



*Training Course:
Revenue Assurance*

28 September - 2 October 2025

Dubai (UAE)

Residence Inn by Marriott Sheikh Zayed Road, Dubai

Training Course: Revenue Assurance

Training Course code: FI236126 From: 28 September - 2 October 2025 Venue: Dubai (UAE) - Residence Inn by Marriott
Sheikh Zayed Road, Dubai Training Course Fees: 4500 € Euro

Introduction:

This training program, designed by Global Horizon Training Center, focuses on the strategic and operational aspects of Revenue Assurance RA, a critical discipline for protecting revenue and minimizing losses due to leakage, fraud, or operational inefficiencies. As organizations grow in complexity and face mounting pressure to safeguard profitability, implementing effective revenue assurance practices becomes essential. This course equips participants with the knowledge, tools, and techniques needed to identify revenue leakages, enforce compliance, and optimize business performance across telecoms, utilities, finance, and other high-risk sectors.

Objectives:

By the end of this program, participants will be able to:

- Understand the principles and scope of Revenue Assurance.
- Identify common causes and sources of revenue leakage.
- Apply RA frameworks, controls, and processes.
- Analyze and interpret data to detect anomalies and risks.
- Develop and implement revenue assurance strategies.
- Integrate RA into business systems and digital transformation initiatives.
- Collaborate with internal departments e.g., finance, audit, IT to improve controls.

Course Methodology:

- Instructor-led sessions with real-life case studies.
- Interactive workshops and scenario-based exercises.
- Data analysis labs using simplified RA toolsets.
- Group discussions to share industry-specific challenges.
- Templates and toolkits for immediate workplace application.

Organizational Impact:

- Reduction in revenue leakages and fraud losses.
- Improved compliance and internal control mechanisms.
- Enhanced integration between finance, operations, and IT teams.
- Strengthened decision-making based on data insights.
- Optimization of revenue-generating processes.
- Increased overall profitability and operational efficiency.

Target Audience:

- Revenue Assurance Managers and Analysts
- Finance and Audit Professionals
- Risk and Compliance Officers
- IT and Billing System Specialists
- Telecom Operators and Utility Companies
- Business Strategy and Operations Leaders
- Internal Control and Process Optimization Teams

Outline:

Day 1: Foundations of Revenue Assurance

- What is Revenue Assurance? Origins and evolution
- Key drivers and importance of RA in today's economy
- Types of revenue leakage: fraud, system errors, process gaps
- RA vs. internal audit and fraud management

- Overview of RA frameworks and international best practices

Day 2: Revenue Assurance Lifecycle and Controls

- RA process lifecycle: detect, correct, prevent, monitor
- Building an effective RA control environment
- Revenue streams, critical control points, and risk mapping
- Integrating RA with billing, CRM, ERP, and network systems
- KPIs and metrics for RA performance

Day 3: Tools, Systems, and Data Analysis Techniques

- Introduction to RA tools and software platforms
- Leveraging analytics and automation for assurance
- Data integrity, reconciliation techniques, and reporting
- Using dashboards and alerts for real-time risk detection
- Case study: Data-driven RA in telecom/utility context

Day 4: Implementing RA Strategy in the Organization

- Designing and launching an RA function
- Organizational roles and governance models
- Collaborating across departments for effective RA
- Cost-benefit analysis of RA initiatives
- Change management and awareness strategies

Day 5: Advanced Topics, Challenges, and Future Trends

- RA in the age of digital transformation and 5G
- AI and machine learning in predictive RA
- Regulatory compliance and auditing requirements
- Common implementation challenges and mitigation strategies

- Capstone workshop: Designing a revenue assurance plan for your organization

Registration form on the Training Course: Revenue Assurance

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