

KIPROD

Transforming Institutions In Support For Sme's

BUYER-BACKED SUPPLY CHAIN FINANCE

Enhance your understanding of Global trade and supply chains on this course.



COST: KSHS 48,000 + VAT

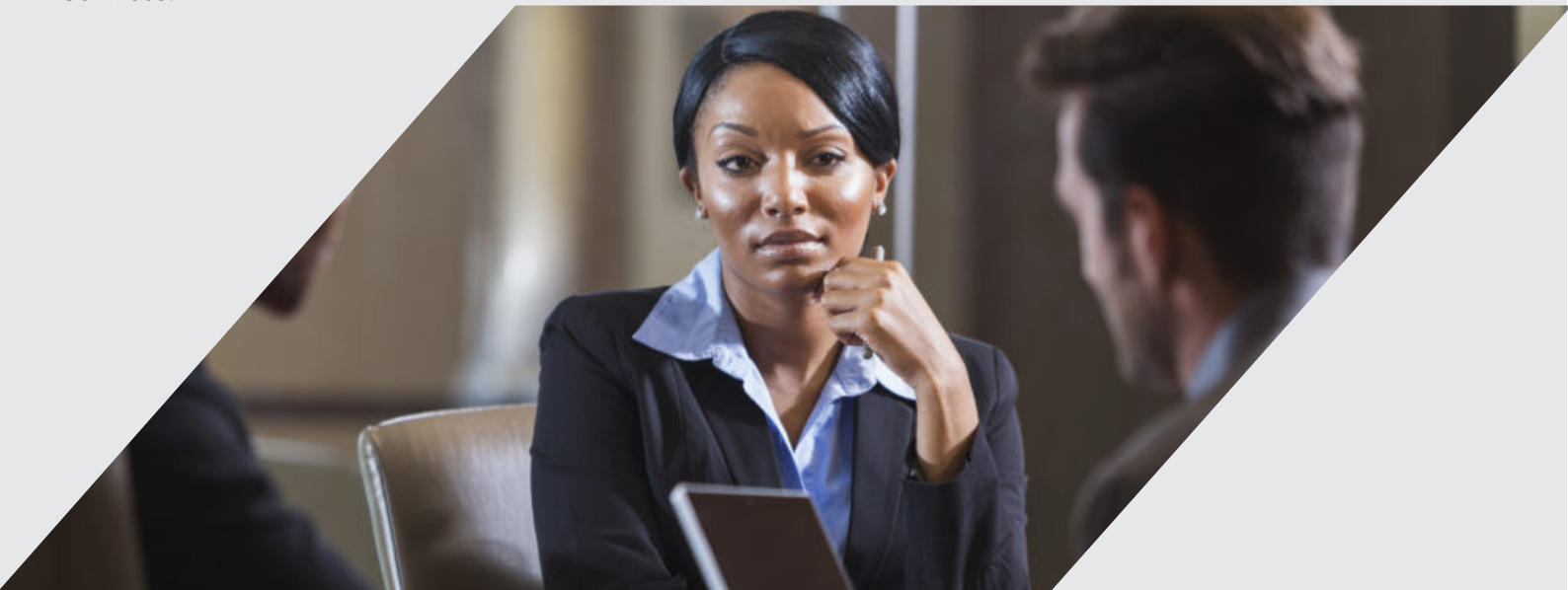
VENUE: Radisson Blu Hotel, Nairobi Upper Hill

BUYER-BACKED SUPPLY CHAIN FINANCE

This Buyer- backed Supply Chain Finance (BSCF) course has been developed to provide you with an understanding of global trade, physical, financial, information supply chains and identifying their financial consequences.

Additionally, this course will help you build the best BSCF strategy to be offered to your SME clients, making them more bankable and incorporating the Payables Management Service and reverse tools provided by KIPROD. KIPROD BSCF, will help you create opportunities for corporates to leverage their investment-grade risk rating and credit worthiness to provide their strategic suppliers with access to affordable, on-demand cash from your banks.

Education, being a key element for the growth of our industry, continues to remain a top priority for KIPROD. This time, we are excited to present our new course on Buyer- backed Supply Chain Finance, a unique learning experience offered by KIPROD Risk Management Services.



TARGET AUDIENCE

- ✓ Heads of SME Departments
- ✓ Business Development managers
- ✓ Credit Managers
- ✓ Heads of IT
- ✓ Risk officers
- ✓ Internal Audit
- ✓ Key customer anchors

PROGRAMME BENEFITS & OPPORTUNITIES FOR THE BANKS

Large market with good growth potential: Supplier finance opportunities exist in multiple sectors, including: Schools, FMGs, Logistics, Hotels, Retail Chains, Health Insurance, Hospitals, Pharmaceuticals, Manufacturing, Security, Petroleum, Airlines Construction, sugar, coffee, fruit, vegetables, and flowers.

Attractive financing niche: Supplier demand for finance is already there and the involvement of buyers reduces collateral risk, which further enhances the attractiveness of these deals.

Improved credit risk: Supporting suppliers to implement best practice and governance standards will enhance risk management, operational efficiency, and increased profitability, reducing financial liabilities the bank.

Improved customer service: Finance is essential to help suppliers produce a better quality product that meets buyer eligibility requirements. Benefits for the Bank come from building competitive supplier businesses, which add to portfolio returns.

Provision of efficiency gains among clients to create growth potential, leading to an expanded need for banking services.

Market differentiation: Banks well-acquainted with the specificities of the sustainable supplier market and offering value-adding financial services in this area can extend their market reach in a highly competitive SME market.

Increased brand value: The Bank can enjoy the reputational benefits of supporting businesses with high operating standards among policymakers, investors, and customers.

Very Profitable: Lending to SMEs the bank would otherwise not have lent because of their poor credit quality, and at the same time lending to corporates at a rate more than on traditional lending.



PROGRAMME TOPICS

1

UNDERSTANDING THE SUPPLY CHAIN

This module will provide you with the process of thinking on how the current events shape the future of the supply chain

2

GLOBAL TRADE AND THE INCREASED ROLE OF OPEN ACCOUNT SOLUTIONS

This module will help you familiarize yourself with the various customer needs of SME's, Mid-market and Major Corporate companies.

3

A BRIEFING ON PAYABLES FINANCE AND ITS VARIATIONS

In this module, our attention will switch to Buyer-backed Supply Chain Finance, which has been the fastest growing solution in the world of trade and supply chain finance in recent years.

4

THE BUYER (ANCHOR)

This module will help you consider the role of the Buyer in BSCF programme and focus on major corporate companies (MCC'S).

5

ESTABLISHING A BUYER-BACKED SUPPLY CHAIN FINANCE PROGRAMME

In this module, we will look at the different steps and considerations made by the finance Provider, (the Banks in this case), when establishing a BUYER-BACKED SUPPLY CHAIN FINANCE programme in their organization with an MCC.

6

KIPROD AND BUYER-BACKED SUPPLY CHAIN FINANCE

In this module, we will consider the role that KIPROD can play for its clients wishing to provide BUYER-BACKED SUPPLY CHAIN FINANCE programme to clients.

*KIPROD BSCF will exclusively enable you expand your funding services by incorporating into your portfolio, smes which, you would otherwise not extend credit to because of the perceived high risk in this segment
At kiprod bscf, we create opportunities for corporates to leverage their investment-grade risk rating and credit worthiness to provide their strategic suppliers with access to affordable, on-demand cash from one or more banks.*

COURSE DELIVERY METHOD

The course is instructor led(in class) with case studies to provide practical application of the tools and techniques.

VENUE

Radisson Blu Hotel, Nairobi Upper Hill

COURSE DATES

27th – 28th Oct, 2022

COURSE FEES

Your investment in this Premium Course will cost you Kshs 48,500 + VAT

PAYMENT INSTRUCTIONS

PAYMENT INSTRUCTIONS

An invoice will be sent to you as soon as you return to us the completed and signed nomination form indicating the delegate details.

By Electronic Funds Transfer

Payments may be made by bank transfer and must be made without charges to the beneficiary, payable to KIPROD Consultants Ltd

Details are as follows:

Account number: 10011202000120

SWIFT Code: CONKKENAXXX

CONSOLIDATED BANK OF KENYA LTD

KOINANGE STREET BRANCH

By Cheque

Full payment in Kshs payable to 'KIPROD Consultants Ltd'. The Cheque shall be banked directly into our KIPROD Consultants Ltd bank account 10011202000120

IMPORTANT: space is not guaranteed until payment is received

Discount

Early bird discount – A discount of 5% on the cost of the course will be given for bookings received and paid for no later than two weeks prior to course commencement.

Group discount – A discount of 5% will be given on the 3rd and every subsequent participant who attends from the same organization. You will also get a Coupon to invite one of your Key Corporate anchors to attend alongside your team. If you wish to bring an extra member your Corporate anchor customer team, you will be required to pay a nominal fee of Kshs 15,000.

Cancellation – A full refund, less KES 15,000 administration, will be made for any cancellations received in writing not later than 7 days prior to course commencement.

For cancellation received within 7 days of course commencement, no refund will be given but payment can be transferred to another Metropol ICM course up to 5 years ahead.

Transfer – A replacement delegate is acceptable. Please inform us as soon as possible of any change of delegate.

“KIPROD reserves the right to cancel or postpone or change venue of this programme due to circumstances outside its control. Where cancellation occurs, participants from whom payment will have already been received will be given full refund.”

IN-HOUSE TRAINING SOLUTIONS

SAVE MONEY – IMPROVE PERFORMANCE – REDUCE RISK

Many organizations have realized that KIPROD RMS in-house courses offer so much more than conventional courses. Here is why:

- ✓ Quality is critical to our success. Our reputation has been built over 10 years by delivering programmes of the highest standard. We will never compromise on our desire to ensure that our courses surpass the expectations of our clients, not meet them.
- ✓ KIPROD RMS is the chosen in-house training provider for some of the East African's leading Financial institutions, so rest assured you'll be in good company.
- ✓ We focus on providing our clients with training solutions that are specifically designed for them in order to help them address their key business challenges
- ✓ KIPROD RMS programmes are designed by practitioners for practitioners. We equip our clients with the practical skills and knowledge they need to succeed
- ✓ We've been supporting our clients for over 10 years; you can be sure that, as such, our track record makes us the lowest risk training partner you could find
- ✓ By focusing on the business issues behind the training need, we can ensure that the content and focus are targeted 100% on the needs of the business