ENSURE LIQUIDITY FOR GROWTH

Taking the lead towards Financial Resilience

November 10, 2011
Zaragoza Logistics Center
Zaragoza (Spain)

GENERAL INFORMATION

Location
The course will take place at the Zaragoza Logistics Center located in PLAZA, the largest logistics park in Europe.

Dates
Course duration: 1 day
Start date: November 10th, 2011

Course Fee
Course fee: 950€. This fee covers:
· Full cost of tuition
· Training materials
· Transfer from/to the hotel
This course can be funded by the Tripartite Foundation. Discounts available for the second registrants from the same Employer.

Travel & Accommodation
Participants are responsible for making their own travel arrangements. However, the organization will provide assistance to help you to organize your trip.

Application, Deadline & Scholarships
For further details regarding the course:
www.zlc.edu.es/SFI
Contact program Coordinator:
Roberto Martinez
rmartinez@zlc.edu.es
ABOUT THE SFI

The Supply Chain & Finance Institute (SFI) at the Zaragoza Logistics Center (ZLC), a world-class leader in supply chain management research and education, was recently established as an international organization to promote the study of the interaction between supply chain and finance areas. Its main objective is to successfully provide best practices to practitioners in supply chain and/or finance by balancing the trade-offs between liquidity, risk and value.

As of now, executive professionals are still longing to maximize for maximizing value along the process from source payment to customer money collection. With the involvement in supply chain and finance, there is huge potential to gain access to capital resources, optimize working capital and reduce costs, while controlling operational and financial risk; thus, giving the opportunity to efficiently manage global operations and maximize shareholders’ earnings.

Together with the academic support of the MIT-Zaragoza faculty and with close ties with experts and leading industry professionals, the Institute has the ability to identify and offer real applicable business solutions through its unique educational platform, innovative research and up to date training.

PROGRAM

Designed for top leading executives from both operational, mainly procurement, and financial areas from companies across all industries, as well as international and national companies that provide financial services, looking for new techniques to improve working capital, enhance procurement to payment processes, and mitigate operational and financial risk.

Operations changes, financial crisis effects, working capital inaccessibility, technological challenges and fierce competition are some of the most important elements that support the importance of finding new and innovative ideas for continuous improvement in a globalized world.

According to some professionals and academics, there are significant hidden costs in a supply chain, which are barely identifiable, creating a massive financial burden for most companies. This seminar intends to avoid such uncertainties by transferring knowledge through SC&F best practices.

Objectives

- Enhance the understanding and implementation of SC&F concepts to improve working capital requirements
- Mitigate operational and financial risks across the entire supply chain by embracing the financial and banking sector as a strategic partner
- Improve corporate performance by combining operational and financial decisions
- Secure the necessary funding for your supplier in order to avoid any physical supply chain disruption
- Prepare yourself to implement your newly-learned SC&F tools successfully, as you learn from world-class business techniques and cutting edge academic insight

Our Methodology

Our focus is to create a win-win scenario for both the buyer and the supplier by linking operations needs to financial performance. In the end, to be able to manage a more cost efficient end-to-end supply chains.

FACULTY

Dr. Daniel Corsten
Professor, Instituto de Empresa (Madrid); Ph.D. from University of St. Gallen

Dr. Alejandro Serrano
Professor, Zaragoza Logistics Center, Ph. D. from the MIT-Zaragoza Logistics Program at the University of Zaragoza

Schedule

November 10, 2011

08.00 Registration
08.30 Welcome & Introduction
09.00 Academic Perspective on Working Capital Requirements and KPI’s
  Dr. Alejandro Serrano, ZLC
10.30 Case Study: Dell (Working Capital)
  Dr. Daniel Corsten, ZLC
12.30 Network Lunch
13.30 Trade credit: Importance and Applications of Reserve
  Factoring / Inventory Financing
  Dr. Daniel Corsten
15.00 Break and Informal Discussion
16.00 Supply Chain & Finance: Business Approaches
  and IT Banking Platforms
  Dr. Daniel Corsten, IE
17.30 Summary
18.00 Close and Diplomas

* A welcome session followed by tapas tour will take place on Nov 9 at 20.00 at the lobby of the hotel.