

Supply Chain Finance for Transaction Bankers

A customisable one-day course delivered in-house for banks and technology companies



Session One: The Basics of Supply Chain Management for Bank Professionals

The first session is an introduction to the physical supply chain, tailored for a bank audience. Delegates will understand the issues facing those managing the supply chain - essential groundwork for understanding the value that supply chain finance can add to an organisation.

- Why is supply chain management important?
- A 'month-in-a-life' of a supply chain manager
- Current practices in the physical supply chain and their impact on the financial supply chain
- Mapping physical supply chain metrics with financial metrics

Session Two: An Introduction to Supply Chain Finance

The second half of the course examines the financial implications of supply chain decisions, analysing how they can free up internal liquidity and optimize working capital. It will look at issues including working capital, trade finance, and take a look at some of the supply chain finance products available.

- Setting the scene: The physical and the financial chains
- Linking operational performance metrics with finance
- Working capital management and correlations with supply chain
- Supply chain finance programs: best practices and mistakes to avoid
- The players in supply chain finance

By the end of the course participants will:

- Be aligned on the basics of supply chain finance
- Understand the connections between cash management, trade finance and supply chain finance
- Understand what is behind supply chain finance programs and how to sell them
- Understand the various instruments used to finance the supply chain operations
- Know what banks and other players are currently offering

Course Tutor: **Enrico Camerinelli** is Senior Analyst EMEA within Aite Group's Wholesale Banking group. Enrico's current research focuses on Global Transaction Banking, Trade Finance, Cash Management, and the Financial Supply Chain. Enrico has also worked for more than 10 years in the industry as Supply Chain and Plant Manager

For more details or to book this course for your team, contact **Diana Henderson** on +44 7770 404801, e-mail dianah@transactionbankingacademy.com or visit www.transactionbankingacademy.com