

Sample Revenue Audit

Find work your existing process missed.

Harbor Point Office Fit-Out | Low-voltage contractor | Original contract: **\$184,600**

EXAMPLE PROJECT - SIMULATED DATA

\$1,927.50+	2 potential missed-work findings	\$3,950 already captured, still pending
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What you'll see in your Revenue Audit

We compare what actually happened on the project with what made it into the change-order and billing process. Every item we review falls into one of four categories:

Missed Unbilled Work	Evidence of work outside the original scope that does not appear in the change-order or billing records.
Possible Unbilled Work	Something changed and may represent additional billable work, but more evidence is needed.
Already Captured	The work is already in the commercial process. Nothing missed, and no double counting.
No Unbilled Opportunity	We reviewed the event and do not see a valid additional billing opportunity.

Findings

Finding	Value	Category
Level 2 crew remobilization + lift	\$1,337.50	Missed Unbilled Work
Camera C-11 cable rework	\$590 + materials	Possible Unbilled Work
Wellness-room access-control door	\$3,950	Already Captured - pending
Conference-room CAT6 drops	\$3,680	Already Captured
AP relocations before installation	-	No Unbilled Opportunity

AFTERSCOPE

A SECOND LOOK AT COMPLETED PROJECTS.

01 Level 2 crew remobilization + lift

\$1,337.50 | Missed Unbilled Work

Why we flagged it

The original contract excluded additional mobilization caused by access restrictions or schedule changes. The project record shows the Level 2 area became inaccessible and the crew later returned with a lift.

What we found

GC email: confirms the area was unavailable and later acknowledges the crew's return with the lift.

Daily report: 2 technicians / 7 total labor hours.

T&M ticket TM-146: 7 labor hours + one-day scissor lift; email authorization referenced.

CO log: no matching change order found.

Closeout note: asks whether the remobilization was ever priced.

Potential value

Labor: 7 hrs x \$118 = **\$826.00**

Lift: \$465 + 10% markup = **\$511.50**

Total: \$1,337.50

What to do next

Review the remobilization against the contract exclusion and referenced GC authorization. If confirmed, prepare the appropriate change request or billing documentation.

02 Camera C-11 cable rework

\$590 + materials | Possible Unbilled Work

Why we flagged it

Five technician hours were recorded replacing cable after damage attributed to a drywall screw. The base scope excluded rework caused by others, but the available evidence is not yet strong enough.

What's missing

Confirm responsibility with the GC/superintendent and verify the material quantity and value. Once that evidence is available, this item can be reassessed.

Important: This sample uses simulated project data. Findings are potential commercial opportunities, not legal conclusions or guarantees of recoverability.