



## Supply Chain Finance

### Training concepts

*Knowledge is an important ingredient for quality results. For both, our clients and ourselves.*

Our **training courses** range from short introductory sessions to multi-day workshops including the use of special business simulation tools.

We are happy to **tailor the training** program for your specific training request – live or virtual.

We continuously have an ear on what happens in the market and love to share and discuss our findings. Therefore, we actively engage at conferences as **participants, speakers & trainers**.



SCF Basics

SCF Strategy Building

SCF Program Design

SCF Program Implementation

SCF Program Management

ESG linked SCF

## SCF Trainings & Workshops for Corporates

### SCF Basics:

#### 1. Understanding Supply Chain Finance

- What is Supply Chain Finance?
- Use cases for Supply Chain Finance
- The Cash Conversion Cycle
- SCF solutions and techniques along the value chain
- The players in the SCF ecosystem
- Basics on platform types and technology
- Market trends

#### 2. Getting ready for Supply Chain Finance

- Formulating a SCF Strategy
- SCF goals and KPI
- ESG and Supply Chain Finance
- Selecting the right partners for SCF Programs
- Legal, risk, compliance and accounting aspects
- Deal with organisational challenges
- Road map for SCF program implementation

### SCF Strategy Building workshops:

#### 3. SCF Readiness Check

- Goals and Policies
- Competencies and capacities check
- Purchase2Pay and Order2Cash Processes
- Detailed CCC analysis
- Evaluation of the SCF Potential

#### 4. SCF Strategy and Business Case

- Defining Goals for a SCF Program
- Strategic options for SCF solutions and platforms
- SCF business case
- SCF execution plan

### SCF Program design workshop:

#### 5. Elements of the SCF Program Design

- Goals determination and alignment
- Potential evaluation: WCA, CCC, Spend Analysis
- Costs and benefit's calculation
- Supplier segmentation & prioritization,
- Onboarding strategy
- Organizational implications



### SCF Program Implementation:

#### 6. SCF Program Implementation

- The SCF project team: roles & responsibilities
- SCF goals & KPI alignment
- P2P and O2C process adjustments
- Collaboration with the external partners
- Defining a Supplier onboarding strategy
- Roll-out roadmap
- Program success measurement

#### 7. Special: Procurement Training for SCF

- SCF goals & KPIs
- Supplier segmentation / potential identification / motivations to join
- Supplier onboarding strategy and process
- Negotiation tactics and messaging
- Collaboration with other units
- Roll-out road map

### SCF Program Management:

#### 8. Ongoing SCF program Management

- SCF goals & KPI alignment
- Stakeholder's roles and responsibilities
- SCF Program monitoring
- Stakeholder satisfaction with SCF Program
- Measuring SCF Program success
- Lessons learned & Program adjustments

### ESG linked SCF:

#### 9. Sustainable Supply Chain Finance

- Trends in Green Finance and Sustainability
- Why Sustainable Development Goals (SDG) matter
- The concept of circular economy
- Prerequisites for ESG linked SCF programs
- ESG linked Supply Chain Finance models and programs

## About MH Corporate Finance – Supply Chain Finance Consulting

MH Corporate Finance is an independent corporate finance advisory with a clear hands-on collaborative approach. With our Corporate Finance and Supply Chain Finance consulting we combine the long- and short-term views on corporate capital solutions.

*Supply chain stability as well as cost efficiency and optimal levels of working capital play increasingly important roles for running a business efficiently and with success. Corporates across the globe adopted SCF techniques to support their Supply Chain and financial goals.*

- Today's supply chains are rapidly changing due to globalisation, digitalisation and new technologies.
- The players in the supply chain eco-system are multi-fold. Companies transform their value chains and the way they work and communicate with each other and their financing partners.
- Many corporates are implementing ESG strategies and started their transition towards circular economy.

Supply Chain Finance deals with the needs along the whole value chain of corporates, it caters for optimized financing and risk mitigation and supports collaborative approaches between the parties in the Supply Chain.

### Supply Chain Finance Consulting services for financing providers:

With our SCF Consulting Services we advise corporate clients with regards to their financial supply chain. Considering the complexity of their physical supply chain and specific goals we find, structure and implement adequate Supply Chain Finance solutions and techniques - independent from any provider, leveraging the full market overview and experience.

- Supply chain finance strategy
- SCF Business case & model
- SCF program development & implementation
- Technology and SCF partner selection
- SCF platform partnerships
- SCF Deal structuring support
- Trainings & workshops
- Market analysis & research

Contact us for more information:



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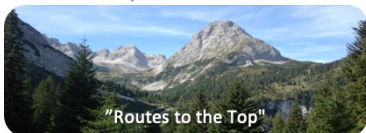
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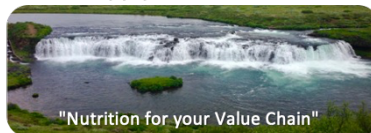
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Corporate Finance



Supply Chain Finance



Direct Investments

