

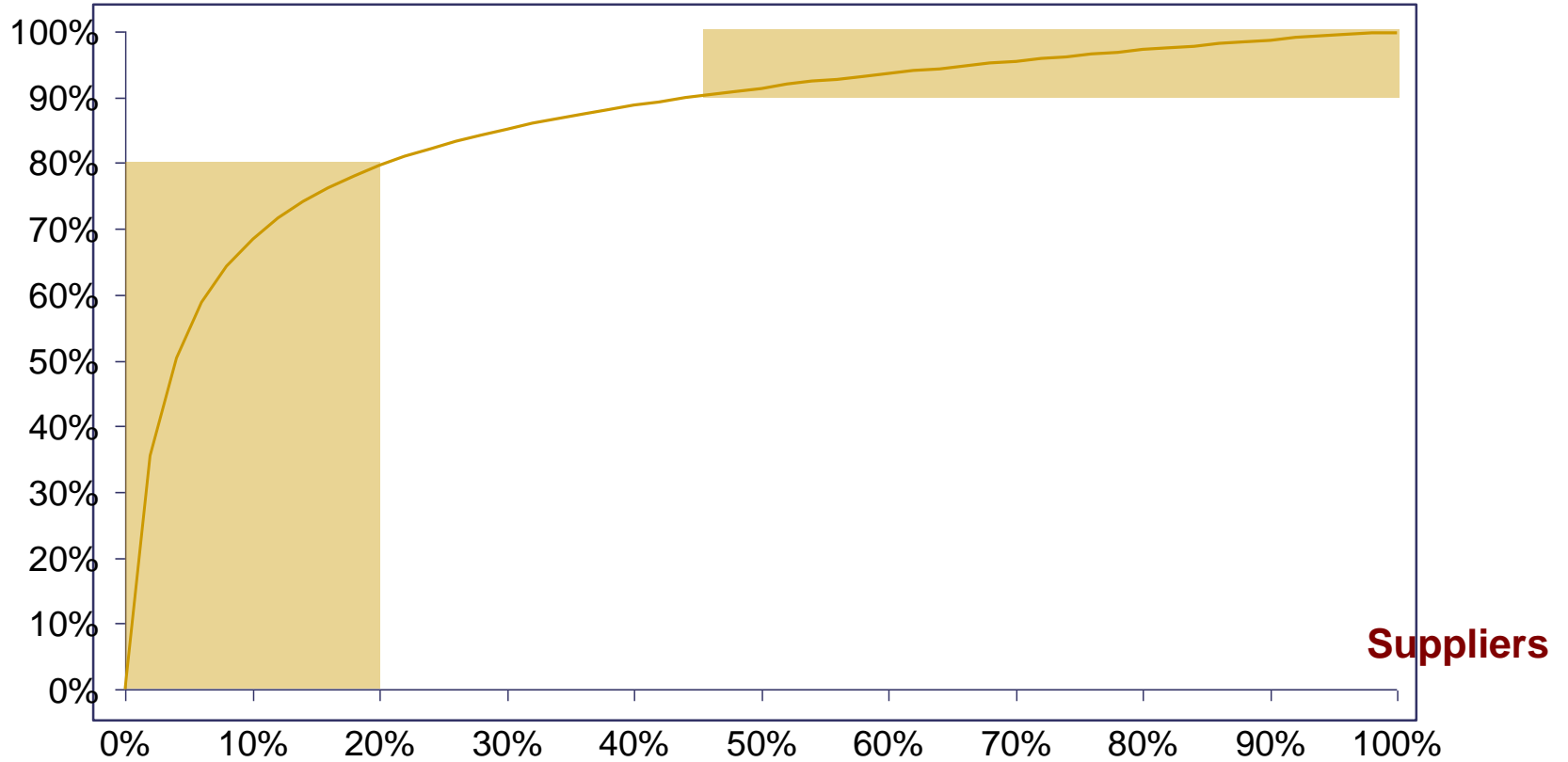
Supply Chain Finance

Michiel Steeman

Nieuwegein, November 2015



Spend



Prime Minister announces Supply Chain Finance scheme

Tuesday 23 October 2012

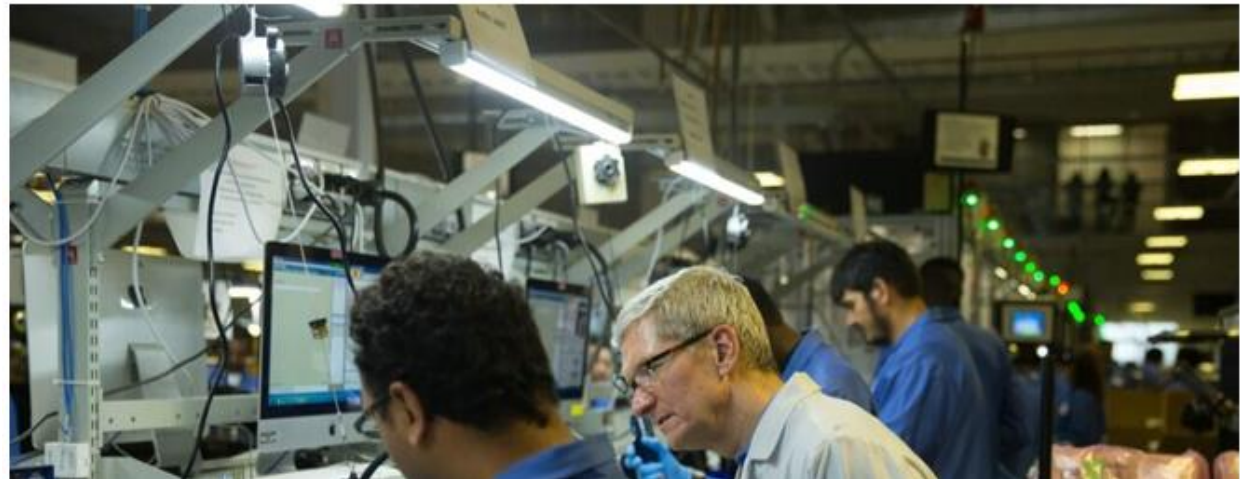
Multi-billion boost for UK supply chain to get business growing



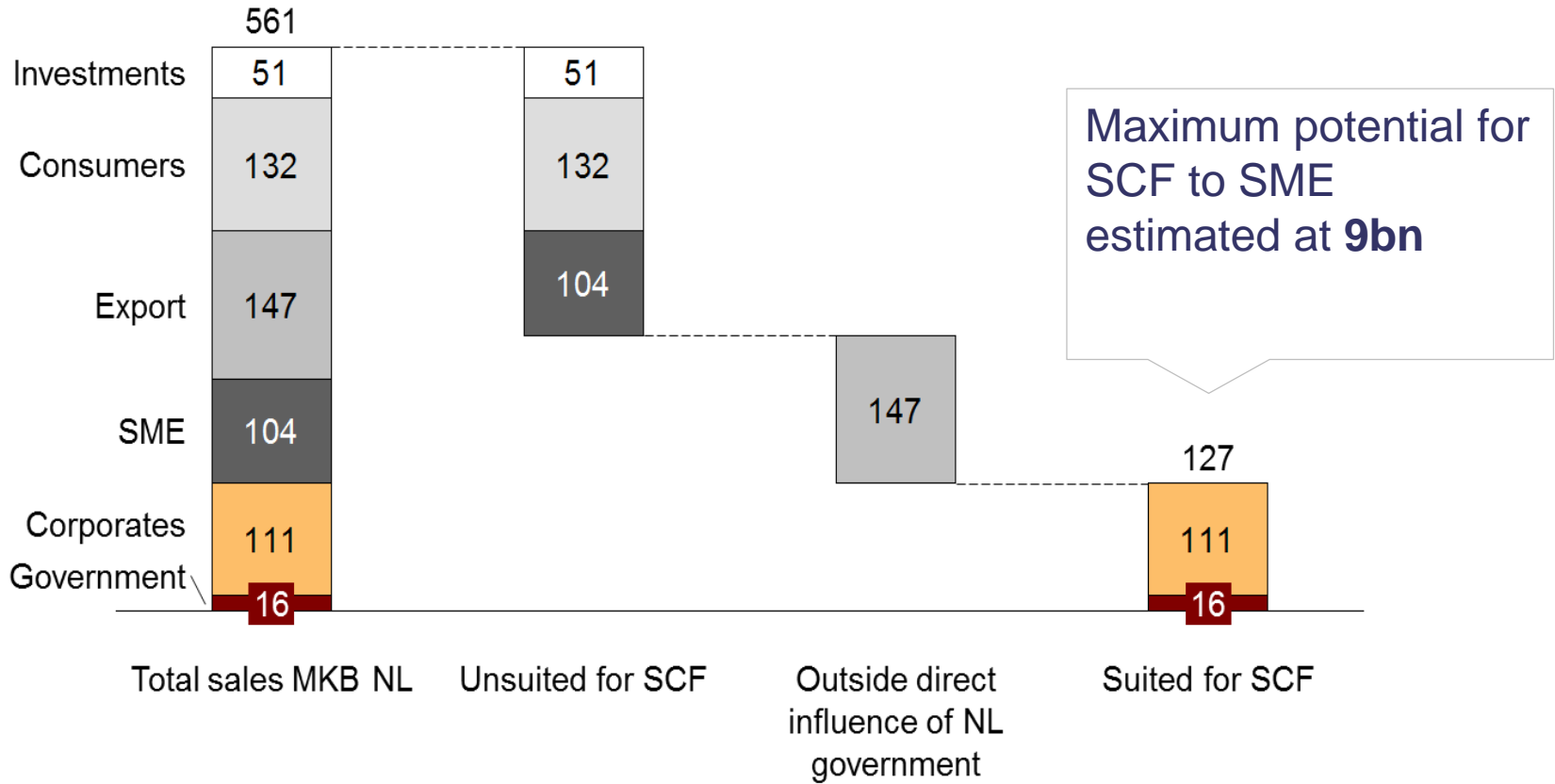
Apple joins President Obama's 'SupplierPay' initiative aimed at boosting U.S. small business

By Sam Oliver

The Obama administration announced on Friday that Apple is one of a number of U.S. corporations — including Coca-Cola and IBM — that have agreed to pay smaller component suppliers more quickly in an effort to increase cash flow throughout the supply chain.



Dutch SME's selling to.....



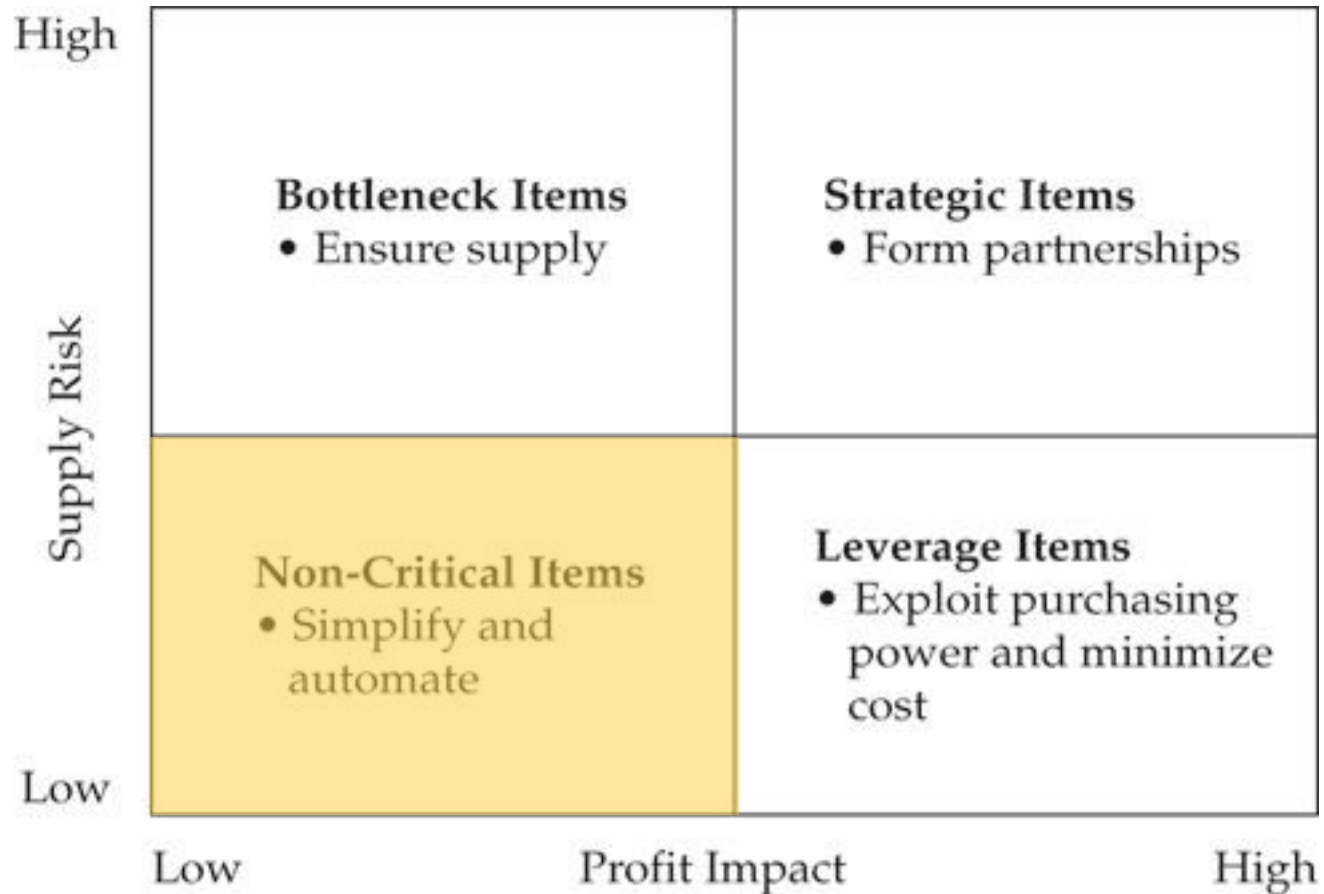
Source: M3/Zanders 2013 based on Statistics Netherlands, input/output tables for the Netherlands, ondernemerschap.nl



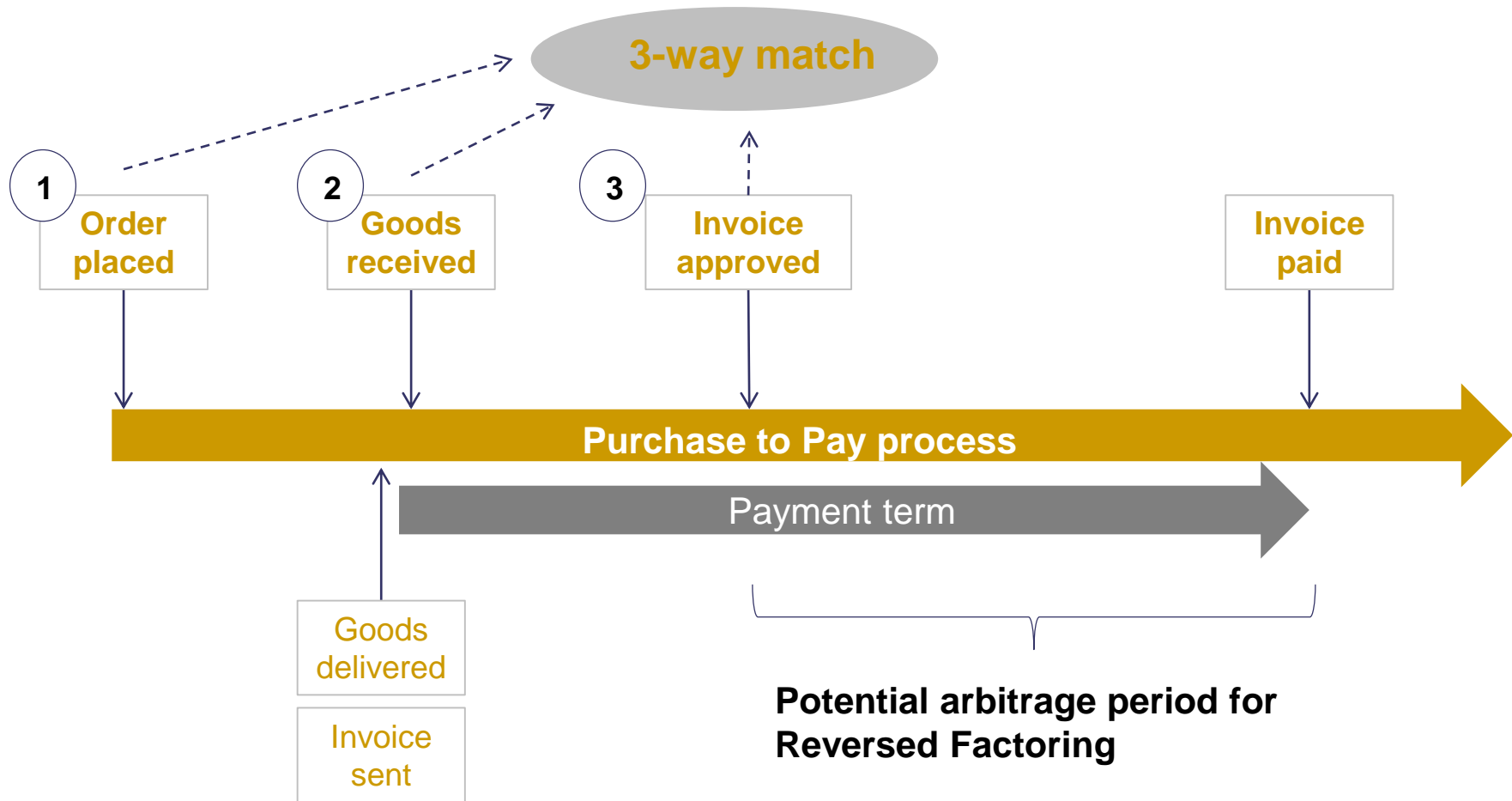
2.5 billion



Challenge 1: Prioritisation and Trust



Challenge 2: Invoice Approval



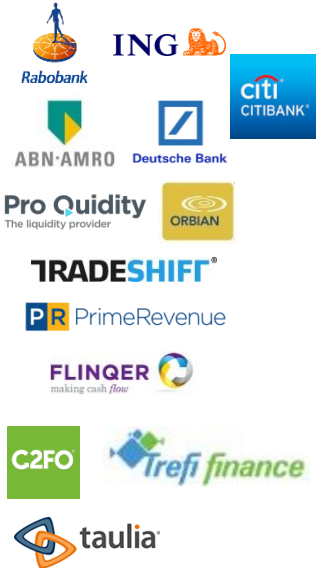
Program plan Betaalme.nu

Taskforce Corporates

Taskforce solution providers



Buyer stream	Awareness & the pledge	Mobilisation	Uptake SCF Solutions
SME stream	Communication & Support	Action research	Education & training
Solution Provider stream	Market Research	Accreditation	Standards



Taskforce SME Associations



The Invoice



SCF 2.0



Shaping the future of Supply Chain Finance

- ❑ From post- to pre-shipment financing
- ❑ New SCF models reaching beyond tier 1 suppliers
- ❑ Collaboration with major players like **Heineken**, **Philips** and **Unilever**

SCF for SMEs



Alternative financing models to support SMEs

- ❑ Commissioned by Ministry of Economic Affairs
- ❑ SME's have difficulties obtaining necessary credit
- ❑ Led to creation of «**Betaalme.nu**»

SCF ISD



Linking developing countries to international market

- ❑ Integrates sustainability in SCF
- ❑ Investigate innovative models for supply chain relying on **developing countries**
- ❑ Leverage focal company credit worthiness to reduce risk in the chain



Michiel Steeman
Professor Supply Chain Finance
Ma.Steeman@windesheim.nl

Ronald de Boer
Associate Professor Supply Chain Finance
r.deboer@windesheim.nl

Anne Rikst Engbers
Researcher
ar.engbers@windesheim.nl

Christiaan de Goeij
Researcher/Lecturer
caj.de.goeij@windesheim.nl

Joost van den Hondel
Programme Management

Wijke de Ruiten
Researcher/Lecturer

Lisa Zon
Programme Management

Saskia Volgers
Management assistant

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