Procurement fraud often results from employees colluding with vendors, and this collusion often starts during the vendor selection process. To prevent this type of procurement fraud, we recommend companies strengthen their vendor selection criteria and perform background checks and due diligence on prospective vendors.

About 6 in 10 Thai companies have experienced procurement fraud during the vendor selection process.

### Percentage of companies experiencing fraud at different stages

- Invitation of quotes/Bidding process: 42%
- Vendor selection: 58%
- Quality review: 25%
- Vendor contracting/maintenance: 42%
- Payment process: 50%

Source: PwC’s Thailand Economic Crime Survey 2016

What is a CoI assessment?

- An analytical process to identify if any procurement personnel or other employees have undisclosed relationships with unverified vendors.
- It utilises large quantities of electronic data from **within a company** in conjunction with **publicly available data sources** and syndicated databases.

Why perform a CoI assessment?

Conflict of Interest (CoI) assessments are designed to help an organisation extract insights that help uncover hidden conflicts of interest that could potentially cause financial damage to the company.

Appropriate background due diligence can help reduce the risk of fraud down the track in the tender, procurement and payment processes.

- of companies in Thailand reported procurement fraud was the most disruptive economic crime in 2018-2019
- of companies in Thailand reporting fraud were affected by procurement fraud in 2018-2019
- most common economic crime reported in Thailand is procurement fraud (asset misappropriation is the most common)

Source: PwC’s Thailand Economic Crime and Fraud Survey 2020

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Benefits to your company

- Reduces potential losses due to inappropriate relationships with vendors
- Identifies risks within the organisation’s population of vendors
- Enhances corporate governance
- Affirms whether the organisation is working with sound business partners
- Leverages technology and organisations can obtain results and findings within two weeks, depending on complexity

Forensic Services

- Supports clients, safeguards brand value and protects professional reputation.
- Offers a full spectrum of services in Thailand, including forensic technology solutions.
- Part of an unparalleled global forensics network with PwC offices in more than 150 countries

Who is committing fraud?

<table>
<thead>
<tr>
<th>Type</th>
<th>Global Percentage</th>
<th>Thailand Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal Perpetrator</td>
<td>37%</td>
<td>59%</td>
</tr>
<tr>
<td>External Perpetrator</td>
<td>39%</td>
<td>16%</td>
</tr>
<tr>
<td>Collusion Between internal and external</td>
<td>20%</td>
<td>18%</td>
</tr>
</tbody>
</table>

Source: PwC’s Thailand Economic Crime and Fraud Survey 2020

Seven steps to preventing and fighting fraud

1. Develop clear anti-fraud and anti-bribery programmes
2. Appoint independent staff to monitor and implement the programmes
3. Communicate policies and measures throughout the organisation
4. Investigate and act on fraud cases
5. Don’t downsize your risk and compliance management team when risks are rising
6. Tailor anti-fraud policies and structures to Thailand’s unique fraud risks
7. Formalise your incident response and remediation process

To learn more about Forensic Services, please contact:

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