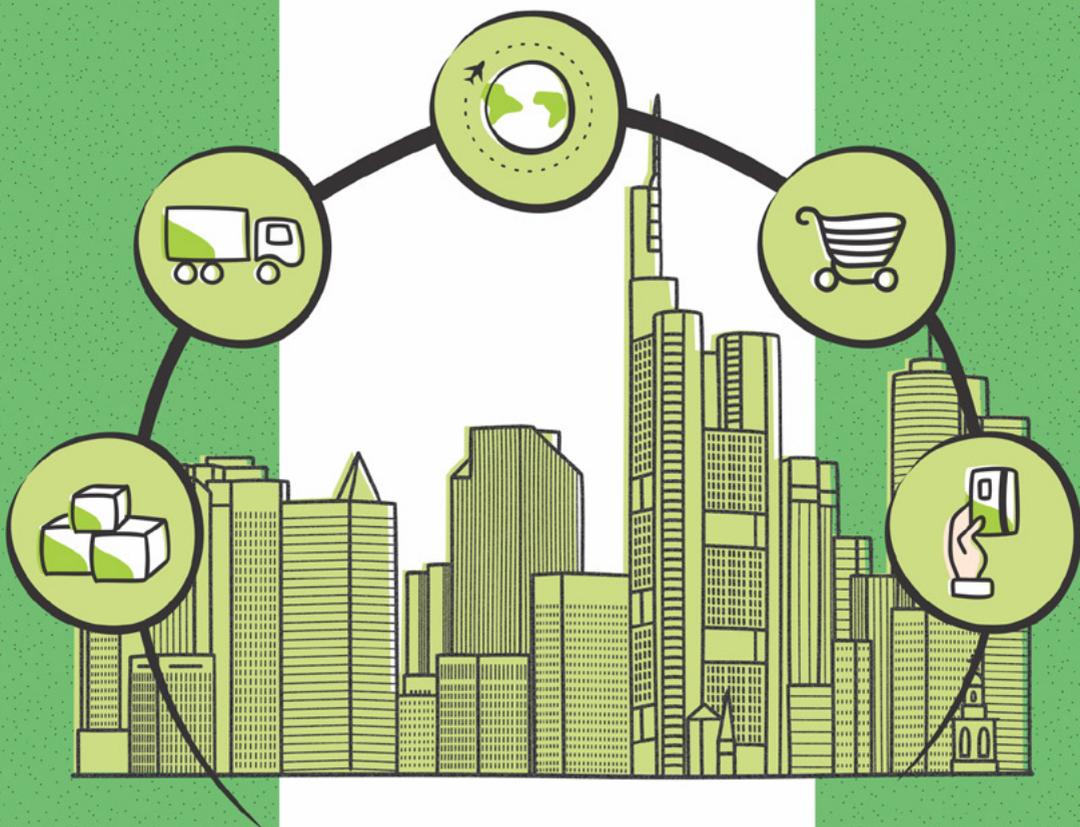


SCHOOL OF SUPPLY CHAIN FINANCE

WITH DOUG SCHOCH

20 & 21 SEPTEMBER,
FRANKFURT



INTRODUCTION

Supply Chain Finance (SCF) can be an important tool in unlocking liquidity in the supply chain and offering favourable conditions to suppliers. But the myriad of SCF programmes and providers can leave even the best of us confused.

You may be wondering...

... Whether banks are the best providers, or you should be looking at specialised SCF platforms; how do these differ?

... What is the difference between buyer and supplier-led programmes?

... What are the advantages of SCF for buyers?

... Whether there are any risks associated, and how to mitigate them?

If so, look no further than the intensive two-day TXF School of Supply Chain Finance, run by Siemens' Doug Schoch – and one of the leading lights in the SCF world.

WHAT'S COVERED?

The school is ideal for anyone looking to understand how SCF works, how best to approach on-boarding and other technical aspects, how to get consensus across a corporation for an effective

SCF programme, and how to make sure you get the most out of whichever SCF programme you opt for once it is up and running.

The syllabus includes:

- How SCF has matured over the years and how it will continue evolving
- How SCF programmes differ across the globe
- Who the key stakeholders are
- How to put together a strong business case for on-boarding SCF
- What different SCF programmes exist and how to choose the one that's best for your business
- How to choose a provider
- Best practice in launching your SCF programme
- How to understand common risks and pitfalls
- How to measure the results of your SCF programme

Course graduates will then also be given the option of a follow-up class 8-10 weeks after the course to catch up with one another, share experiences about your success in SCF and troubleshoot any difficulties that may have arisen.

ABOUT THE COURSE LEADER



As Vice President, Captive Business, Working Capital Finance, **Mr. Douglas Schoch** is responsible for the implementation and growth of the **Siemens Supply Chain Finance** program

in North America. Supply Chain Finance is an important part of Siemens' initiative to improve working capital and manage supply chain risk.

Mr. Schoch has over 15 years' experience in applying trade finance solutions within various industries that have resulted in improved working capital positions and cash conversion cycle times. Mr. Schoch holds a Master of Science Industrial Relations degree from Rutgers University and a Bachelor of Science Industrial Engineering from Pennsylvania State University as well as a Graduate Certification in Supply Chain Management from the Smeal College of Business at Pennsylvania State University.



COURSE OVERVIEW

SECTION 1

Pre-course materials distributed

SECTION 2

A brief history of and introduction to SCF

SECTION 3

A Global View of SCF: Maturing programmes, emerging programmes and future opportunities

SECTION 4

Selecting the right SCF provider

SECTION 5:

Implementing a successful SCF programme

SECTION 6

Moving forward with the programme, including pilot programmes, supplier onboarding and launch strategies

SECTION 7

Understanding – and mitigating – all risks, from accounting treatment and firm reputation to industry acceptance and credit exposure

SECTION 8

Measuring results, tracking progress, and analysing success

SECTION 9

Peering in the future, focussing on emerging fintech, new technology, the changing role of banks, and alternative forms of capital

SECTION 10

Post-course survey and follow-up

TESTIMONIALS

Hear from our 2016 course attendees!

Very enjoyable and detailed to touch upon the key drivers of supply chain finance. Doug Schoch is an excellent instructor to this subject.

Joerg Hoermann, AKA Bank

It was a really great event, specially the knowledge sharing between banks and companies. The speakers were doing a great job.

Christopher Noll, Siemens Treasury

A thorough and thoughtful introduction to implementing an SCF programme.

Philip Goad, Door Global

Great walkthrough of SCF theory and possibilities coupled with really valuable practical experience from Siemens.

Daneil Pederson, AP Moller Maersk

Very comprehensive introduction training to SCF. Dynamic, simple and clear.

Gaëlle Millet, Santander

Very good and detailed introduction into purpose and benefits of SCF plus what to consider during an implementation phase.

Hans-Ulrich Oesterlich, Helaba

HOW TO BOOK & PRICING

FULL PRICE

GBP £1999

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+  TXF EVENTS

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