financial controls and focus its time and attention on remediating the highest risk conflicts

**Assessed SoD Risk
(Financial Controls)
Residual Risk**

Business Definition

Technical Definition

Testing

Mitigation

Remediation

Mitigating Controls Documentation

- ▶ Mitigation performed at the business process/sensitive transaction level
- ▶ Every intersection should have adequate mitigating controls, but only the intersections with conflicts are required
- ▶ Mitigating controls are cited from the key financial controls
- ▶ Control should have passed internal audit testing
- ▶ “Auditor Judgment” is general standard for adequacy of mitigation of the risk
- ▶ Thumb rule: 2+ controls are better than 1

COMPANY XYZ SoD MITIGATING CONTROL WORKSHEET

Document Purpose: This worksheet will document management's reliance on mitigating internal controls where deficiencies have been identified and either cannot, or will not be remediated.

Company: _____
Subsidiary: _____
Location: _____
Application(s): _____
Business Process: _____

Mileage Chart Information
SOD Statement 1: _____
SOD Statement 2: _____
Risk Statement: _____
Conflict Count: _____

Mitigating Controls

ID	Control Name	Control Description	Audit Matrix Reference	Testing WP Reference	Management Assertions	Who Performs Control

Sign-Off
Prepared by: _____ Date: _____
Reviewed by: _____ Date: _____
WP Reference: _____

Business Definition

Technical Definition

Testing

Mitigation

Remediation

Mitigating Controls Tips

- ▶ Mitigating controls must have passed internal audit testing
- ▶ Watch for *fox-and-henhouse* conflicts
 - ▶ The reviewer and/or approver of the mitigating control cannot be in the conflicted population
 - ▶ If this condition exists, the control must either be assigned to someone else to perform or the conflict must be corrected
- ▶ Detective controls are good, but preventive controls are better; should strive for a good mix
- ▶ Management assertions (CAVR*) of the control should be complementary to the management assertion of the conflict
- ▶ Entity-level and budget-to-actual reconciliation controls should not be overused
- ▶ It is important to document the rationale for selection of the mitigating control since auditor judgment dictates whether the controls mitigate the risk of the conflict

* CAVR: Completeness, Accuracy, Validity, and Restricted Access

Business Definition

Technical Definition

Testing

Mitigation

Remediation

Remediation Overview

- ▶ Remediation seeks to permanently correct the issues noted in testing
- ▶ Initiatives can be prioritized to tactically address the high-risk and/or unmitigated conflicts
- ▶ Long-term solutions should consider
 - ▶ **People** – Cultural changes, training, education and awareness is required; sometimes being *helpful* introduces conflicts
 - ▶ **Process** – Processes (provisioning, de-provisioning, access changes, etc.) often need to be changed to ensure conflicts are not reintroduced after cleanup
 - ▶ **Technology** – Third-party tools and applications make compliance sustainability easier

Business Definition

Technical Definition

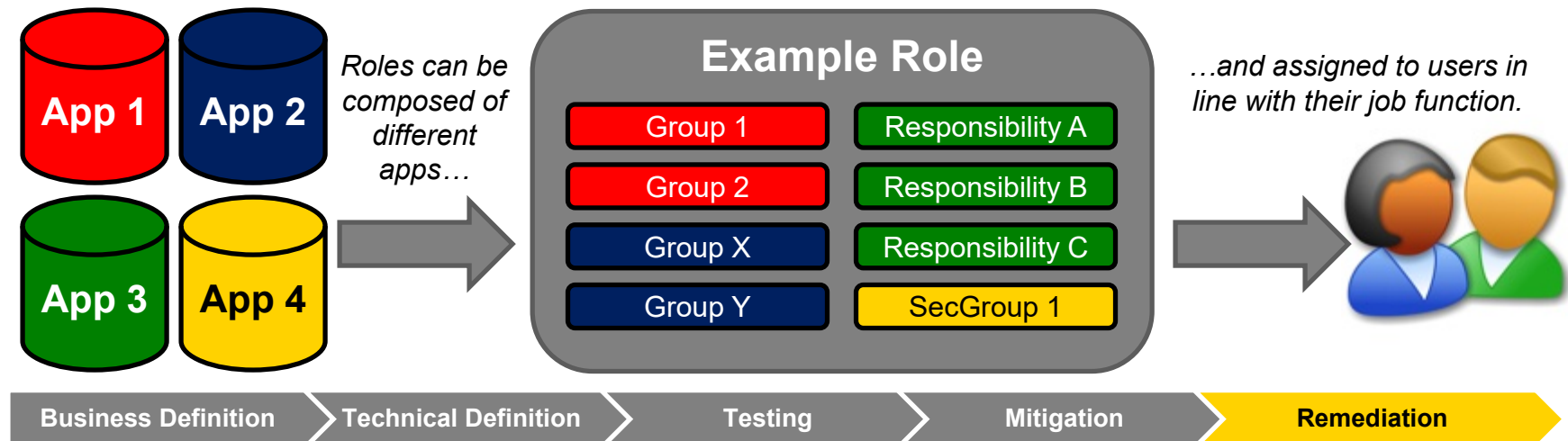
Testing

Mitigation

Remediation

Common Remediation Techniques

- ▶ Role-based access control (intelligence in the role)
- ▶ Approval-based access control (intelligence in the tool)
- ▶ User appropriateness review and verification
- ▶ Third-party tool implementation and integration
- ▶ Business process redesign and workflow
- ▶ Meta-directory implementation



SoD Tools and Applications

- ▶ Third-party tools are helpful, but not all tools are created equally
- ▶ Gartner MarketScope for Segregation of Duty Controls Within ERP and Financial Applications (September 2008)*

	RATING				
	Strong Negative	Caution	Promising	Positive	Strong Positive
Approva					x
Control Software International			x		
Fox Technologies		x			
Oracle				x	
SAP				x	
Security Weaver				x	
Sun Microsystems			x		

As of 25 September 2008

- ▶ A tool is not a replacement for a coherent SoD approach
- ▶ Many tools have pre-defined conflicts, but still need to be adapted to the business model and processes to prevent false positives
- ▶ Cross-application analysis is still a challenge for many tools

* Source: <http://response.approva.net/content/GartnerMarketScopeAE>

Business Definition

Technical Definition

Testing

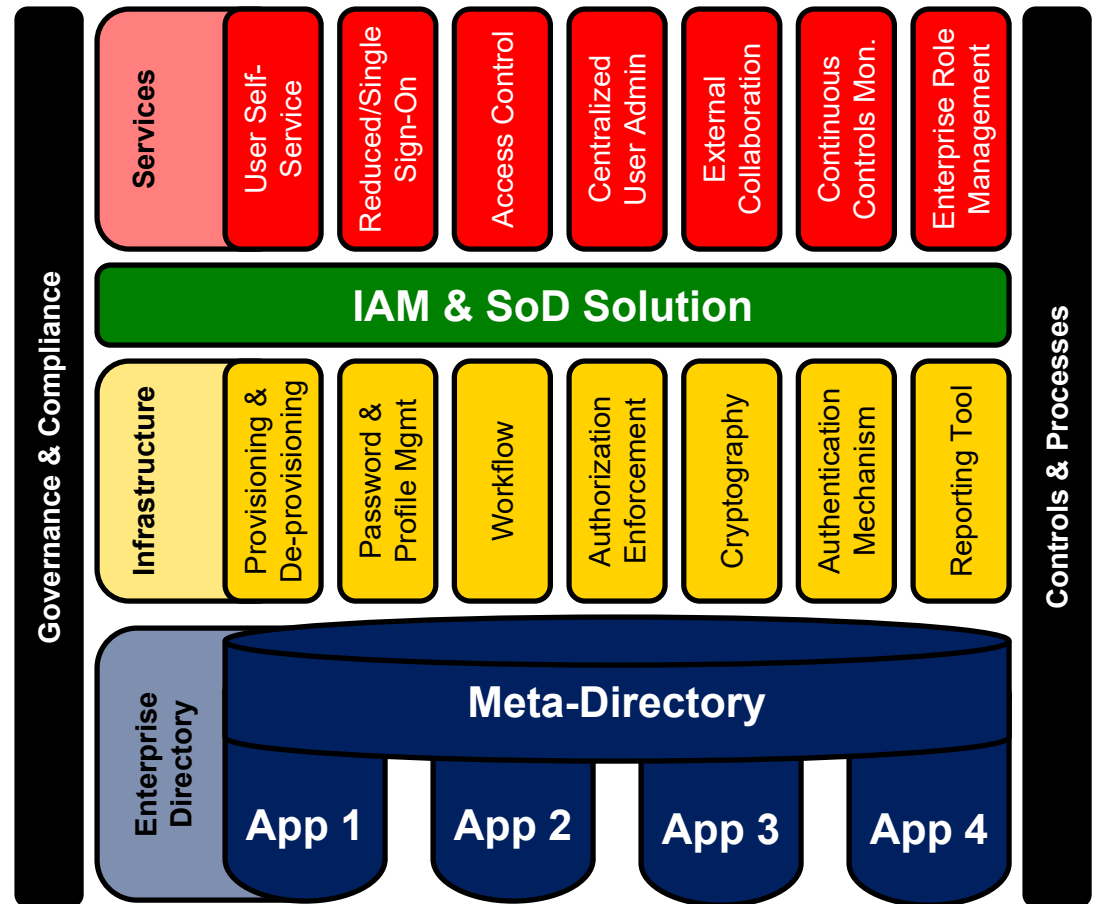
Mitigation

Remediation



Identity & Access Management

- ▶ SoD is difficult without a master record source and single view of the user (Meta-Directory)
- ▶ SoD can be built into an IAM solution that sits on top of the infrastructure
- ▶ Leading IAM practices that enable SoD:
 - ▶ User ID consistency
 - ▶ Workflow for access approval
 - ▶ Mitigating controls integration into approval process
 - ▶ Logging and monitoring of powerful accounts
 - ▶ Prevent and detect controls
 - ▶ Collusion detection



Business Definition

Technical Definition

Testing

Mitigation

Remediation

A Risk-Based Approach to Segregation of Duties

LESSONS LEARNED

Managing the Stakeholders

Working with IT

- ▶ Accountability is essential: executive sponsorship is required
- ▶ Engage IT early & often – compliance is difficult when IT is brought in late in the process
- ▶ Some IT stakeholders have very detailed knowledge of the business process flows in the system
- ▶ Do not assume a system has all functionality to remediate; always confirm
- ▶ IT SoD (super users, powerful users, developer access to production, etc.) is a separate issue and can be tested in IT general controls (ITGCs)

Working with the Business

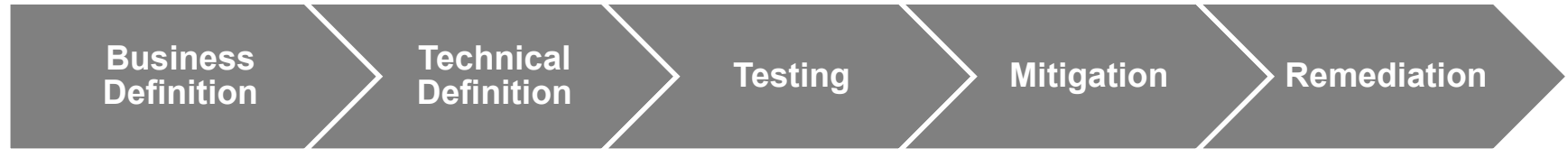
- ▶ Accountability is essential: executive sponsorship is required
- ▶ The business (finance, accounting, operations, etc.) typically knows the processes the best, but may not understand all the avenues for a potential transaction
- ▶ Business is responsible for the business requirements definition; IT enforces the access in the application

Managing the Stakeholders (Cont.)

Working with External Audit

- ▶ **Communicate**
 - ▶ Establish periodic check-points and meetings to review progress and milestones
- ▶ **Plan**
 - ▶ Co-develop testing schedules and time lines
- ▶ **Manage expectations**
 - ▶ Discuss issues and their potential consequences (deficiency, significant deficiency, etc.), but compile a management position or opinion on the assessment of the issues
- ▶ **Periodic testing**
 - ▶ SoD is not a point-in-time compliance check, it should be tested periodically
- ▶ **Leverage internal audit & management testing**
 - ▶ If approach is sound, external audit may simply choose to re-perform testing
- ▶ **Verify buy-in on approach and assumptions**
 - ▶ Each case is unique; buy-in on the approach is critical to avoiding surprises

Conclusion

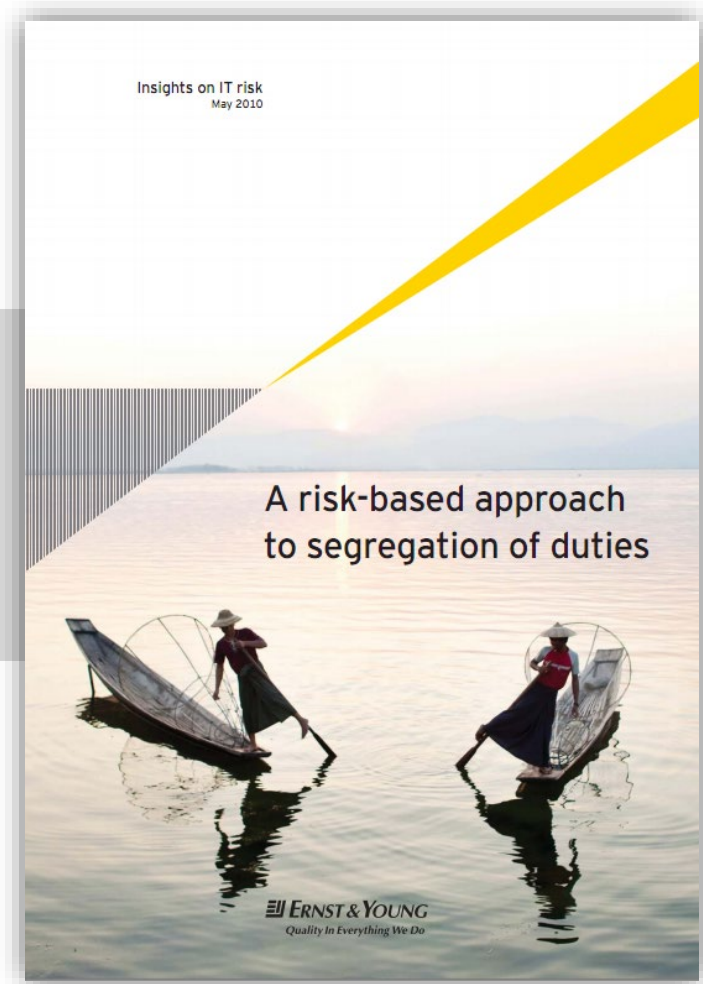


- ▶ Proper ownership and governance is essential
- ▶ A risk-based approach can accommodate most any sized organization
- ▶ Mitigation is an effective risk-management technique
- ▶ Remediation can be flexible and suited to the organization's needs and priorities
- ▶ Compliance is possible with planning, communication and a sound approach

Experience can make the difference between a minor issue and a material weakness. Don't go at it alone; help is available.

More information available on ey.com

[http://www.ey.com/Publication/vwLUAssets/Insights_on_IT_risk_-_05_2010_-_Risk-based_approach_to_segregation_of_duties/\\$FILE/EY_Insights_on_IT_risk_05_2010_-_Segregation_of_duties.pdf](http://www.ey.com/Publication/vwLUAssets/Insights_on_IT_risk_-_05_2010_-_Risk-based_approach_to_segregation_of_duties/$FILE/EY_Insights_on_IT_risk_05_2010_-_Segregation_of_duties.pdf)



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Thank You

ISACA Charlotte SoD Discussion

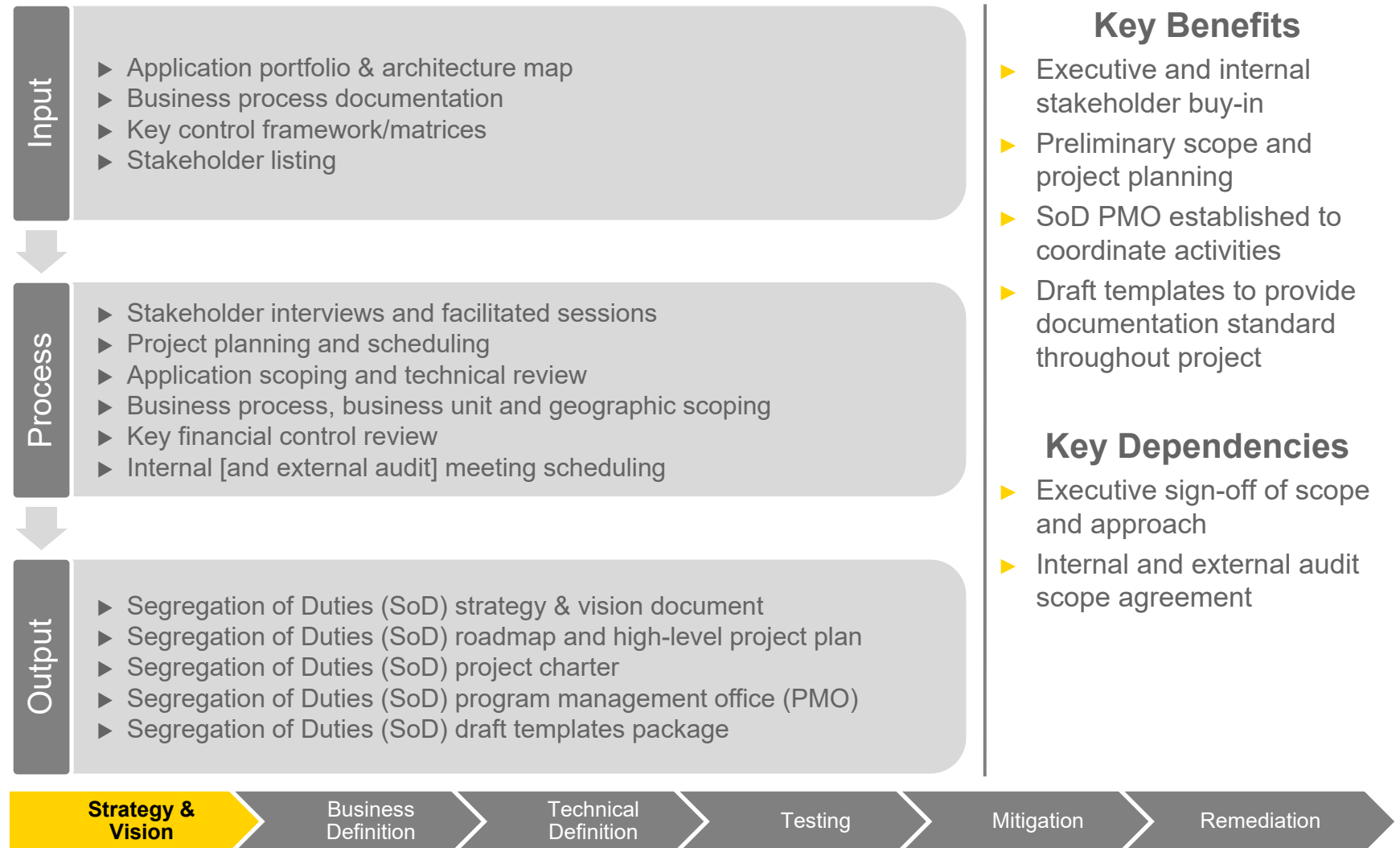
28 October 2011

A Risk-Based Approach to Segregation of Duties

APPENDIX: SOD PROJECT PHASES

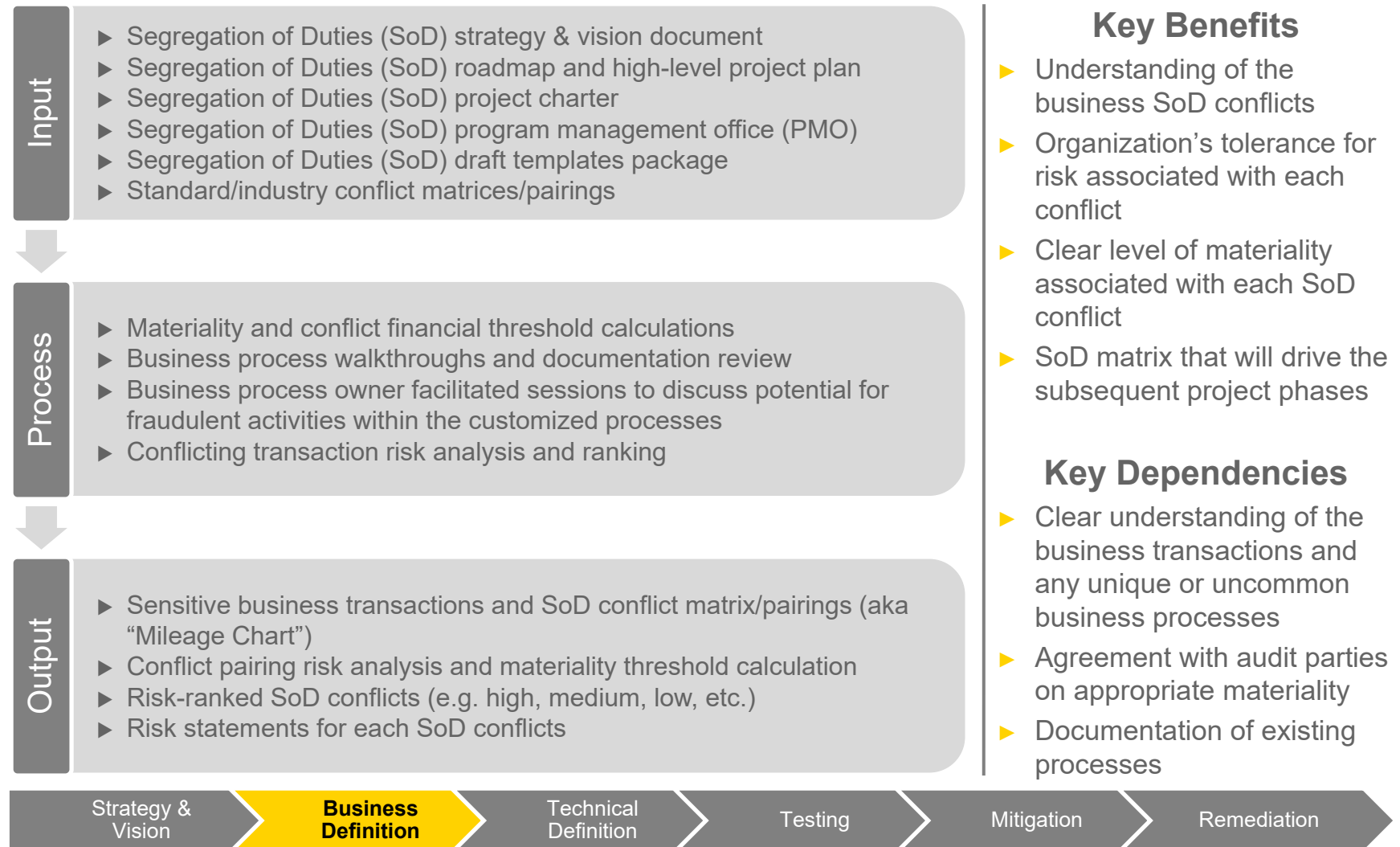
Strategy & Vision

Typical Duration
3 - 4 Weeks



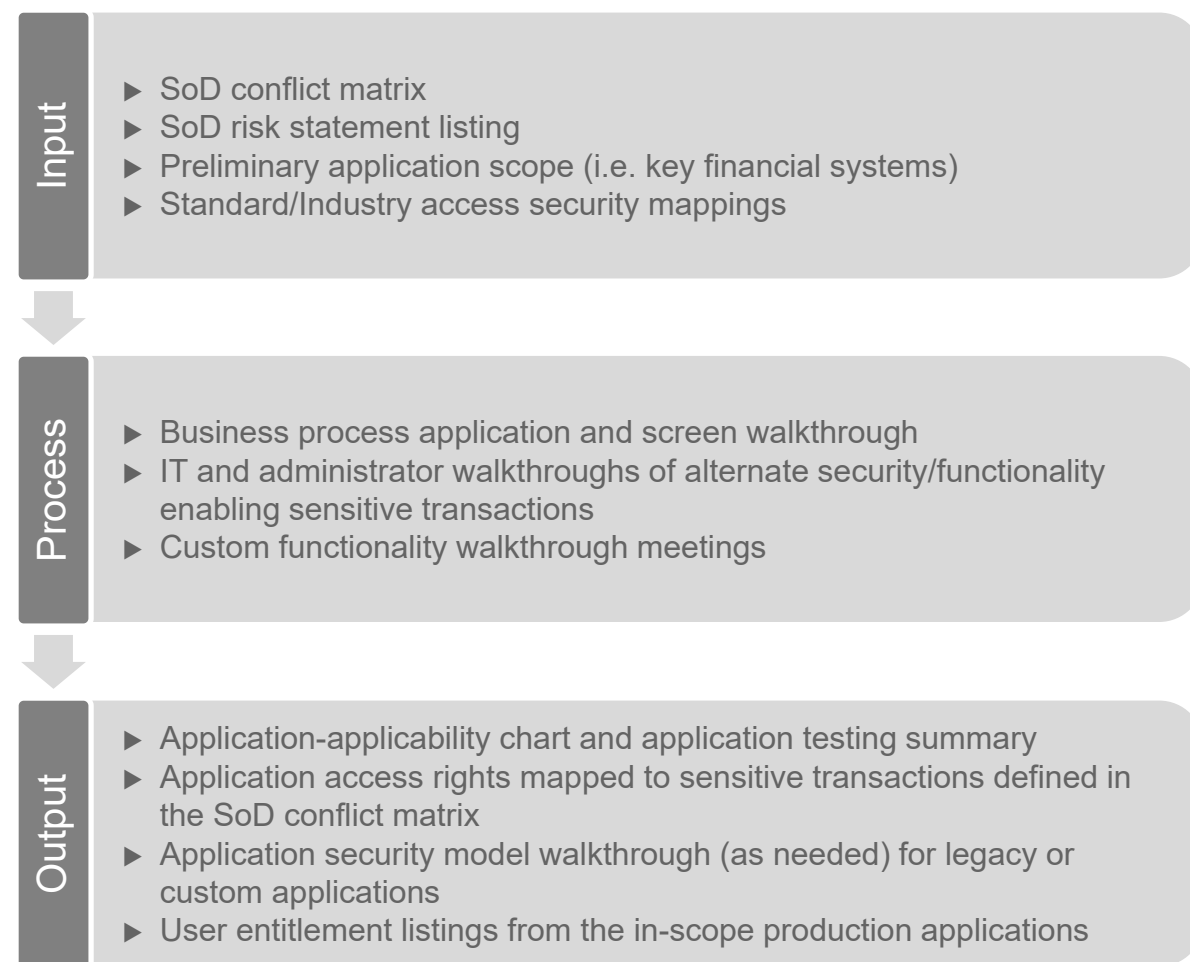
Business Definition

Typical Duration
2 - 4 Weeks



Technical Definition

Typical Duration
4 - 6 Weeks



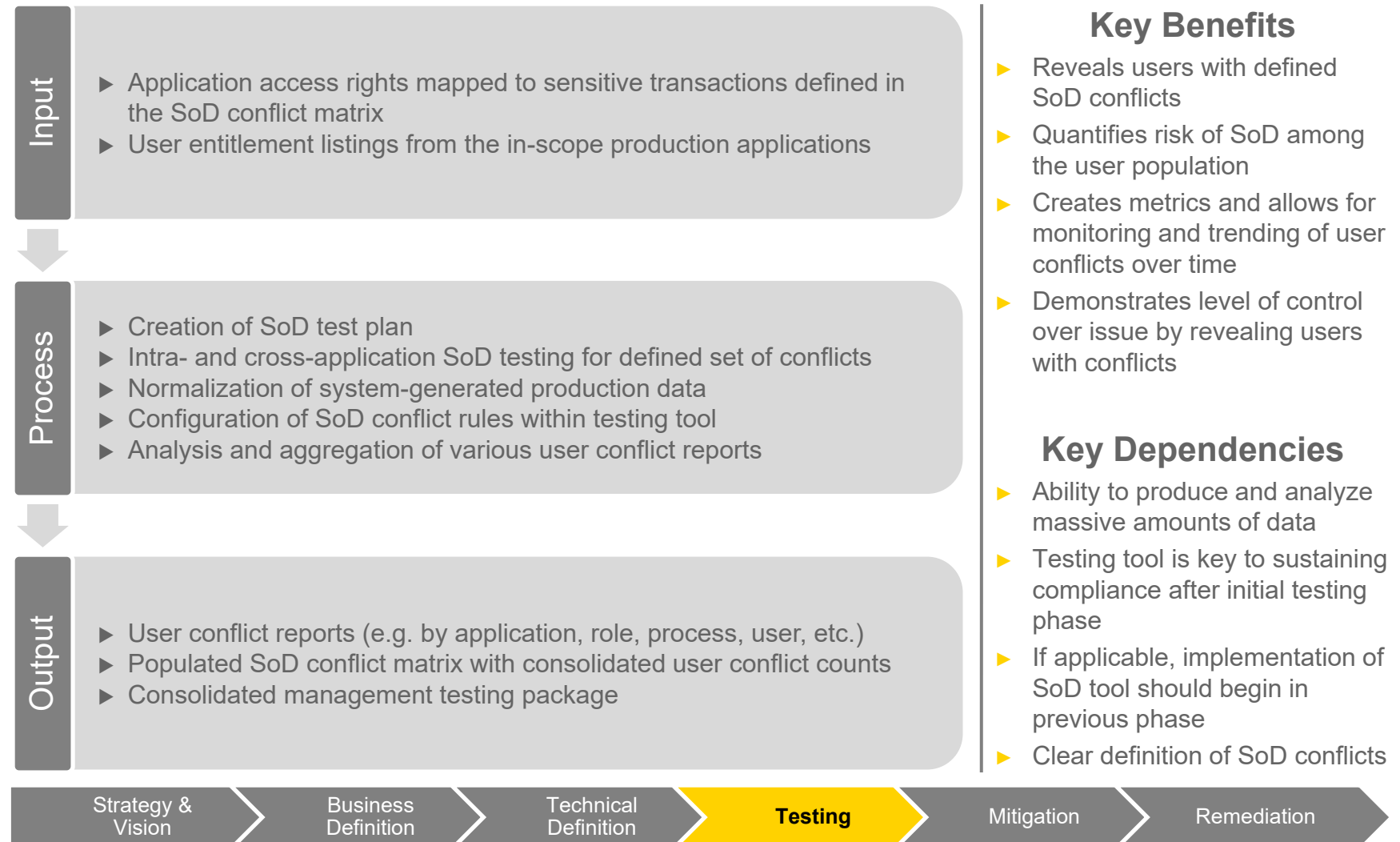
Key Benefits

- ▶ Clear understanding of what application access rights correspond to the associated business process
- ▶ Clear application scope for future testing phases
- ▶ Plan for where cross-application conflicts may exist

Key Dependencies

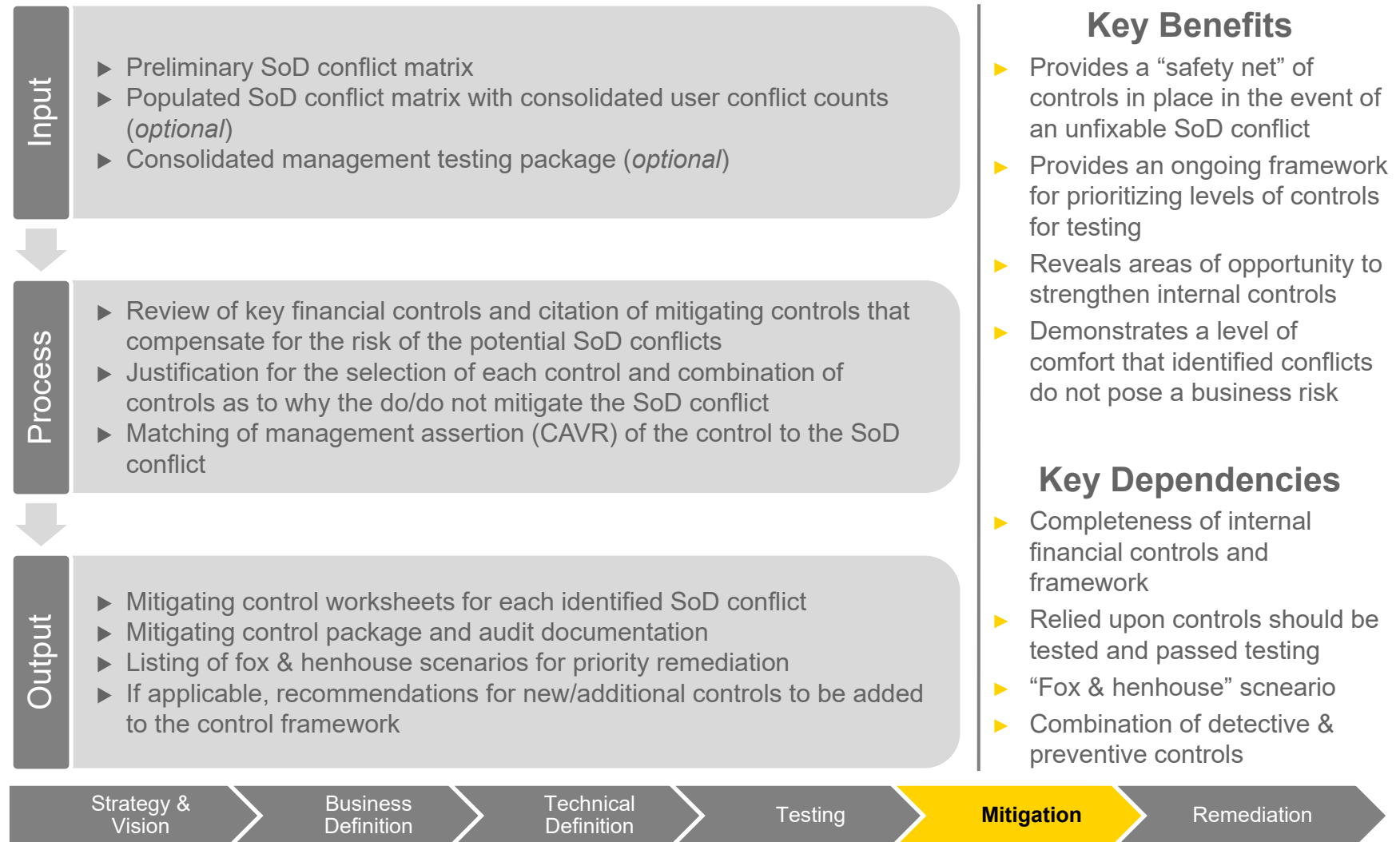
- ▶ Limitation of scope for low-risk or smaller dollar-value applications
- ▶ Legacy applications or custom security models can be mapped (i.e. security is not hard-coded into the functionality)
- ▶ Lowest level of security should be mapped to sensitive transactions; not roles/groups





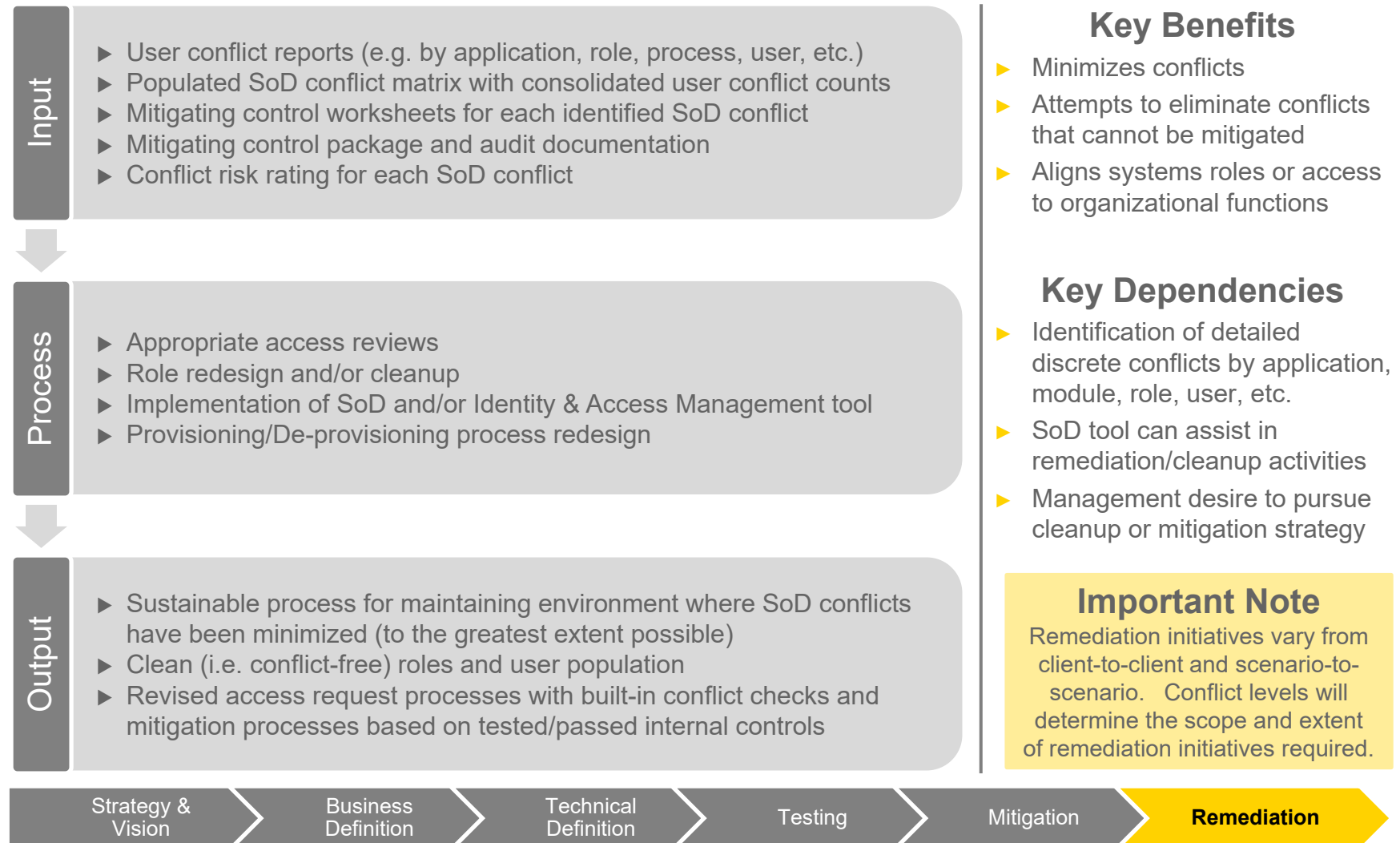
Mitigation

Typical Duration
3 - 4 Weeks

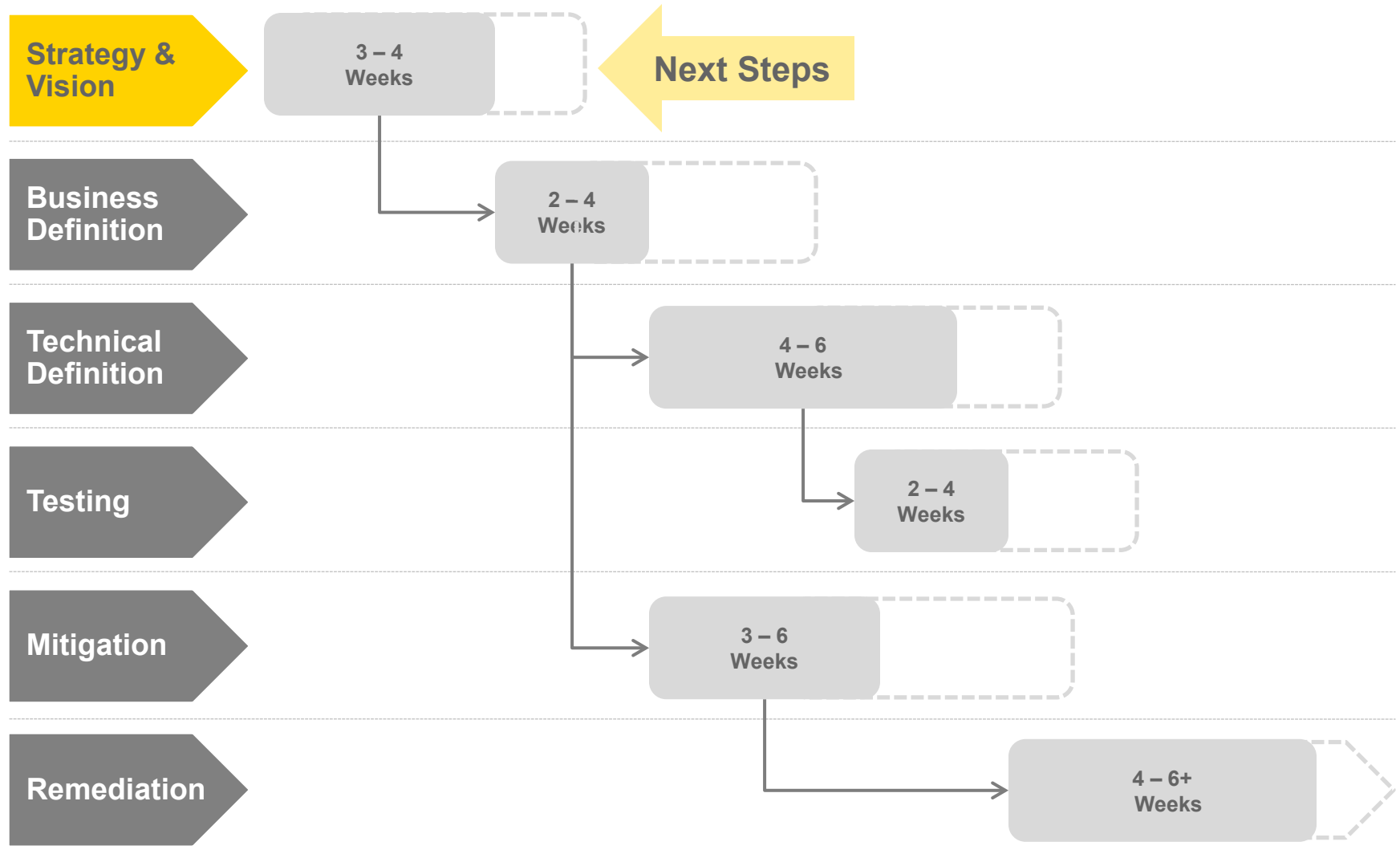


Remediation

Typical Duration
4 - 6+ Weeks



Typical SoD Project Time Line



Scoping Information Required

Information Required	Response
Number of business units in scope	
Preliminary number of key applications and modules in-scope	
Name and version of in-scope applications	
Any IAM/SoD tools currently in-use at your company	
In-scope geographies or regions	
Financial year-end and key internal/external audit meeting dates	
Control testing time lines	
Key contacts and stakeholders	