



### **Forensics & Investigation Services**

### ACQU SORY

### **About The Firm**

- Acquisory Cyber Consulting LLP is a risk management consultancy company created by a team that brings decades of rich expertise in risk management and process engineering across various industry verticals.
- The management team's industry exposure and achievements covers specialized services in Risk Consulting, Audit, Process Re-engineering, M&A Advisory, Operational and Financial Accounting.
- ✓ The Acquisory team delivers high-stake projects in key global locations with offices in the major cities of India.

**Acquisory** is specialized in mitigating the security risks for its clients, going beyond standards and certifications. Acquisory achieve this objective in following steps:

- Analyze business risks associated with information flow, data handling, technology infrastructure, processes, physical access and personal behavior.
- Design and deliver controls covering process reengineering, technology implementation and awareness management to reduce risk to an acceptable level
- On-board skilled personnel to monitor and manage the risk posture
- Take corrective and preventive steps to ensure that the posture is maintained at the desired levels







### **About The Firm**



### OUR FOCUS

Acquisory assists clients ranging from global enterprises to small and middle market companies that are both publicly held or privately owned, as well as large, mid and small-cap private equity firms, corporate management and boards of directors.

We provide specialist advice for a range of sectors. A personal, partner-led approach, with rich experience have taught us that an understanding of the business, structure and practices of our clients' industries is critical to providing the services our clients' need to reach their goals.

### **GEOGRAPHICAL PRESENCE:**

Acquisory has main offices located at Mumbai, Delhi and Bengaluru however it has presence all over India to conduct investigation services.

Real Estate & Infrastructure

Private Equity

- Manufacturing
- Media and Entertainment
- Healthcare and Hospitals
- Hotel, Hospitality and Leisure
- Start-ups

- Retail
- Telecommunication
- Consumer Products
- Education
- Services



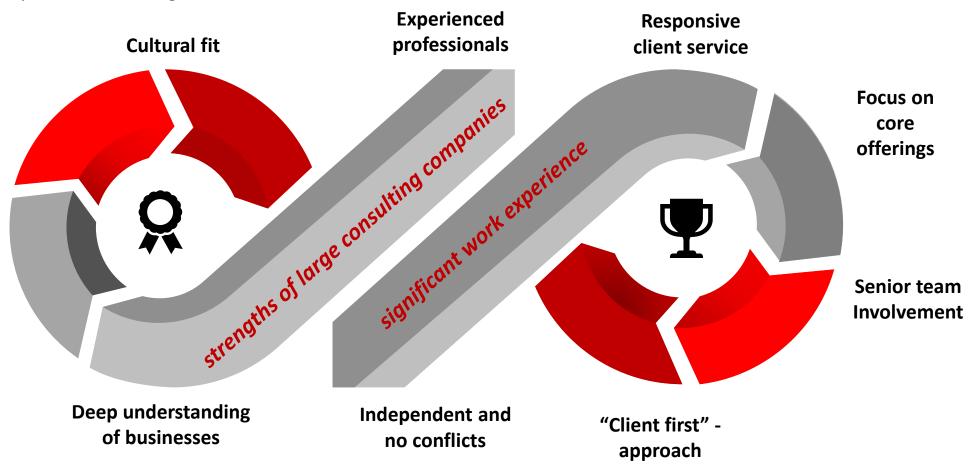
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### Why Acquisory?

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Acquisory fills a unique and valuable position in the market, as depicted below. We bring a unique blend of knowledge and experience to the table which combine the focus, dedication and independence of a boutique firm, with the methodologies & deep skill-sets of the Big 4.



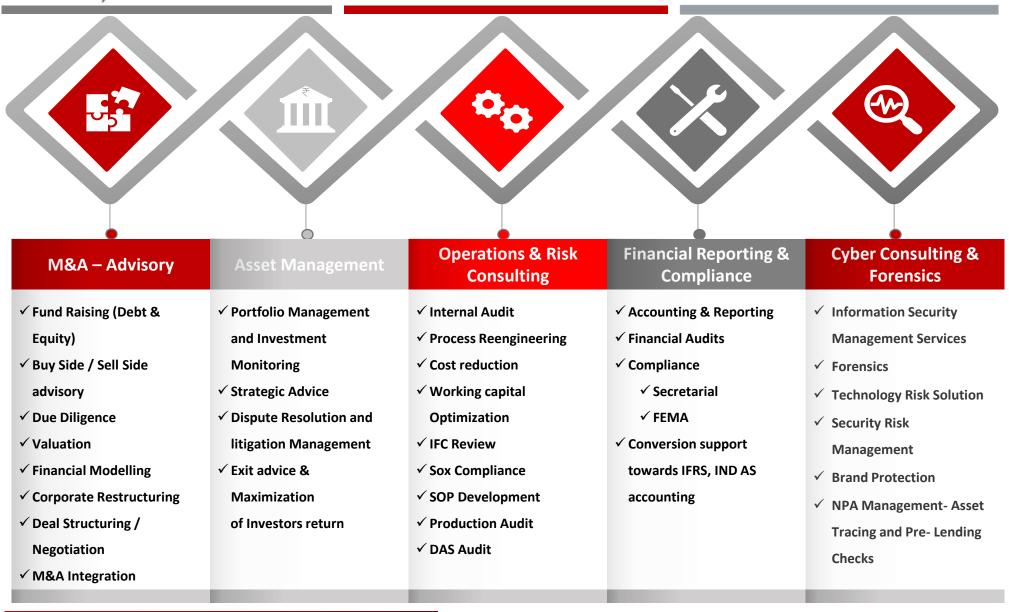


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### **Our Services Portfolio**







- The Organizations worldwide loose nearly 5% of there revenue to frauds that amount to roughly [Ref: ACFE's "Report to Nations' 2012]
- 5 % of global GDP, or nearly \$3 trillion, was lost to fraud in 2009 [Ref: ACFE's "Report to Nations' 2010]
- As per projections, the cyber crime to cost the world \$10.5 trillion USD by 2025 and the projected losses for the year 2021 are \$6 trillion USD [Special report-Cyberwarfare In The C-Suite]
- With a bribery rate of 39%, India worst in Asia [Economic Times]
- Indian banks lose ₹17,284 Cr in fraud cases, reveals RTI [Economic Times]

Percentage of people paying bribes to service providers during interaction Click headings to sort

Service provider	Asia Pacific	EU+	Middle East and North Africa	Sub- Saharan Africa	Latin America	North America	NIS+	Western Balkans and Turkey	Total
Police	9%	4%	37%	44%	19%	4%	38%	15%	29%
Registry and Permit Services	7%	3%	30%	41%	12%	5%	20%	9%	20%
Judiciary	14%	3%	30%	20%	23%	6%	26%	14%	14%
Customs	8%	7%	23%	13%	17%	5%	27%	14%	10%
Utilities	9%	2%	23%	15%	9%	3%	5%	5%	8%
Medical Services	8%	2%	21%	13%	11%	3%	28%	15%	8%
Education System	5%	3%	23%	8%	9%	4%	20%	10%	6%
Land Services	12%	4%	29%	4%	11%	8%	25%	12%	6%
Tax Revenue	9%	2%	15%	4%	8%	3%	10%	7%	4%

Source: Transparency International





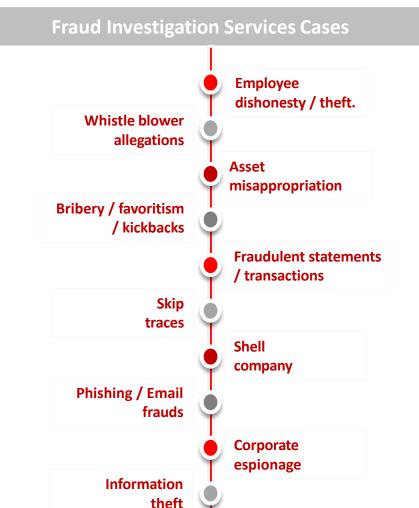






### **Fraud Investigation**

- Conduct a structured and methodical investigation exercise to get to the roots of a specific fraudulent incident.
- Apply automated and manual investigation techniques such as cyber and IT forensics, risk profiling, asset tracing, market intelligence and mystery shopping.
- Unearth the truth and identify perpetrator/s of the fraud.
- Gather necessary direct / circumstantial evidences to build a case against the perpetrator/s.
- Conduct investigative enquiries to weigh evidences and take exercise to a logical conclusion.
- Perform an extensive search on public forums and databases to check for any valuable inputs about the target.
- Collate all findings from the above-mentioned activities and provide investigation report to the management for each target individuals / entities.



Job

scams

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### **Whistle-blower Program Management**

- Create, approve and disseminate whistle-blower policy.
- Create and maintain various reporting channels such as web portal, telephonic hotline and ethics e-mail ID provisioned to report whistle blower complaints.
- Assess the reported complaints at a primary level and provide updates to governance committee.
- Management reporting and recommendation on future course of actions.
- Create customized content for user trainings and awareness.
- Conduct awareness sessions for Key Business Stakeholders.
- Conduct quarterly management review meetings to assess the success of the program and status of complaints.

# WHISTLE BLOWER



# **ACQU**SORY Whistle-blower Program Management: Our Approach Confidential

### **Independent Whistleblowing Solution**

- Impartial, transparent, independent, secure and confidential means of reporting improper conduct or fraudulent activities.
- Three interactive reporting Channels.
- Easiest and least expensive means to improve corporate governance.
- Early detection of fraudulent activities to enable prompt action
- Increase in productivity: No manual, labour-intensive collation process.
- Strong deterrence for internal and external wrongdoers.
- Positive assurance on management commitment towards good governance.

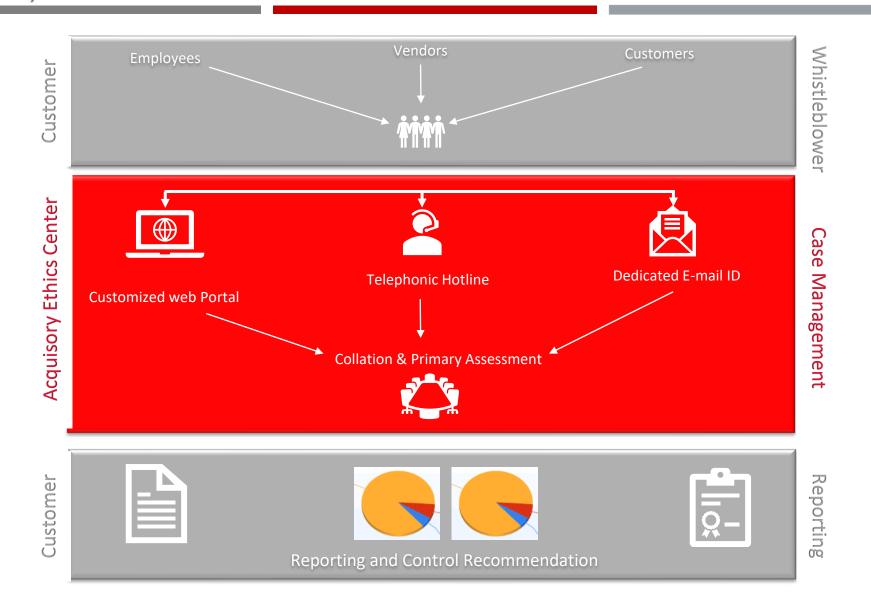
### **Consulting Engagement**

- Collection, collation and synthesis of the information.
- Primary level assessment and credibility check by skilled professionals.
- Management reporting and review to foster intelligent decisions.
- Extended and proven internal investigation capability to provide end-to-end solutions.
- Recommendation on anti-fraud control framework.
- Control implementation assistance and sustenance support.

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### **Service Engagement Model**

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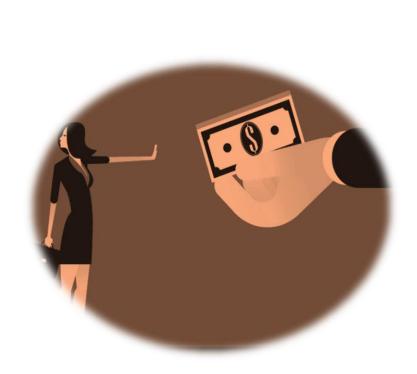




### **Anti Bribery & Corruption Compliance**

### **Anti Bribery & Corruption Compliance**

- Help organizations in assessing compliance with various national and international laws and regulations (such as PCA, U.S. FCPA, U.K. Bribery Act and OECD Anti-Bribery Convention) by evaluation of internal controls.
- Design, implementation and sustenance of BS 10500: Anti-Bribery Management System.
- Help organizations in designing Anti-Bribery & Corruption Policy and Procedures and compliance programs.
- Perform U.S. FCPA and U.K. Anti-Bribery Act compliant investigations on confidential and sensitive matters.
- Create a customized training and awareness content for organization wide promotion of compliance program.
- Conduct periodic user awareness programs for key organizational stakeholders.





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### **Case assessment and Business Understanding**

- Understanding of the key processes including capex spends, operational expenses and revenue model.
- Obtain audited/provisional financial statements, trial balance, detailed ledger accounts for key expenses, cash book, fixed asset register, MIS, loan register, bank statement, salary register for the Review Period to perform additional procedures.

### **Data Analytics and Fund Trail**

- Detailed data analytics to assess the utilization of funds and procedures on vendor GL, expense GL, sales/income register to identify patterns or red flags indicating price variations, duplicate or expensive payments for services not obtained by the company.
- Analyze bank statements and bank books to ascertain end utilization of funds raised from various sources and revenue from business operations. Also perform a comparison of the beneficiary as per bank statement with bank book to identify mismatches for high value transactions.

### **Financial Analysis and Document Review**

 Based on the red flags identified from Data analytics we should select expense transactions (including capital expenditure and operational expenses) and income / sales transactions for review of supporting documents which broadly includes contracts / agreements, purchase or sales order, invoice, proof of delivery amongst others.



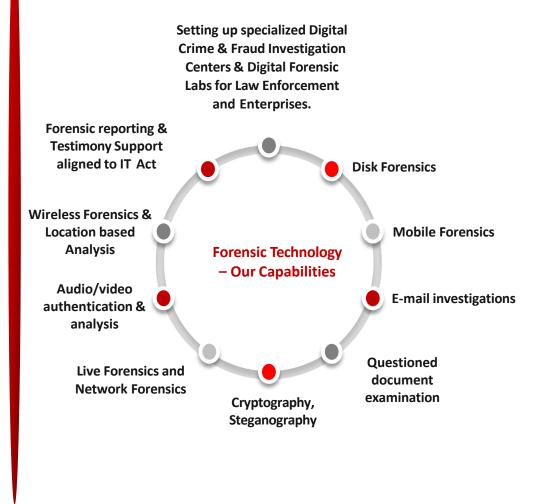
### **ESI Review – Disk Imaging and Indexing**

### **Forensic Technology**

- Perform a Digital Forensic Imaging / Cloning of System as per the procedures mentioned in the IT act and which are acceptable in a court of law.
- Deploy standards based Digital Forensic imaging/cloning tools and forensic processes to acquire evidence from digital media.
- Perform forensic analysis of data from CPU, internal and peripheral storage devices such as fixed disks, external hard disks, floppy disk drives and diskettes, tape drives and tapes and network and security devices.
- Do secure collection of computer evidence to guarantee the evidential integrity and security of information and Analysis of the sequence of events.
- Gather and preserve the evidence, which can be analyzed and presented to a court of law to prove inappropriate or illegal activity.
- End to end Digital Forensics lab setup consisting:
- Understand Forensic Lab Certification Requirements
- Determine the Physical Layout of a Computer Forensics Lab
- Select basic Forensic Workstation and Tools
- Identify Physical Security Requirements
- Handholding post setup

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### **Forensic Technology – Our Capabilities**

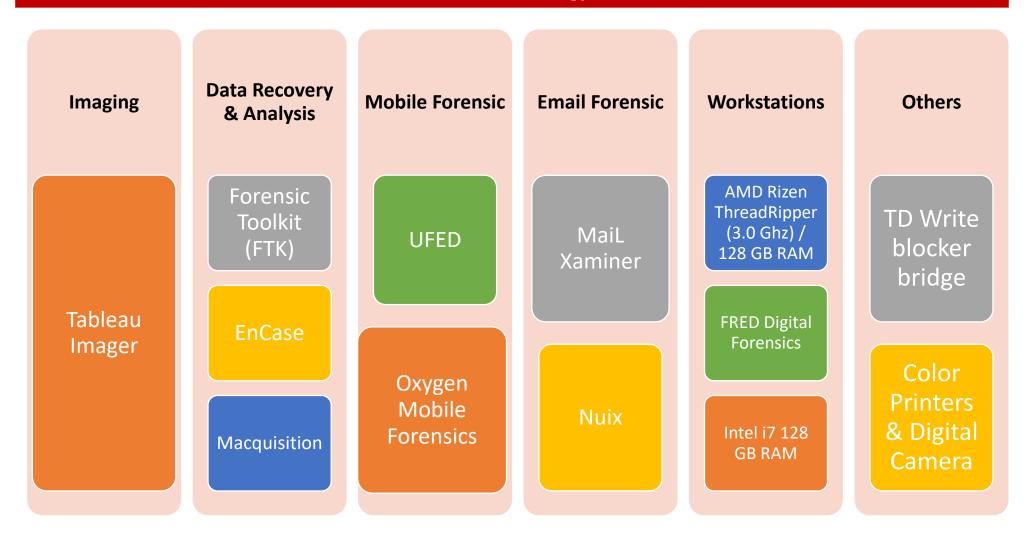




### **ESI Review – Disk Imaging and Indexing**

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### **Forensic Technology Tools**

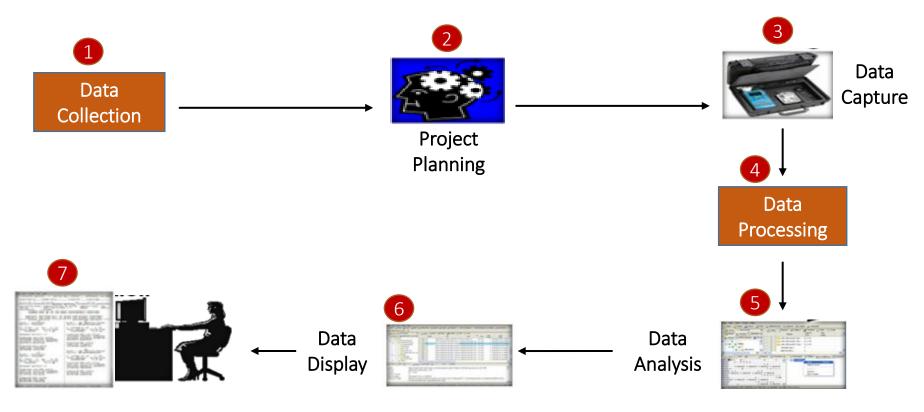






### **Digital Forensics Methodology:**

- Case creation using digital forensic analysis tool (FTK / Encase) of the imaged data.
- Use standard as well as case specific keywords as per the requirement to extract info/ evidences.
- Create forensic data analysis report along with evidence/s wherever possible.
- Refer below image to understand the methodology of Digital Forensics & Analysis:





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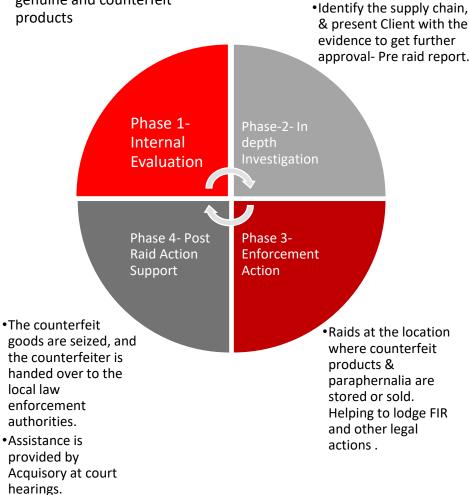
### **Brand Protection & Market Intelligence**

### **Brand Protection & Market Intelligence**

- Intensive market research to determine the suspected market places for counterfeiting.
- Ascertain the gravity and scale of problem and spotting key players in illegal trade.
- Identify supply chain of business including material suppliers, manufacturing locations and methodology, business volume. warehouses and inventorv management function.
- Perform political, social and financial profiling of promoters.
- Collaborate with law enforcement agencies to conduct raids.
- Development of a long term brand protection & retention strategy.

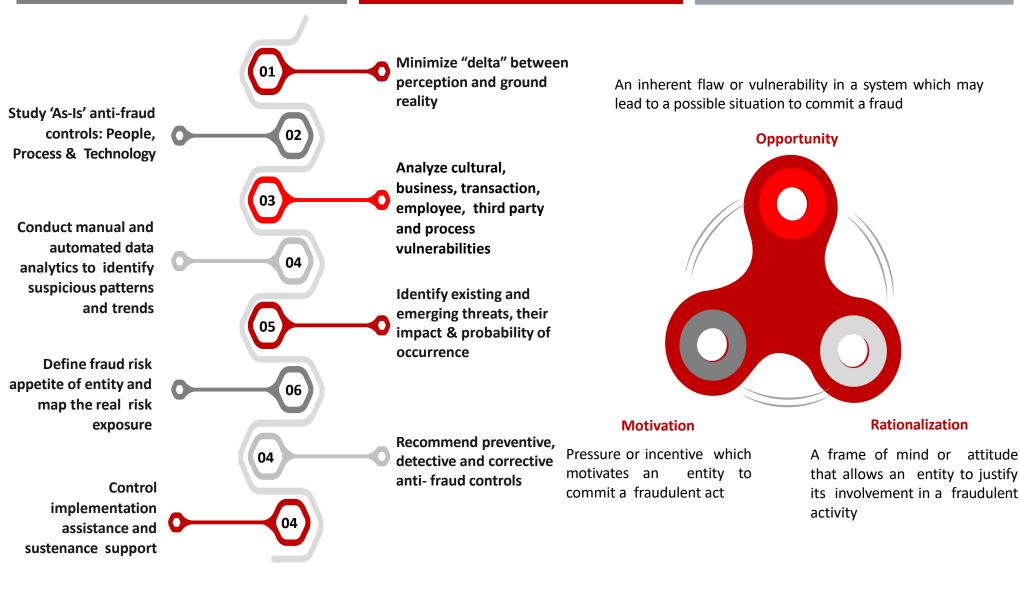
- Identify the market selling counterfeit product.
- Examine and evaluate differences between genuine and counterfeit products

- Discreet inquiries and investigation to identify locations where counterfeit products being manufactured & sold
- Identify the supply chain, & present Client with the evidence to get further approval- Pre raid report.



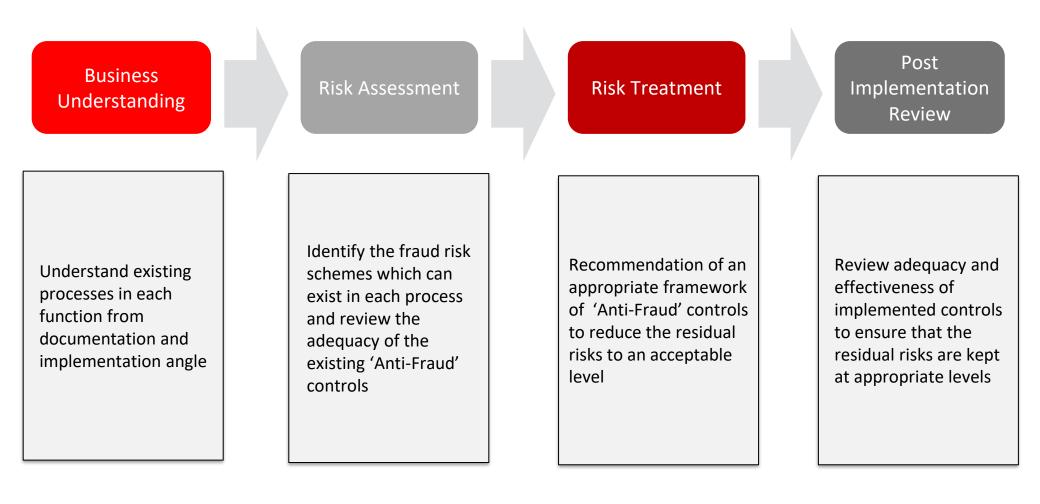








### **Risk Assessment Methodology**



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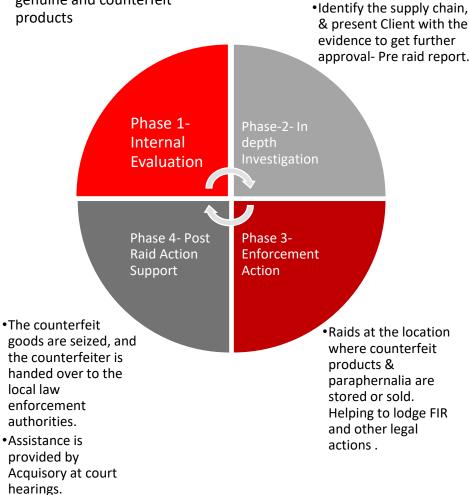
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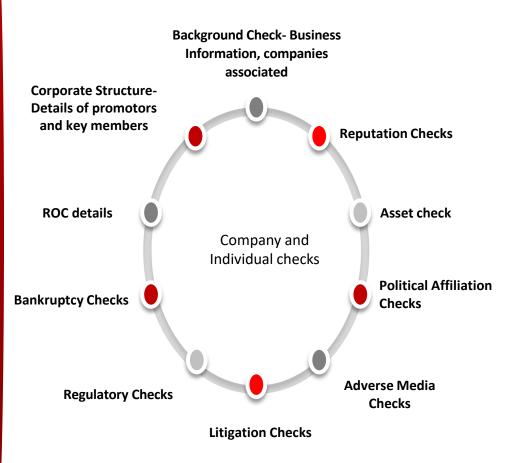




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### **Due Diligence - Corporate & Individuals**

- Identify fraud risks emerging out of any existing or proposed engagement with an external entity; be it a joint venture, acquisition, merger or a partnership.
- Detailed information resource research: Regulatory, legal, financial, media, public domain.
- Gather market intelligence through trusted sources to depict real time status.
- Take a closer look on potential deal 'Makers or Breakers' to effectively manage the areas of risk to ensure an intelligent and informed business decision.
- Design a process customized to business risk exposure through a standardized business risk assessment.
- Encompass standard and case specific checks at corporate and individual level.







### Life Style Checks

- Do comprehensive research on target employees to gather information about his lifestyle, any conflict of interest, visible assets, family structure, social and political affiliations etc.
- Conduct investigative analysis of the target individuals' financial records to identify the source of funds (if any) to support lifestyle.
- Perform an extensive search on public forums and databases to check for any valuable inputs about the target employees.

### **Litigation Facilitation**

- Document the gathered evidences during investigations against the suspects and other related individuals / third party.
- Maintain chain of custody (COC) so that the evidences are admissible in the court of law.
- Provide related evidences to lawyers / law officers to facilitate the legal proceedings against the suspected individuals and companies.

### **Suspect Interview Support**

- Conduct admission seeking interviews with the individuals based on the evidences gathered during investigations.
- Document the interview and create detailed report to recommend the future course of action to the management.



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### **Case Studies**





### **Forensic Technology**

### **Client Profile**

One of the India's largest producer of textile, with more than 350+ exclusive and 2000+ multi-brand stores across India.

### Scope

- Digital Forensics Analysis and Investigation
- Preserve confidential information

### Requirements

Digital Forensic analysis of the suspect System:

- System current state analysis
- List of software or external devices installed
- Traces of Data sharing
- Deleted data recovery
- System Log
- Event Log

### The Solution

- Use standard techniques as per industry best practice
  - Identification of suspect system
  - Bit-by-Bit image of suspect system with HASH verification
  - Digital Forensic analysis of imaged media
  - Report and presentation
- Incorporating corrective approach towards digital media
- Recommendation to prevent and protect the organisation from digital frauds.



### Benefits

- Implementation of appropriate strategic, tactical and operational level controls
- Prevention of immediate financial and delayed reputational and business losses
- Setting up an ethical work culture and disciplinary processes



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### **Forensic Technology**

### **Client Profile**

One of the world's largest producer of beverage alcohol brands across spirits, beers, wine.

#### Scope

- Digital Forensics Analysis and Investigation
- Analyze chain of action which led to possible to the event

### Requirements

### Digital Forensic analysis of the suspect Systems:

- Detect traces of procurement fraud
- Email data
- Deleted / Encrypted data recovery
- System Log
- Event Log
- Communication device
- List of software or external devices installed

Use standard techniques as per industry best practice

The Solution

- Identification of suspect system
- Bit-by-Bit clone of suspect system with HASH verification
- Digital Forensic analysis of cloned media
- Report and presentation
- Recommendation to prevent and protect the organisation from frauds.

- Implementation of appropriate strategic, tactical and operational level controls
- Prevention of immediate financial and delayed reputational and business losses
- Setting up an ethical work culture and disciplinary processes



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### Fraud Risk Assessment & Control Recommendation

### **Client Profile**

One of the fastest growing infrastructure enterprises in the country with interests in Airports, Energy, Highways and Urban Infrastructure sectors.

### Scope

 Risk Assessment & Control Recommendation of 3 thermal power plants in India.

### Requirements

- Risk assessment of following functions:
  - Procurement
  - Contracts & Commercials
  - Inventory management
  - Finance & Accounts
  - HR
  - Facility management
  - Material Management
    (Fuel & Coal)
- Control recommendation
- Corporate Investigation
  - Risk Profiling
  - IT Forensics
  - Third party assessment

### The Solution

- Meet with the key stakeholders and collate the inputs on implementation of the processes
- Creation of the process maps
- Map each process with
  - Industry Specific Fraud Schemes
  - Organizational process specific fraud schemes
- Identify areas of risk
- Recommend a framework of preventive, deterrent, detective, corrective and reparative controls
- Investigation of cases by application of proven methodologies to take them to a logical conclusion.



### Benefits

- Implementation of appropriate strategic, tactical and operational level controls
- Prevention of immediate financial and delayed reputational and business losses
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### Fraud Risk Assessment & Control Recommendation

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### **Client Profile**

India's largest, most trusted and fastest growing Jewellary brand with more than 160 stores across India and has brought to the market a whole new standard of business ethics and product reliability.

### Scope

Risk Assessment & Control Recommendation

### Requirements

Risk assessment of following functions:

- Store control
- Material ordering, transit & receipt
- Governance
- Intelligence & vigilance
- Internal and external audits
- Information control and processing
- Human resources
- Security and accounting

### The Solution

- Map each process with
  - Industry Specific Fraud Schemes
  - Organizational process specific fraud schemes
- Identify probability of existence of fraud scheme and potential impact
- Identify the existing 'Anti-Fraud' controls & map residual risk
- Recommend a framework of preventive, deterrent, detective, corrective and reparative controls



- Implementation of appropriate strategic, tactical and operational level controls
- Prevention of immediate financial and delayed reputational and business losses
- Setting up an ethical work culture and disciplinary processes





### **Brand Protection & Market Intelligence**

Client is India's largest Fast Moving Consumer goods company having over 35 brands spanning 20 distinct categories such as soaps, detergents, shampoos, skin care, toothpastes, deodorants, cosmetics, tea, coffee, etc. Scope

Market Intelligence, Mystery Shopping and LEA liaison.



### Requirements

- The client was concerned about High wastage in supply chain especially the cold storage warehouse for premium product and suspected that an organized nexus/racket is present Pan India. Client expected Acquisory to:
- Study & understand the supply chain.
- Collect market intelligence on process manipulations and sale of counterfeits.
- Identify vulnerable elements and perform mystery shopping to collect evidences and know modus operandi.
- Law enforcement liaison to conduct raids and lodge FIR.

### The Solution

- Deployment of intelligence agents in the market to gather information on malpractices.
- Identification of promoters, kingpins and vulnerable entities in the supply chain.
- Comprehensive surveillance at warehouse and transporter vehicles to gather evidences.
- Perform Honey Pot transaction to know the modus operandi and gather evidences.
- Liaison with LEA to conduct raid and seize the material.

- Prevention of immediate financial and delayed reputational and business losses.
- Protection from legal and reputational risks.





#### **Client Profile**

Client is one of India's foremost private sector companies with a market capitalisation of US \$ 35 billion and a turnover of US \$ 7 billion. The company is rated among the World's Best Big Companies, Asia's 'Fab 50' and the World's Most Reputable Companies by Forbes magazine.

### Scope

Market Intelligence, Mystery Shopping and LEA liaison.

### Requirements

 Client was noticing a presence of unscrupulous/illegal market forces, which were compromising on ethical business practices Study & understand the supply chain and intended Acquisory to conduct an enhanced corporate intelligence exercise on unscrupulous market players.

### The Solution

- After understanding the impact of unscrupulous market players on the industry and entire business ecosystem, Acquisory investigation team followed a multipronged and a structured approach involving following activities:
  - Market survey.
  - Social engineering.
  - Intelligence gathering.
  - Surveillance and trailing.
  - Document collection from various sources.



- Prevention of immediate financial and delayed reputational and business losses.
- Protection from legal and reputational risks.
- Simultaneous raids at all illegal manufacturing locations to expose entire fraudulent scheme.
- Development of a risk-based model for conducting continual market assessments and proactively disrupting unscrupulous in the initial stages only.





### **Client Profile**

Client is India's largest denim manufacturer, apart from being world's fourthlargest producer and exporter of denim.

### Scope

Creation of whistleblower policy, Management of whistleblower program, Investigation of complex case.

### Requirements

- The client was concerned about the effectiveness with which the whistleblower management program for reporting unethical practices was implemented in the organization.
- Client intended a support from Acquisory to implement a robust whistleblower program.

### The Solution

- Creation, approval and dissemination of whistleblower policy.
- Creation and maintenance of web portal, telephonic hotline and ethics e-mail ID to report the whistle blower complaints.
- Primary level of assessment of reported cases.
- Management reporting and recommendation on future course of actions.
- Creation of customized content for user trainings and awareness.
- Conducting awareness sessions for Key Business Stakeholders.
- Quarterly review meetings with management team.



- Enhanced employee, customer and business partner confidence in the whistleblower system.
- Effective management decision making.





### **Awards**

- Acquisory received the award of "M&A Advisory Firm of the Year" in 2013
- Acquisory received the award of "Due Diligence Experts of the Year" in 2014
- Acquisory Cyber Consulting LLP received the Indian Achievers Forum Award for Emerging Company (Cyber Security & Cyber Forensics), 2022.
- Acquisory has been ranked in the top 5 amongst 25 Top Transaction Advisors on 'Venture Intelligence League Tables' for CY 2023











### certine

Indian Computer Emergency Response Team, under Ministry of Electronics and Information Technology



Standardisation Testing and Quality Certification (STQC)



Madhya Pradesh Agency For Promotion of Information Technology



HARTRON- Haryana State Electronics Development Corporation Limited









सत्यमेव जयते High Court of Bombay























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# ACQUSORY

### **Highly Credentialed Team**

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Sumchit Anand (Managing Director) Qualification - CA Experience – 20+ Years Registered Valuers- IBBI



Ashish Shandilya (Principal - Cyber Forensics & Investigation ) Qualification –MBA, B.Tech (Computer Sci.& Engg) Experience - 14+ Years | CFE | ISO 27001 LA:

LI | ISO 22301 LA | Access Data Certified Examiner



### Manpreet Singh (Lead - Brand Protection)

Qualification – B.Tech (Electronics & Communication Engg.) Experience - 9+ Years | ISO 27001 LA | Digital Evidence Analyst | Diploma in Cyber Law

### **Contact us**



### OUR OFFICES

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