



To BLOCKCHAIN... OR TO DLT?

DISTRIBUTED LEDGER TECHNOLOGY AS A DISRUPTIVE CATALYST FOR REDUCING SUPPLY CHAIN COSTS

A Workshop for banking, VC, SI and corporate supply chain executives
on the distributed ledger technology's potential to modernize supply chain
and radically reduce its costs

Monday, December 11, 2017 and Friday, January 12, 2018

FIBA Conference Room, Miami, FL

This comprehensive workshop provides guidance to senior executives, managers and professionals in charge of innovating supply chain (SC) services – at banks, VCs, other financial institutions (FIs), system integrators (SIs), corporate operations, procurement, finance, logistics and legal teams. Using novel Distributed Ledger Technology (DLT), corporations involved in the global trade can radically improve the overall efficiency of their corporate SC systems, as well as profit margins and costs, minimize risk and substantially reduce their administrative overhead. Senior executive participants will explore comprehensive and cost-effective solutions to commonly experienced opportunities and challenges in streamlining Supply Chain Management (SCM), Supply Chain Logistics (SCL) and Supply Chain Finance (SCF) in support of international trade.

Today, selling globally is a matter of survival and growth for many companies. However, a company that imports substantially from China, or exports occasionally to Brazil, or needs to implement efficiently regular payroll payments for a Polish subsidiary often cannot get foreign currency liquidity to support their overseas sales. Sometimes, after a very difficult foreign sale, a vendor might lose more cash on foreign exchange than it could make on overseas profits. Even profitable exporters and importers often lose money due to numerous risks inherent in the international supply chain logistics and finance.

Radically improving efficiency and yield value of the worldwide B2B wholesale trading infrastructure has been listed among the top global economic problems. For the last 50 years, manufacturing has been considerably reengineered and robotized, which resulted in massive cost reductions. In contrast, despite its substantial computerization, SC overhead in many new corporations often reaches 70-80% of corporate sales, of which the SCM component might range from 4 to 30%, depending on the steadiness of the manufacturing process and the level of product customization. The final bill includes costs of purchasing, logistics, finance and of expensive exception management. With the commodized operational margins falling, the cost of SC is becoming a huge obstacle for improving the profitability of industrial and trading communities in the rapidly evolving new economic paradigm.

In global, non uniform, highly complex SC networks, each trading partner and FIs core management system has somewhat different architecture and implementation, diverse language, currency, payment, legal and taxation profiles and financial messaging blocks regimes, and a variety of security/privacy requirements, including their unique authentication, authorization, compliance and KYC/AML/fraud detection. An effective SCM/SCF/SCL network must cover numerous vertical applications, as well as access to participants' third party intermediaries and business clients who might use it only occasionally.

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SC is a market that is ripe for disruptive innovation on a worldwide scale. Done right, such innovation will enhance global trade, and increase our society's economic growth and prosperity. By acquiring advance knowledge in improving SC, the industry can substantially drive up its profit margins. For money strapped corporations, a modest investment in monetizing and optimizing its SC services might result in the substantial improvements in the corporate bottom line – transforming an overhead loss service to a profit center.

This is a first interactive executive retreat that presents up-to-date information on how being advanced and customized to the evolving SC requirements, DLT is capable of enabling a new and highly efficient worldwide B2B trading management infrastructure. This infrastructure should be able to support and radically improve a wide range of specific trade, procurement and payment solutions. Regretfully, most DLT/blockchain platforms being developed up to date are too crude, specialized for different business segments (i.e., cryptocurrency or large banks) or just unsuitable for such a huge task.

Properly defined and developed, innovative DLT has the disruptive potential to improve quality of data necessary to support profitable and sustainable B2B trading flows. With the growth in complexity of supporting information, use of DLT instead of conventional databases for comprehensive data sharing, reconciliation and analysis might be very beneficial. Improved interoperability between mutually trading organizations could result in enhanced efficiencies in transaction processing and invoicing, and drastically reduce the cost of reconciliation and exception management in frequent cases of disagreements between trading parties.

Use of smart contracts could enable all parties to update their parts of the SCF/SCL transaction on a single shared ledger, thus improving efficiency, high level of trust and transparency on a permanent ledger record. It could satisfy enhanced security, authentication and privacy requirements of evolving regulations, ranging from high value complex transactions to IoT network components. Immutable (unchanging) trusted DLT records could ensure transaction visibility, accountability and auditability, process optimization, and demand management. Hence, corporates and banks could increase control, speed and reliability of their supply chain at a fraction of the cost of their current infrastructure.

Benefits for importers and exporters include increased sales in foreign markets by offering competitive terms and enhanced borrowing potential; alleviation of the time-consuming administrative, credit and collection burden often created by international businesses; accelerated cash flow through faster collections due to substantial reduction in the time required from initiation to payment, for loan approval, and in bank fees (due to higher bank automation); as well as substantially reduced risk of fraud and credit losses on foreign customers. DLT transactional orders can be placed swiftly without Letters of Credit (LoC) opening charges, high negotiation expenses and incurring delays.

With the help of our workshop, executives from banks, FIs, VCs, corporate operations, procurement and treasuries and leading SC vendors can pivot the introduction of DLT solutions as a rare opportunity for refocusing innovation investments on a selected set of SC services that could help your company or FI to monetize SCF/SCL operations and manage international cash, liquidity and lines of credit. **We outline how SC decision makers can successfully address tough challenges triggered by DLT introduction – by helping workshop participants to review their existing and potential new services (both core and support/overhead), enable strategic profitability analysis, and facilitate the ranking of different service alternatives.**

1-day workshop with the follow-up individual discussions

Our 1-day interactive workshop is an exclusive event for executives, procurement and finance directors, managers and professionals of banks, VCs, financial institutions and corporate treasuries, conducted in Miami, Florida. The presenters include leading experts from USA and Canada who specialize in introducing innovative transaction services, reengineering the payment operations of banks and corporate treasuries and the related regulatory/compliance issues.

The social portion will contain a Rum tasting presented by Gold Medal Rum Distillery that produces some of the finest tasting rums in the world, a cocktail reception and other exciting networking activities for the participants and their significant others. Gourmet breakfast and lunch will be provided by top restaurants renown in the Miami food circles. For more information, see <http://GowithWorldwide.com>.

Our workshop deals exclusively with the present-day strategies and opportunities of monetising new profitable SC services triggered by the introduction of DLT in the emerging economic paradigm. It helps decision makers to use this unique opportunity to explore new and streamlined SC services that can deliver increased profit margins.

During and after the workshop, the participants will have an opportunity to engage in discussions with the presenters and their colleagues, raising and clarifying individual issues and their own corporate concerns.

This interactive event will be jointly hosted by *WORLDWIDE FINANCIAL SOLUTIONS*, *DLT*ARRAY INC.*, *BELPAY*, *FIBA* and *FINANCIAL IT MAGAZINE and FINVENTURES DIRECTORY*.

WORLDWIDE FINANCIAL SOLUTIONS (WWW.GOWITHWORLDWIDE.COM) IS A BOUTIQUE CONSULTANCY FIRM FOCUSED ON DELIVERING CREATIVE FINANCIAL SOLUTIONS AND INVESTMENT OPPORTUNITIES FOR GLOBAL COMPANIES, FINANCIAL INSTITUTIONS AND INDIVIDUALS. THESE INCLUDE CONSULTING IN THE AREAS OF WORKING CAPITAL MANAGEMENT, PROCESS IMPROVEMENTS AND RISK MITIGATION, EDUCATING PERSONNEL ON BEST PRACTICES IN THE GLOBAL FRONT AND PROVIDING A SYSTEMATIC APPROACH TO IMPLEMENTING THESE SOLUTIONS.

*DLT*ARRAY INC. (ARRAYDev.com)* is a developer of a new supply chain business and technology platform based on distributed ledger technology. *DLT*ARRAY* platform enables easy implementation of various supply chain operations and their critical functionality, such as Supply Chain Management, Supply Chain Logistics and Supply Chain Finance. It is designed to be secure, scalable, transparent, highly extensible and customizable, robust and durable, efficient and fast.

BELPAY'S (belpay.be) primary goal is to help monetizing international business transactions. Our headquarters are located in Brussels, Belgium. Our advanced financial analytical and technical research facilities are located in Canada and other countries.

FIBA (www.FIBA.net) is a nonprofit trade association, founded in 1979. Its membership includes financial institutions from 18 countries, across 4 continents, including some of the largest banks from Europe, Asia, the US and Latin America. The primary business focus of FIBA members is Latin America, including bank to bank correspondent relationships which helps facilitate North-South trade flows, international wealth management, compliance services and is the trade bridge between North America and Latin America.

FINANCIAL IT MAGAZINE (www.financialit.net) is a cutting edge financial technology magazine that focuses on the deployment of technology for the global financial services industry. Financial IT is the voice of technology providers to the market of banks and corporations. Covering the latest trends and issues in payments and cash management, securities, FX, trade and supply chain finance, as well as the technology/business solutions and market infrastructures that underpin those businesses.

Faculty

Nahum Goldman, President, ARRAY Development (Canada)/BelPay.be (Belgium), is a leading expert and a renowned lecturer on building, securing and monetizing ecommerce and e-governance. He has extensive knowledge of e-banking, ecommerce, e-payments and supply chain finance environments for transactional delivery of financial and administrative services, as well as business transformation and process reengineering services for financial institutions and government organizations.

Chris Principe, BelPay Americas, is a globally recognized expert in transaction banking, trade finance, supply chain finance, cash management, foreign exchange, payments and technology, gained over 25 years at ACI Worldwide, TSG, Misys, BankTrade, Surecomp and Medi-Globe in the USA, Middle East and Asia. He serves as the official Trade Finance instructor for the Florida International University and FIBA certification program. Chris is the publisher of Financial IT magazine and is currently under contract to author of a new book *Opportunities of the Financial Supply Chain* (Gower Publishing Ltd., UK), a best-practice guide through the opportunities for both banks and corporations.

Hernan Mayol, Managing Partner and CEO, Worldwide Financial Solutions, has over 20 years of experience working with financial institutions and large multinational companies in the US and Latin America on new product initiatives that allowed for accelerated revenue generation, cross-border risk mitigation, structured trade and supply chain financing opportunities. Before venturing on his own Hernan was responsible for sales initiatives within Wells Fargo Bank Global Banking group in the US, and managed Bank of America Merrill Lynch Global Trade and Corporate Banking businesses for Latin America and in the Southeast US. In addition, he had Trade Finance and Relationship Management responsibilities within the Financial Institutions and Corporate groups at Regions Bank, Wells Fargo, TD Bank predecessors and at Bladex, the Trade Bank of Latin America. He is currently the Chairman of the Trade Committee for the Florida International Bankers Association (FIBA) and was a 10-year Executive Board Member of the Association of Trade and Forfeiting in the Americas (ATFA). His other affiliations have included The Banker's Association of Foreign Trade (BAFT), Federation of Latin American Banks, and Factors Chain International. Mayol has an MBA and BBA in International Finance and Marketing from the University of Miami.

Brian Laung Aoaeh, CFA, is a partner at KEC Ventures, a seed-stage venture capital firm based in New York City.

Customer testimonials from previous workshops

- *"You have my attention for really innovative and exciting opportunities!"* – senior payments expert, Dutch international bank
- *"Let me say that the content was very interesting! All the speakers were also very interesting and innovating"* – senior payments consultant
- *"[The workshop] gave me so much self-confidence, that I am now willing to accept the idea that I could [...] truly design the 'ideal bank' from scratch."* – banking executive participant

Registration Fee: \$1,450 (ask us about a discount for additional participants from the same company)

Workshop Agenda

8:30 – 9:00 Registration, coffee and networking

- DLT as a disruptive innovation
- Why not legacy databases?
- DLT value proposition
- SC+DLT – Potential for cost savings

9:00 Welcome and introductory remarks

- Subject introduction
- Interactive workshop expectations

Searching for corporate profit in the new economic paradigm

- New economic paradigm
- Evolving expectations of SC stakeholders
- The diminishing role of banks
- Your company: What works and what does not

Supply Chain and its components – from overhead to profit center

- Defining SC
- SC and the bottom line
- SC strategies - Mass Production and Mass Customization
- Supply Chain Management
- Supply Chain Logistics/Transportation
- Global Value Chain
- Supply Chain database requirements
- Monetizing potential of Supply Chain Finance solutions

10:30 – 10:45 Coffee break/networking

SC microeconomics

- Quantitative financial optimization
- Defining business architecture to ensure sustainability of SC solutions
- Accountability of online transactions
- Exception management
- Monetizing SC – ensuring profitability and sustainability
- What works and what does not

Distributed Ledger Technology (DLT) as SC enabler

- What is DLT?

12:15 – 13:45 Working lunch and moderated discussion

Participants will have an opportunity to engage with presenters and each other, to raise and/or clarify issues and corporate concerns

DLT in SC: Platform requirements

- Immutability
- Consensus mechanism and transaction validation
- Scalability
- Authentication for authorization
- DLT and smart contracts

DLT Platform value add: Spin off opportunities... and risks

- Modeling GVC components
- SCF solutions
- Addressing SCF risk

15:00 – 15:15 Coffee break/networking

Explore your future – What it Means for your company and your client Bank/FI/Treasury/SI ?\$???

16:00 – 17:00 Individual discussions and consultations for the participants

Nahum Goldmann, Chris Principe, Hernan Mayol, Brian Laung Aoaeh

17:00 Adjourn

18:00–22:00 Wine tasting and networking