

# FINANCIAL-SUPPLY CHAIN MANAGEMENT MASTERCLASS

*Bridging gaps between Physical and Financial Supply Chain for working capital, sales growth and profit margin optimization*

**12th - 13th November 2007 • Goodwood Park Hotel Singapore**



**Course Facilitator:**

**Mr. Bill Bronsky**  
Managing Director  
**OBA (The Office for Business  
Architecture)**

[www.obaconsulting.com](http://www.obaconsulting.com)

**Author of recent publications:**

[Connecting Supply & Demand Global Survey on Sales & Operations Planning](#),  
[Global survey on tax efficient supply chain management](#) and articles in [Top Consultant](#),  
[Supply Chain Europe](#) and [Logistics Europe](#)

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**“Companies with optimised financial supply chains have 30% to 35% better market capitalisation than companies that haven’t. However, forging the links between finance, tax and operational departments is hard, particularly as supply chains enlarge and globalise.”**

*- Euromoney*

### Testimonials from Bill’s clients

“OBA’s ability to bring a wealth of relevant experience directly from a number of different companies has helped Unilever develop an external perspective on our supply chain...We have no hesitation in further recommending OBA”.

*- Global SOP Director, Unilever*

“Bill’s ability to connect different organisations to benefit from shared learnings has been of timely help for our program. I see this particular business model to be of great value for organisations to learn from each other.”

*- Supply Chain Manager, Shell*

“Bill has a wealth of knowledge in developing and integrating financial, IS and supply chain solutions to deliver real business value. His wide network of contacts will ensure that best in class practices can be shared and fully utilised.”

*- Head Of Supply Chain Management, Syngenta*

### **CAPITALIZE ON THE EXPERT KNOWLEDGE TO GAIN MAXIMUM VALUE ON THESE VITAL ISSUES:**

- **Learn** how the best performing companies financially optimise their supply chain
- **Understand** what board room executives really want from financial supply chain management solutions
- **Leverage** on frameworks and operating models to enable the supply chain to make a profitable impact on your business
- **Grasp** on supply chain management’s potential in improving the 3 key drivers of financial performance: revenue growth, profitability and capital utilisation
- **Assess** your readiness to adopt and integrate finance and supply chain
- **Hear** top business strategies to improve working capital/service optimisation
- **Using** financial information to make critical business decisions
- **Measure** financial supply chain management performance
- **Learn** how to audit/health check your financial supply chain

UNI training courses are thoroughly researched and carefully structured to provide practical and exclusive training applicable to your organization.

Benefits include:

- Thorough and customized programmes to address current market concerns
- Illustrations of real life case studies
- Comprehensive course documentation
- Strictly limited numbers
- Pre-course questionnaires

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