



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 Product Development

SCF Sales & Implementation

SCF Program Management

ESG linked SCF

SCF Trainings & Workshops for Financial Institutions

SCF Basics:

1. Understanding Supply Chain Finance

- What is Supply Chain Finance?
- Purpose and use cases for SCF
- The Cash Conversion Cycle (CCC)
- SCF solutions & 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 Strategy and Business Case

- Defining goals for a SCF Product offer
- Client segments and potential analysis
- Client needs and value propositions
- Detecting gaps in the existing product offer
- Defining the envisaged SCF product portfolio
- Strategic options for SCF solutions and platforms

- Strategic options for the organisational set-up
- Elements of SCF strategy and business case
- SCF target operating model

4. Defining the SCF execution plan

- Project planning: scope, timeline & resources
- Selecting the right partners
- Execution road map

SCF Product Development workshop:

5. Elements of the SCF Product development

- Scoping and project management
- Product program and business requirements (Business, Legal, Credit/Risk/Compliance, Accounting)
- Technology platform & interfaces
- Organisational implications
- Go-to-market strategy



SCF Program Sales & Implementation:

6. Lead Management & Program Design

- Potential evaluation (Wallet sizing)
- Working capital & spend analysis
- Costs & benefit's calculation
- Goals determination & alignment
- Supplier segmentation & prioritization
- SCF pitch presentation

7. SCF Program Implementation

- The SCF coverage team: roles & responsibilities
- SCF goals, KPI alignment & measurement
- Contracting, technical set-up and onboarding
- Collaboration with the client and external partners
- Defining a supplier onboarding strategy
- Roll-out

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 program

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.

Financial institutions of any kind, traditional banks as well as alternative financiers or supply chain finance platform providers, have recognised Supply Chain Finance as a valuable product line for meeting their corporate clients' needs for working capital optimization and stabilization in their value chain.

- Today's supply chains are 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 the transition towards circular economy.

Financing providers face a number of challenges and opportunities from changing environment. Regulation, digitalisation, new technologies and adapted client's behaviour strongly influence the evolution of SCF products and a Supply Chain Finance provider's competitive advantage.

All this triggers and opens the space for new ways of financing. 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:

We very well understand the impacts of current trends from a finance provider's perspective. As a neutral partner with full market overview we can support you to define your future Supply Chain Finance product range and set-up. From strategy building and product design, through technology selection and implementation to the end-to-end operation.

- Supply chain finance strategy
- SCF business model
- SCF product 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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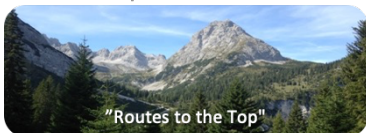
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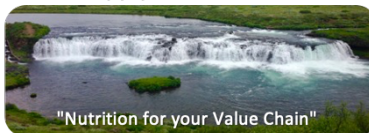
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MH Corporate Finance

Corporate Finance



Supply Chain Finance



Direct Investments

