



PURCHASING, LOGISTICS AND SUPPLY CHAIN

Supply Chain Finance and Supplier Payment Solutions

2 day course

Classroom, online or in-house

Course overview

Extending payment terms improves the buyer's numbers by moving the cost onto suppliers who borrow more expensively, and supply chain finance exists to break that trade off, when it is structured honestly. This course covers the instruments. Delegates work through the working capital position of both sides of a trade, payables finance and reverse factoring including how the discount is priced, and receivables finance and invoice discounting from the supplier's side. Dynamic discounting and early payment programmes follow. Accounting and disclosure treatment is covered carefully, since misclassified payables finance has caused corporate failures. Onboarding suppliers, particularly small ones, is addressed. The course closes on programme design and on the abuse of extended terms.

What you will learn

- Analyse the working capital position on both sides of a trade
- Structure payables finance and reverse factoring, and price the discount
- Use receivables finance and invoice discounting from the supplier side
- Design dynamic discounting and early payment programmes
- Apply the accounting and disclosure treatment correctly
- Onboard suppliers, particularly small ones, onto a programme
- Recognise where extended terms are simply being pushed onto suppliers

Who should attend

- Treasury and finance staff
- Procurement and supplier management personnel
- Accounts payable managers
- Bankers and finance providers structuring programmes
- Suppliers evaluating an early payment offer

Course outline

- 01 Improving your numbers with somebody else's borrowing
- 02 Working capital on both sides
- 03 Payables finance and reverse factoring
- 04 Pricing the discount
- 05 Receivables finance and invoice discounting
- 06 Dynamic discounting and early payment
- 07 Accounting and disclosure treatment
- 08 Supplier onboarding and the abuse of extended terms

Upcoming dates

Dates	Venue	Format	Fee per delegate
4 to 5 November 2026	Harare, Zimbabwe	Classroom	USD 795
17 to 18 November 2026	Online	Online	R6,500
22 to 23 December 2026	Gaborone, Botswana	Classroom	R11,950
15 to 16 February 2027	Pretoria, South Africa	Classroom	R11,950



Fees and how to register

This 2 day course is **R6,500** per delegate online, **R11,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 795** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriscience.co.za, or WhatsApp us on **+27 63 479 1136**.

AfriScience Group | +27 61 536 6531 | info@afriscience.co.za | Pretoria, Gauteng, South Africa