Optimizing the Financial Supply Chain for Cost Reduction Training Course

05 - 09 Oct 2026

Kuala Lumpur

5200 € (Per Person)

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Course Introduction / Overview:

This course provides a comprehensive exploration of the Financial Supply Chain (FSC), a critical yet often overlooked area where finance and operations intersect to unlock significant value. The program moves beyond traditional supply chain management to focus on optimizing the flow of funds, information, and financial risk from the point of procurement to the final customer payment. Participants will gain a deep understanding of how to manage working capital effectively, reduce financing costs, and mitigate financial risks across their entire supply chain ecosystem. Drawing on principles discussed by academics like Erik Hofmann in works such as "Supply Chain Finance," this course emphasizes the strategic integration of physical and financial flows. At BIG BEN Training Center, we have designed this curriculum to be intensely practical, equipping professionals with the tools to analyze their procure-to-pay and order-to-cash cycles, identify inefficiencies, and implement robust cost optimization strategies. By mastering these concepts, attendees will be empowered to enhance corporate liquidity, strengthen supplier relationships, and build a more resilient and profitable supply chain, turning a traditional cost center into a strategic competitive advantage for their organization.

Target Audience / This training course is suitable for:

- Finance Managers and Directors.
- Supply Chain and Logistics Managers.
- Procurement and Sourcing Professionals.
- Treasury and Working Capital Managers.
- Operations Managers.
- Corporate Financial Analysts.
- Accounts Payable and Receivable Managers.
- Commercial and Contract Managers.
- Internal Auditors and Compliance Officers.

Target Sectors and Industries:

- Manufacturing and Industrial Production.
- Retail and Consumer Goods.
- Logistics and Transportation.
- Pharmaceuticals and Healthcare.
- Technology and Telecommunications.
- Automotive and Aerospace.

- Energy and Utilities.
- Governmental agencies and public sector organizations.

Target Organizations Departments:

- Finance and Accounting Department.
- Supply Chain Management Department.
- Procurement and Purchasing Department.
- Treasury Department.
- Operations Management Department.
- Logistics and Distribution Department.
- Strategic Planning Department.
- Internal Audit and Risk Management Department.

Course Offerings:

By the end of this course, the participants will have able to:

- Analyze the complete financial supply chain to identify areas for cost reduction.
- Master working capital optimization techniques across payables, receivables, and inventory.
- Evaluate and implement various supply chain finance solutions like reverse factoring and dynamic discounting.
- Develop strategies to shorten the cash conversion cycle and improve corporate liquidity.
- Identify and mitigate financial risks inherent in the global supply chain.
- Leverage technology to automate and enhance procure-to-pay and order-to-cash processes.
- Improve supplier and customer relationships through optimized financial collaboration.
- Construct a business case for implementing financial supply chain improvement projects.
- Measure the performance of the financial supply chain using key performance indicators (KPIs).
- Align financial supply chain strategies with overall corporate objectives for sustainable growth.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and participant-centered, ensuring that theoretical knowledge is translated into practical, applicable skills. This course utilizes a blended learning approach that combines expert-led presentations with intensive, hands-on exercises. Participants will engage in detailed case study analyses of real-world companies that have successfully optimized their financial supply chains, dissecting their strategies and outcomes. Collaborative group workshops and brainstorming sessions will encourage peer-to-peer learning and the exchange of diverse industry perspectives. Interactive simulations will allow attendees to make decisions regarding working capital, financing, and risk in a controlled environment, experiencing the direct impact of their choices. We emphasize a problem-solving approach, where participants are encouraged to bring their own organizational challenges to the table for discussion and strategic resolution. Continuous feedback from the instructor and peers is a core component, ensuring a deep and lasting understanding of the concepts. The focus is on equipping attendees with a practical toolkit they can immediately deploy to drive cost optimization and efficiency within their own organizations.

Course Agenda (Course Units):

Unit One: Fundamentals of the Financial Supply Chain

- Introduction to the Financial Supply Chain (FSC).
- Differentiating between the physical and financial supply chains.
- Key components: Procure-to-Pay (P2P) and Order-to-Cash (O2C) cycles.
- The critical role of working capital management.
- Understanding the Cash Conversion Cycle (CCC).
- Mapping financial and information flows in your organization.
- Identifying key stakeholders in the FSC.

Unit Two: Working Capital and Cash Flow Optimization

- Deep dive into Accounts Payable (AP) optimization strategies.
- Techniques for effective Accounts Receivable (AR) management.
- Inventory management's impact on cash flow.
- Strategies for shortening the Cash Conversion Cycle.
- Implementing dynamic discounting and early payment programs.
- The role of treasury in working capital optimization.
- Cash flow forecasting within the supply chain context.

Unit Three: Strategic Cost Reduction in the Supply Chain

- Analyzing total cost of ownership (TCO) in procurement.
- Cost-saving strategies in logistics and transportation.
- Reducing process costs through automation in P2P and O2C.
- Negotiation tactics for better payment terms with suppliers.
- Identifying and eliminating hidden supply chain costs.
- Benchmarking costs against industry standards.
- Building a continuous cost improvement culture.

Unit Four: Supply Chain Finance (SCF) Instruments and Technology

- Overview of Supply Chain Finance (SCF) solutions.
- Exploring reverse factoring and approved-payables financing.
- Understanding receivables financing and factoring.
- The role of technology platforms in enabling SCF.
- Introduction to blockchain applications in trade finance.
- Using data analytics to identify optimization opportunities.
- Evaluating and selecting the right FSCM technology partner.

Unit Five: Risk Management and Strategic Implementation

- Identifying and assessing financial risks in the supply chain.
- Strategies for mitigating supplier bankruptcy and default risk.
- Managing foreign exchange and geopolitical risks.
- Developing a strategic roadmap for FSC optimization.
- Building a compelling business case for FSC initiatives.
- Key Performance Indicators (KPIs) for monitoring FSC performance.
- Creating a collaborative framework between finance, procurement, and supply chain teams.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

As global supply chains become more digitized and interconnected, how might the traditional roles of finance and procurement departments merge to create a single, unified financial-operational command center?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself by offering a holistic and integrated perspective that bridges the critical gap between finance, procurement, and supply chain operations. Unlike programs that treat these functions in isolation, our curriculum is built on the principle that true cost optimization is only achievable when financial flows are managed with the same rigor as physical logistics. We move beyond theoretical discussions to provide a practical, implementation-focused toolkit. Participants will not just learn about concepts like dynamic discounting or reverse factoring; they will engage in simulations and case studies that teach them how to build a business case, select appropriate technology, and manage the change process within their organizations. Furthermore, the course content is forward-looking, incorporating the latest trends in digitalization, data analytics, and blockchain technology, ensuring the skills learned are relevant for the challenges of tomorrow. The emphasis is on creating strategic thinkers who can see the entire financial ecosystem of their supply chain, identify leverage points for value creation, and drive measurable improvements in liquidity, cost, and resilience.