

Supply Chain Finance 2-days Workshop

Introduction

The role of finance is an integral function of Supply Chain Management (SCM). SCM professionals are confronted with financial decisions and often are ill equipped with the right knowledge in finance to determine the best outcome. Their decisions taken in the areas of planning and execution have a significant impact to the firm's financial performance. SCM professionals have the ability to alter a firm's liquidity position either directly or indirectly on a daily basis. Consider the following sample of topics many SCM professional are confronted with are

- How can we best optimize our inventory levels to improve the firm's cash position and yet meet market demands?
- How do we optimize a spare parts network to enhance liquidity?
- How can we utilize a logistics provider to improve the firm's liquidity performance?
- How should we integrate contribution margins in our order fulfillment process?
- How can we better segment our Supply Chain network based on revenue streams?
- Should we move beyond consignment and engage in Supplier Financing?
- What are the impacts of tariffs to our distribution strategy?
- Can a financial institution really improve our cash to cash cycle of our supply chain, if so how?

Seminar Content

What is the participant's Educational Return on Investment?

- To gain a solid understanding of the theoretical components of Finance that are relevant to Supply Chain Management.
- To understand the role of liquidity management in relation to the various supply chain components (i.e., Demand Management, Order Management, Order Execution, Procurement, Distribution Logistics) and how it can be used for improving your firm's cash position.
- To comprehend the solutions available on the market today from various Financial Institutions (i.e., Reverse Factoring, Warehouse Finance, Letters of Credit, etc.), in order to determine what are the best solutions for your company.
- To evaluate your existing challenges in terms of supply chain liquidity management and develop an action plan for solving those challenges.

Key Learnings

SCM professionals have the ability to alter a firm's liquidity position either directly or indirectly on a daily basis. This workshop provides SCM professionals with the right knowledge and skillset to integrate financial theory into their daily decision-making processes. The program is about learning how to solve real world supply chain problems with an integrated skillset of financial theory.



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Seminar Didactics

This workshop is action orientated. It is designed for the learner that wants to be engaged in the learning process. There is no "death by PowerPoint" in this interactive workshop. We utilize a learning process that integrates theory with applied problem solving. You will be able to see firsthand why finance is an integral function of supply chain through a life like supply chain experience called the "Cool Connection". More information below.

Target Audience

Any SCM professional stuck between a CEO demanding better customer service and a CFO demanding better liquidity management . We also invite and welcome any SCM professional that is looking to expand their knowledge in this ever growing field of supply chain finance. We assume you might have forgotten a lot since your time in the University or you may have never studied Finance so we designed this workshop knowing we will have to bring you up to speed.

About *The Cool Connection*



The Cool Connection is a manufacturing company of personal care products. However, the company is in bad shape, it's making a loss, has a high debt level and a broken supply chain. A new management team needs to help in the crisis. Teams of four – representing the roles Sales, Finance, Purchasing and Supply Chain – need to work together and take the right strategic and tactical decisions.

The Cool Connection delivers the ultimate (financial) supply chain learning experience to bridge theory and practical application in a real life environment whilst creating an optimal fit with participants learning objectives. They experience the power of true alignment and a well articulated strategy, supported by tactical skills and knowledge, tear down functional silos and create the right cross functional mindset.

Seminar Dates and Venues

This workshop is offered in-company. Dates, Venues and Fees on request.

Contact

Do you need more information or do you like to request an offer? Please contact us:

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