

# Katzscan Newsletter

Supply Chain Operations & Technologies ~ Vendor Compliance  
Good Governance ~ Fraud-Fighter ~ Turnaround Help



It's official: Katzscan has gone global.

Before continuing please see → [http://www.supplychainfraud.com/scf\\_mumbai\\_2010.pdf](http://www.supplychainfraud.com/scf_mumbai_2010.pdf)



Essentially this conference was all about me and my supply chain fraud business model. The conference organizers in Mumbai, India -- who also sponsored my trip -- found my supply chain fraud web site several months ago and contacted me. They were fascinated by the way I conceptualized the business model and uniquely brought together aspects of supply chain operations, supply chain technologies, and business best-practices in the detection and reduction of fraud. The event organizers asked if I would attend to provide the keynote speech plus other presentations as the "guru" of supply chain fraud. Naturally I said yes. ☺

The way in which this all came about stands as a testament to how I've connected some disconnected dots for my own company and built this business model which compliments my core consulting specialties. As the story basically goes.....

1. While providing free Word® and Excel® training to unemployed professionals in Katzscan's first year I met someone who opened his own private investigations company and asked me to collaborate on cases involving white collar & computer-related crimes. At my suggestion it was agreed that my involvement as a private investigator would be better than (simply as) an external computer consultant; I still hold an active Florida Private Investigator's license. (The free training to unemployed professionals was a promotional idea by a former co-worker and it did succeed in my securing a 2-year client.)
2. Not long after the Enron and WorldCom meltdowns I studied religiously -- reading the 2200 page manual twice -- to achieve my Certified Fraud Examiner (CFE) credential. It was during this time that I envisioned my supply chain fraud business model and purchased what I have referred to as the "subject-matter" domain names for this topic.
3. Realizing that my business model needed a foundation rooted in better business practices I achieved my corporate governance certification, applying aspects of Sarbanes-Oxley ("SOX") compliance frameworks COSO and COBIT to detecting & reducing supply chain fraud.
4. To enhance my fraud-fighting credentials I applied for and received my Certified Fraud Specialist (CFS) designation.
5. I set out to promote the business model through local & national speaking & writing, all of which can be found on my supply chain fraud web site.

Not a bad bit of work for someone who started out his career programming business software applications on mainframe computers, making the daily lives of his users a little bit better through technology.

As Katzscan closes in on a full 15 years I am continually aware of -- and I confess rather amazed by -- the personal & professional evolution that has taken place in both me and my company. Certainly receiving recognition from half-way around the world is a big

feather in the cap and one that I am very proud of.

Next month I'll write about the conference and by then should have a collection of photos well organized and published to show you. I had a very distinct "cultural connection" moment which itself is worth telling.

If you know of a company who is struggling to find their identity, who has stumbled off course, who is troubled by technology, who needs guidance to refocus and leadership to grow, who is suffering from suspected illicit activities, who is constrained by chaos, please kindly provide them my contact information. My clients benefit from the same creativity and tenacity that I apply to my own company to help them be successful. In times of great economic upheaval it takes a special set of skills to survive and thrive, and I think I continue to prove I've got what it takes.

Thanks.

*Norman*

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Do you know of a company, *maybe your own*, suffering from disconnected dots?

[www.disconnecteddots.com](http://www.disconnecteddots.com)

Let's link! [www.linkedin.com/in/katzscan](http://www.linkedin.com/in/katzscan)

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