

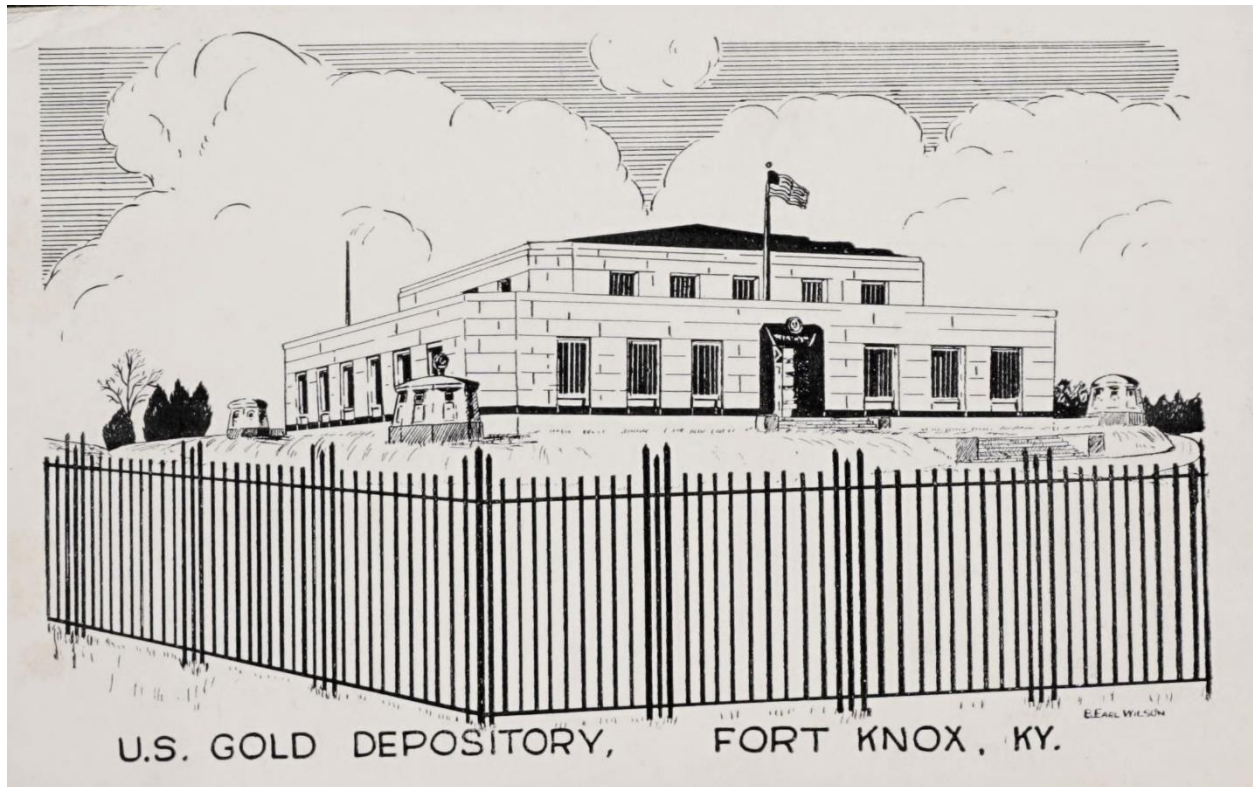
# *The Dynamic Fort Knox Concept*

*By: Ali Kidwai, Lilly Filippov, and  
Nathaniel Stickman, Bectran*

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## **Abstract**

*It is important for credit managers to focus on the credit risk of a potential customer, but it is equally important to guard against fraud risk and identifying creative scammers. This article will help you stay ahead of financial risks and build your own “fortress” against scammers who are siphoning revenue from your bottom line.*



Imagine your credit department running like a well-oiled machine. Sales are up, approvals are quick, and everything seems perfect. Then, out of nowhere, a fraud attack hits. When you try to trace it, you find a trail of lost efficiency and seeping revenue.<sup>1</sup> You're left wondering, "How did this happen?"

Credit and payment fraud are pervasive issues within every industry, capable of severely impacting an organization's operations and cutting into its income.<sup>2</sup> Fraudsters leech away at your business in small sums here and there, making their schemes hard to detect and prevent. Despite that, an organization can set up strategies to effectively mitigate fraud.

Enter the Dynamic Fort Knox concept. Think of it like building your own fortress— not just a set of walls, but a defense system that's smart, adaptable, and ready for anything. Your Dynamic

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<sup>1</sup> A 2024 report by the Association of Certified Fraud Examiners (ACFE) estimates that organizations lose on average five percent of their revenue to fraud and that each fraud case lasts a year without detection. <https://www.acfe.com/-/media/files/acfe/pdfs/rtn/2024/2024-report-to-the-nations.pdf>

<sup>2</sup> In a survey by the Association for Financial Professionals (AFP), 80% of organizations reported being targets of payment fraud in 2023. <https://www.afponline.org/docs/default-source/registered/2024-afp-payments-fraud-survey-key-highlights.pdf>

Fort Knox can be whatever you need it to be—whether a massive, impenetrable fortress or a quick, agile outpost.

In this article, you're going to see the importance of having an effective credit fortress—and steps for building your own. We'll dive into real-world examples and practical tips to help you stay ahead of financial risks and revenue siphons. By the end, you'll know exactly how to turn your credit department into an unbreakable, yet flexible, stronghold.

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