



TXF Training: 2017 Prospectus

Comprehensive Supply Chain Finance Training

2017: Start as you mean to go on with TXF

If you have ever been to a TXF event, then you will know that we like to do things a little differently.

Our training is the same. We make our courses interactive, collaborative and engaging. Which is why our clients think we offer some of the best training in the business.

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

*Daniel Pedersen,
Funding Officer, Maersk*

Why choose TXF?



Practical Application

Our courses comprise of case-studies, group projects and plenty of Q + A sessions that let you put your learning into action.



Expert Instructors

With over 60 years of combined experience, our instructors live and breathe their specialisms so you are always in safe hands.



Ongoing Support

We will provide you with extensive course documentation and the opportunity to reach out to the instructors after the course has ended for any queries or questions that may arise.



Interactive

Training is delivered via a variety of methods but all of them are designed to be collaborative. Workshops and discussion allow you to reap the benefit of your peers' and instructors' experience.

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

Gaëlle Millet, Santander Bank



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HERE ARE JUST SOME OF THE THINGS THAT MAKE OUR TRAINING SO EFFECTIVE

We have a limited number of places on each of our courses. Smaller groups = faster learning.

Our courses are interactive. We have multiple exercises and case studies to put what you have learnt into practice.

The speakers at our schools have 60+ years of combined experience, dealing only with the subject they teach.

An equal amount of time is spent on theoretical and practical elements.

We provide extensive course documentation to take away with you.

Our follow up service allows you to get in touch with the instructors after the school to help you apply your training within your role.

**Take the next step and start
2017 the right way with
a TXF Education...**

TXF Training Supply Chain Finance

In September 2016 we organised our first supply chain finance training course, which tackled how to make the most of supply chain finance programmes and use them to improve your working capital. This year we'll be taking this training course to Miami, Amsterdam and Frankfurt clearing the confusion that surrounds this useful short term tool.

What will be covered?

This course will act as a comprehensive guide to supply chain finance. What it is, how it works and the risks involved. You will learn the theory and the history of supply chain finance and, more importantly, how you can use it to unlock capital. In addition, you will receive practical tips about how to implement and measure a successful supply chain finance programme so you can take the theory out of the classroom and into your organisation.

Throughout there will be opportunities to ask questions, complete practise exercises and voice your thoughts in surveys which will measure your understanding and address any problems that you encounter.



Who should attend and why?

Corporates/treasurers

This course will teach you how to make the most of this working capital optimisation tool and provide an honest appraisal of how it could work in your business.

You will enjoy the benefits of an academic and practical, expert opinion guiding you through the available options and the best practices.

Financial institutions

Employ a cost-effective, comprehensive and trusted tool to help you train your supply chain specialists.

Gain a broader view of the supply chain finance market, the legal landscape, what programmes are available and how they are structured.

Take away increased commercial insight and discover how to sell the benefits of your programme.

Alternative providers

Learn how traditional providers are developing their offerings and stay informed about the biggest innovations in the industry.

Gain an expert prediction of what the future holds for SCF and how you can stay competitive.

“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

Course Breakdown

We've put together an outline of the course programme below. As we constantly strive to improve our course material, please note that timings/ sessions may change slightly.

DAY	HOUR	SUBJECT	DESCRIPTION
1	1.5	A brief history and overview of SCF	<ul style="list-style-type: none">• What is Supply Chain Finance and where is it going?• How has it evolved over time?• Global overview of Supply Chain trends
1	1.45	Top Ten Must Haves	<ul style="list-style-type: none">• The things you need to create a successful SCF programme
1	1.5	Selecting the right SCF provider	<ul style="list-style-type: none">• What kinds of programmes exist?• What are the pros and cons of each type of programme and what type is going to be right for your business?

DAY	HOUR	SUBJECT	DESCRIPTION
2	2	Implementing your SCF programme	<ul style="list-style-type: none">• Pilot programmes• Supplier onboarding• Launch strategies
2	1.45	Managing risks	<ul style="list-style-type: none">• Firm reputation and industry acceptance• Credit exposure• Accounting treatment
2	2	Measuring results	<ul style="list-style-type: none">• Methods of analysing your programme• Marks of success
2	0.45	The future of SCF	<ul style="list-style-type: none">• Emerging Fintech• New technologies• Changing role of banks and alternative forms of capital
2	0.5	Review and follow up	<ul style="list-style-type: none">• Introduction to the follow up service• Comparison survey

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

Hans-Ulrich Oesterreich, Director Structured Trade & Export Finance, Helaba

When and where?



Miami

30th & 31st January



Amsterdam

8th & 9th May



Frankfurt

September

Meet your instructor:



Doug Schoch,
*Vice President, Working Capital
Finance, Siemens*

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

"The School of Supply Chain Finance turned out as a very comprehensive workshop giving an insight into the various aspects, options and challenges in regards to SCF from a pragmatic perspective."

*Friedemann Kirchhof, Head of Supply Chain Finance, Siemens
Treasury GmbH*

"A thorough and thoughtful introduction to implementing an SCF programme."

Philip Goad, Door Global



Join a course near you!

TXF Training: Supply Chain Finance

Standard rate
2 Day course

\$2559

Team Rate

Send your team across multiple locations at a discounted rate.
Please email **marketing@txfmedia.com** for more details.

To register

Visit:
www.txfnews.com/events

Email:
marketing@txfmedia.com

Call: UK
+44 (0) 20 3735 5180

Or you can fill out the form below and email it to **marketing@txfmedia.com**

TXF Training: Supply Chain Finance (2 Day course)

First Name

Company VAT No (EU only?)

Country

Surname

Invoice address

Tel

Job title

Post code

Email

School Location

PAYMENTS DETAILS:

Payment can be made in one of two easy ways - please tick the appropriate box:

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