

Factoring - Understanding for a better use

Factoring is an absolute of the short term financing.



REF: TR008

DURATION:

1 day

TRAINER:



Michel Pivot

Chief Financial Officer

Operational advising in
finance to businesses

TARGETED PUBLIC :

- Small business manager
- CFO
- Accountants

CONDITIONS:

- To master the basics of finance

TRAINING OBJECTIVES

To get a good understanding of how a factoring contract works so as to make a good negotiation, a proper setting up and follow up.

SCHEDULE

The factoring :

- Why factoring is increasing (Bale 3) ?
- The main stake holders: banks et brokers
- Factoring, Dailly and Reverse Factoring

The various contract types :

- The full factoring (financing - insurance - recovery)
- The possible options
- The customers' balance financing
- Publicized or not publicized?

The bank point of view :

- The risk analysis :
 - ◇ Why is it necessary to understand the risk evaluation?
 - ◇ The transferor : the one issuing the invoice
 - ◇ The transferee: the one invoiced
 - ◇ The process analysis: The processing quality is of the essence
- The fees
- The reserves and other guaranties
- Cost calculation example

The company point of view :

- The auditing of the customer accounts to start with
- To define the scope of where the factor will be used
- The organisation of the tender, with or without broker
- The accounting and IT organisation
- The relation with the bank
- Preparing an escape from the factoring

SKILLS TARGETED

- To understand the working of a factoring contract
- To learn how to negotiate the key elements of the contract
- To know how to organise the business for the setting and the optimisation of the contract

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