

# REENGINEERING SUPPLY CHAIN FINANCE INTO PROFITS



## **A workshop for corporate financial executives and professionals engaged in global trade**

**This highly innovative and interactive executive workshop provides practical guidance to CEOs, CFOs, corporate treasurers, other senior executives, managers, professionals, entrepreneurs, board directors and the legal counsel of corporations involved in global trade.** Our highly interactive online workshop sessions are tailored to specific objectives of private companies and government agencies. This is the only action-oriented workshop that deals exclusively with the present-day strategies and opportunities of monetizing and managing cross-border business using new profitable transaction and payment services.

BelPay has developed a unique way to innovate your corporate Supply Chain Finance (SCF) – by conducting videoconferencing workshops. Substantial changes in the post-COVID-19 economy have drastically increased global competition and reduced profitability of many core products. Globally growing businesses are actively looking for new sources of revenues and efficiencies by improving their SCF. In the past these challenges would be led by physical sessions of internal Innovation Teams, bringing participants together from different locations and devising actionable solutions. Today, this option may no longer be feasible, as it is slow and expensive.

To meet this challenge, BelPay has a novel virtual approach to run the Innovation Team. Our workshops, operated by BelPay's top monetization and backroom technology experts using our innovation methodology, help to identify pain points in your corporate SCF activities. Using cutting-edge approaches, rapid results are achieved in ensuring successful implementation of your corporate strategic goals—by focusing on creating tangible value every step of the way. Following our progressive SCF methods can potentially save your company as much as 10% to 20% of your international payment expenses. A typical company has the potential to show tangible returns, impacting bottom line profits the first year.

Selling abroad is a matter of survival and growth for many companies. A company that imports substantially from China, or exports occasionally to Brazil, or makes regular payroll payments for a Polish subsidiary often cannot get foreign currency liquidity to support their overseas sales. A company might lose more cash on foreign exchange than its overseas profits. Even profitable exporters and importers often lose money due to unexpected currency volatility and numerous risks inherent in international supply chain finance.

BelPay can help multinational vendors explore and implement comprehensive and cost-effective solutions to commonly experienced challenges in SCF processes. Our workshops improve profitability, sustainability, and support for worldwide growth. We will demonstrate how to reduce overhead and risk; raise efficiency of the supply chain and use global currencies to improve the bottom line. Participants learn the most advanced means of monetizing and managing their cross-border businesses. BelPay's ongoing support after the virtual workshop helps to achieve objectives and implementation of your corporate roadmap.

## **A virtual workshop with follow-up individual discussions**

*This is a unique opportunity to participate in an interactive workshop for executives, finance directors, managers and professionals of corporate treasuries. It deals exclusively with the present-day strategies of monetizing new profitable services triggered by the introduction of innovative technologies. We help decision makers use this unique opportunity to explore innovative financial services that deliver increased efficiencies and profit margins.*

You and your colleagues will explore comprehensive and cost-effective solutions to commonly experienced challenges in SCF processes in support of international trade. The focus is on how corporations can control risks and reduce losses when exchanging currencies or transferring money across the globe. During and after the workshop, the participants can engage in discussions with the presenters and their colleagues, raising and

clarifying individual issues of their own corporate concerns. The event's agenda includes stimulating online social networking activities for the participants.



BelPay's workshops include the following elements:

- Innovation through discussions and examples of the latest products, technologies, and processes
- Novel approaches for monetizing international operations
- Preparing for the next perpetual crisis in the global supply chain
- Your team's management of the existential risks in SCF: *Failure is not an option!*

BelPay's sessions are conducted with a small number of participants guarantying thoughtful attention. Our virtual workshops are based on the original microeconomic and technical research that ensures effective financial optimization. As a follow-up, BelPay is often requested by committed executives to conduct *brainstorming sessions* that initiate rapid innovation of corporate SCF strategies.

BELPAY's primary goal is to help monetizing international business transactions. This interactive event is hosted by BELPAY, [www.belpay.be](http://www.belpay.be). Our headquarters is located in Brugge, Belgium. Our advanced financial analytical and technical research facilities are in Canada and other countries. For more information, see us at: [www.belpay.be/events](http://www.belpay.be/events).

## Customer testimonials from previous workshops

- *"You have my attention for really innovative and exciting opportunities!"* – CFO, Dutch global corporate
- *"Let me say that the content was very interesting! All the speakers were also very interesting and innovating"* – senior payments consultant
- *"[The workshop] gave me so much self-confidence, that I am now willing to accept the idea that I could [...] truly design the 'ideal bank' from scratch."* – international banking executive

## Faculty

**Nahum Goldmann**, President, ARRAY Development (Canada), is a leading expert and a renowned lecturer on building, securing and monetizing ecommerce and eGovernance. He has extensive knowledge of eBanking, ecommerce, ePayments and supply chain finance environments for transactional delivery of financial and administrative services, as well as business transformation and process reengineering services for financial institutions and government organizations.

**Francis Charie**, is an executive consultant specialized in payments and cash management. He works as a business consultant for several large financial institutions in Europe (BNP Paribas, ING Bank, KBC Bank, Raiffeisenbank, Natixis, Unisys Payments UK, Commerzbank, etc.) His domains of expertise are PSD2, Open Banking and API's, international payments, and Bank-as-a-Platform. He specializes in liquidity and treasury management for banks and internationally trading companies. Francis has hands-on experience in blockchain with Ethereum and HyperLedger Fabric with strong knowledge of cyber security.

**Chris Principe**, is a futurist, innovator and globally recognized expert in transaction banking, trade finance, supply chain finance, cash management, foreign exchange, payments, and technology. This experience was gained over 30 years worked in Global Trade as a consultant, exporter, importer, banker, trainer, and financial solutions provider throughout the USA, Europe, Middle East, Africa, and Asia. He serves as the official Trade Finance instructor for the Florida International University and FIBA certification program. Chris is the publisher of Financial IT magazine, [www.financialit.net](http://www.financialit.net).