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COURSE BROCHURE

Supply Chain Finance and Supplier Funding Training Course

7 – 11 February 2027
Kuala Lumpur

Supply Chain Finance and Supplier Funding Training Course

Ref: 2212_81817 **Date:** 7 – 11 February 2027 **Location:** Kuala Lumpur **Fees:** 4600 GBP

Supply Chain Finance and Supplier Funding is a 1-week training course for finance managers and treasury staff who decide how buyer-led funding supports suppliers, and each participant builds a Supplier Funding Facility Blueprint. Organisations now use their own credit standing to fund suppliers earlier, protecting fragile supply bases while extending payment terms without harming those who deliver goods. Jupiter Prime Training delivers this course for treasury teams that own supplier funding choices.

Why Supply Chain Finance and Supplier Funding Matters Now

Three pressures push supplier funding onto the treasury agenda. Higher interest rates make smaller suppliers pay heavily for their own borrowing, so their survival depends on cheaper funding linked to a stronger buyer. Procurement teams want longer payment terms, which can starve suppliers unless an early payment route exists. Auditors and rating analysts look more closely at how reverse factoring is presented, because it can resemble debt. Done well, these facilities steady the supply base; done badly, they hide leverage. The course rests on reverse factoring, dynamic discounting and receivables purchase as linked techniques.

Who Gains Most from Supply Chain Finance and Supplier Funding

- Specialists who set payment terms and early payment options for strategic suppliers
- Analysts who compare funding partners, discount rates and onboarding conditions for supplier facilities
- Controllers who decide how buyer-led funding is classified and disclosed in the accounts
- Procurement finance partners who link sourcing decisions to supplier liquidity and resilience
- Treasury officers who weigh surplus cash against third-party funding for early supplier settlement

Treasury and procurement finance groups that attend together gain most, since terms and funding must follow one facility design.

Supply Chain Finance and Supplier Funding Capabilities

Participants leave able to choose, price and govern the right supplier funding technique for each supplier segment.

- Assess which suppliers benefit from reverse factoring or dynamic discounting — supplier segmentation decisions
- Calculate the annualised return of an early payment discount — treasury surplus cash allocation
- Compare funding partner proposals on pricing, onboarding and platform features — partner selection
- Design payment term extensions that keep suppliers whole through funding — procurement and supplier relations
- Specify disclosure and classification tests for buyer-led facilities — auditors and rating analysts
- Build a supplier onboarding and adoption plan with measurable uptake — facility sponsors

Key Supply Chain Finance and Supplier Funding Terms

- Reverse factoring — a buyer-arranged facility where a funder pays approved supplier invoices early at a rate based on the buyer's credit standing.
- Dynamic discounting — early settlement funded by the buyer's own cash, with a discount that shrinks as the payment date approaches.
- Approved payable — a supplier invoice the buyer has confirmed it will pay in full on the due date.
- Funding partner — the bank or non-bank funder that purchases approved payables from suppliers.
- Supplier onboarding — the process of signing suppliers onto a facility, including know-your-customer checks and platform access.
- Payment term extension — lengthening the agreed days to pay a supplier, often paired with an early funding option.

Supply Chain Finance and Supplier Funding Day by Day

Day 1: The Supplier Funding Landscape

- Buyer Credit Arbitrage — Why Supplier Funding Costs Fall
- Supplier Segmentation Matrix — Which Suppliers Need Early Funding
- Payment Term Benchmarking — Where Terms Sit Against Peers
- Cash Conversion Cycle Levers — Where Payables Fit Among Debtor and Stock Days
- Supplier Liquidity Stress Signals — Spotting Fragile Links Early

Day 2: Reverse Factoring Mechanics

- Approved Payable Workflow — Invoice Confirmation and Funding Timing
- Funder Pricing Build-Up — Base Rate, Margin and Fees
- Tripartite Agreement Clauses — Rights and Recourse of Each Party
- Platform Selection Criteria — Integration With Purchasing Systems
- Multi-Funder Structures — Capacity and Concentration Choices

Day 3: Dynamic Discounting and Own-Cash Funding

- Sliding-Scale Discount Curves — Return on Surplus Treasury Cash
- Annualised Discount Yield — Comparing Against Deposit Returns
- Hybrid Funding Switch — Moving Between Own Cash and Funders
- Receivables Purchase Alternatives — Supplier-Led Options Compared
- Short-Term Cash Forecast Link — Funding Capacity Week by Week

Day 4: Accounting, Disclosure and Facility Control

- Debt Versus Trade Payable Tests — Classification Judgement Points
- Disclosure Narrative Drafting — What Analysts and Auditors Expect
- Supplier Uptake Dashboard — Tracking Adoption and Funded Volume
- Funder Withdrawal Scenarios — Contingency for Lost Capacity
- Facility Governance Charter — Roles Across Treasury and Procurement

Day 5: Practising the Supplier Funding Facility Blueprint

- Segmentation Matrix Applied — Choosing the Pilot Supplier Group
- Technique Selection Applied — Reverse Factoring or Discounting per Segment
- Pricing Comparison Applied — Ranking Funder Proposals
- Onboarding Sequence Design — Supplier Communication and Sign-Up Steps
- Supplier Funding Facility Blueprint — Final Design and Sponsor Sign-Off

Applying Supply Chain Finance and Supplier Funding After the Course

- Run the supplier segmentation matrix on the top two hundred suppliers and shortlist a pilot group for early funding.
- Calculate annualised discount yields on current early payment requests and compare them with treasury deposit returns.

Supply Chain Finance and Supplier Funding Questions FAQ

What is supply chain finance and supplier funding, and why does it matter now?

Supply chain finance and supplier funding uses a buyer's credit standing or cash to pay suppliers early. It matters now because higher rates squeeze smaller suppliers.

Which roles gain most from supply chain finance and supplier funding skills?

Treasury officers, finance managers and procurement finance partners gain most. Each sets terms, chooses funders or approves accounting treatment for buyer-led facilities.

How does supply chain finance and supplier funding differ from a general working capital course?

Supply chain finance and supplier funding focuses on one lever: buyer-led funding of payables. A general working capital course spreads across debtors, stock and payables, while this one goes deep into reverse factoring, dynamic discounting, funder pricing and disclosure.

What do you bring back from supply chain finance and supplier funding training?

You bring back a facility design ready for sponsor review. It names the pilot suppliers, technique per segment, ranked funders and onboarding steps.

Supply Chain Finance and Supplier Funding: The Way Forward

The Supplier Funding Facility Blueprint first informs which supplier group enters a pilot and which technique funds it. Treasury uses it to brief funders, procurement uses it to open term discussions, and controllers use it to settle classification. After the first funding cycle, revisit supplier uptake and funder capacity, since adoption rather than pricing usually decides whether the facility pays back.