



FCI

Facilitating Open Account – Receivables Finance



BCR



# Digitalising Your Factoring Practice

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30 March 2022

Virtual | 13:00 CET

# Welcome

The current lingering COVID-19 pandemic has in many ways fundamentally changed the way we live and operate the global factoring industry forever. Whether we like it or not, we are more dependent now on technology in the way we operate our organisations daily and nearly all agree that the ability to harness the power of technology will be one of the key drivers for financial and strategic success in the future.

As we look to a new normal, what does the future hold for technology and digitalisation in the global factoring industry? Opportunity? Threats? Or both? This session explores the opportunities for how we can power our factoring and RM firms' growth and what we can expect to see in the new normal SME environment.

This webinar is designed to both educate and challenge leaders in the global factoring industry to think about how they can successfully utilise the wide array of new digitalisation in their professional factoring and receivables finance practices in a post COVID-19 environment. Four unique areas of leading-edge programming will be covered in this session.

Yours sincerely,

Peter Mulroy  
Secretary General  
FCI

## Company Profiles

### About FCI

FCI was set up in 1968 as a non-profit global association for factoring and receivables finance companies around the world. Today, FCI has grown into the world's representative factoring network, with close to 400 members in 90 countries, and member transactions representing nearly 90% of the world's international correspondent factoring volume. In 2018, FCI added two business lines: FCIreverse and Islamic International Factoring. At present, FCI is the global representative body for the Factoring and Receivables Finance Industry.

FCI offers three major areas of activities:

**CONNECT:** The business network supports cross-border factoring activities through which its members cooperate as export and import factors.

**EDUCATE:** FCI promotes and develops the best practices in both domestic and international factoring and related Open Account Finance products.

**INFLUENCE:** FCI promotes and defends the Industry with stakeholders and policy makers worldwide.

### About BCR Publishing

BCR Publishing is the world's leading provider of receivables finance market intelligence. We create and deliver essential news, reports and events, examining the future of receivables finance, factoring, alternative finance, supply chain finance, working capital management and trade receivables securitisation. BCR's global clients include the leading commercial banks, factors, invoice discounters, corporates, fintechs and AltFin platforms, credit

insurers, law firms, brokers and consultants. We also partner with the main industry trade bodies and developments banks.

BCR's *Finnovation* was formed to provide first class educational opportunities in the global factoring and receivables management industries. *Finnovation* is the result of constantly renewing creative thought and is the fuel to perpetual change. It complements a long term relationship with our clients. It *finnovates*.

Wednesday 30 March 2022

13.00 - 13.10 **Opening remarks**

**Peter Mulroy**, Secretary General, **FCI**

**Mark Mandula**, Principal, Finnovation, **BCR Publishing**

13.10 - 13.40 **Learning Module 1:**

**Technology in the post COVID-19 New Normal global factoring industry**

The initial part of the webinar takes a quick look at how technology has helped the global factoring industry and SMEs change gears and survive the current COVID-19 pandemic. Simply put, technology and digitalisation must be our partner in these rapidly changing times impacting the SME funding ecosystem.

**Presented by: Mark S. Mandula**, Principal, Finnovation, **BCR Publishing**

13.40 - 13.50 **Q & A**

13.50 - 14.20 **Learning Module 2:**

**What are the future digitalisation opportunities and challenges faced by employees/owners/managers/suppliers of global factoring and RM firms due to the COVID-19 pandemic?**

Never in recent history has a single event as the COVID-19 caused massive and rapid changes in the way we manage, operate, lead and mentor our employees, partners, clients, suppliers, and others. Specific tools that global factoring and RM firms can use to not just survive but thrive in the "new normal" will be discussed in detail in this session.

**Presented by: Kevin Day**, CEO, **HPD Lendscape**

14.20 - 14.30 **Q & A**

14.30 - 15.00 **Learning Module 3:**

**Digitalisation in the "New Normal" for the global financial services industry: a view from Silicon Valley**

The COVID-19 pandemic has accelerated the growth and pace of technology globally and the ability to harness the current and future tools in the new normal post-pandemic era will likely be one of the metrics that separate the survivors from others in the global receivables management industries. This session will look at what we can expect as technology and digitalisation change the way we manage, serve, and prosper over the near- and long-term time horizon.

**Presented by: Michael Young**, Founder and CEO, **Photon Commerce**

15.00 - 15.10 **Q & A**

## 15.10 - 15.40 **Learning Module 4:**

### **Panel: How is digitalisation impacting leading global factoring and RM firms in the post COVID-19 world? What are they doing now to prepare for the future?**

Industry experts from all over the world will discuss what is happening with technology and digitalisation in the “New Normal”. The panel discussion will provide insight from senior executives working in the global factoring and RM industries in an informal thought-provoking format.

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**Moderated by: Peter Mulroy**, Secretary General, **FCI**

#### **Panellists:**

**Gunnar Collin**, Head of Sales and Marketing, **Enigio**

**Thomas Dunn**, Chairman, **Orbian**

**Laurent Tabouelle**, COO, **CODIX Group**

**Federico Travella**, CEO and Co-Founder, **NoviCap**

## 15:40 – 16:00 **Open Discussions and Q&A**



## Gunnar Collin, Head of Sales and Marketing, Enigio

Gunnar is a senior operations and banking professional with over 30 years of experience from the financial sector in different organisations, geographies and cultural settings. Focus has been on Trade Finance and Operations, always in senior leadership roles. Gunnar is now fully focused on making sure that Enigio's ground-breaking inventions and services will be known and implemented wherever there is a need for digitalisation and transformation. The key areas where Enigio's trace:original solution is a game changer are foreign trade and the financial industry where paper versions of negotiable instruments and documents of title are still widely used. Other areas benefitting from Enigio's solutions are any organisation using or storing large volumes of paper documents and records.

### Previous roles:

NowPensions, UK, Operations Director.  
Doha Bank, Qatar, Head of Operations.  
Danske Bank, Sweden, Head of Operations  
Lloyds Banking, UK, Head Global Trade  
SEB, Sweden, various positions including Head of Trade Finance Operations



## Kevin Day, CEO, HPD Landscape

HPD Landscape's CEO, Kevin Day, is committed to making the company the technology partner of choice for banks and independent funders operating in the invoice finance, factoring, supply chain finance and asset finance markets. He began his career more than 25 years ago as a software developer at HPD, holding positions as a business analyst, product manager, product director, board member and COO. Kevin's deep knowledge of the complex nature of secured lending products

and the dynamics of an ever-changing market, where digitalisation, open architectures and cloud computing drive new technology innovation. HPD Landscape has a programme of continuous R&D and investment, working closely with its growing client-base to ensure its products deliver simplified SME finance solutions. This focus on investment has enabled significant company growth with the company employing a global team of 150.



## Thomas Dunn, Chairman, Orbian

Thomas Dunn is Chairman of Orbian and has over 30 years' experience in financial services including banking, insurance and private equity. Prior to joining Orbian, Tom worked for 16 years with JP Morgan in London, Melbourne, Sydney and Tokyo. His experience was most focused upon debt capital markets, corporate finance and credit markets; and he was

ultimately responsible for each of these businesses for JP Morgan in Asia Pacific. Tom is also the Chairman of Raglan Capital Limited, a Bermuda based private equity firm.



## Mark Mandula, Principal, Finnovation, BCR Publishing

Prior to joining United Capital in 2000, Mark was Principal and Shareholder in an investment banking firm that completed over 200 bank industry mergers and acquisitions in a 13 year span. Following that, he was owner and CEO of a leading credit industry business and was nominated as an Entrepreneur of the Year. He currently manages strategic marketing and sales for his firm, including client lifecycle management, new client marketing, client retention, and business development. Mark is constantly seeking out new ways to better serve and reach entrepreneurial clients

nationally. He holds a BBA and MBA in Finance and recently received a Certificate in Private Capital Markets from Pepperdine University Graziadio School of Business, California. He has been actively involved in multiple non-profit boards including Eckerd College, Tampa Bay Research Institute and others. Mark is a regular speaker at international conferences all over the world and has had over 450 articles published online and ABA Banking Journal, Mergers & Acquisitions and other Industry publications.



## Peter Mulroy, Secretary General, FCI

Peter Mulroy is Secretary General of FCI, the world's largest network of factoring companies, with its headquarters in Amsterdam, Netherlands. Peter was previously Senior Vice President, International Regional Manager and Managing Director with CIT. Peter is a past Chairman of FCI and has served on the FCI Executive Committee for over a decade. Peter has an MBA from Thunderbird, School of Global Management in Arizona. As Secretary

General, he assists banks, regulators and governments in educating the role and introducing the concept of factoring. He addresses audiences around the world on the subject of factoring and international trade and is generally regarded as an ambassador for the factoring industry.



## Laurent Tabouelle, COO, CODIX Group

Laurent is Managing Director of CODIX Group, an International Commercial Finance software provider, editor and integrator of the iMX solution, which supports all aspects of Corporate/Commercial Finance, including PO Finance, Factoring (international/two-way, reverse/NAFIN, classical, etc...), Invoice Discounting, Asset-Based Lending, Supply Chain/Inventory Finance and Leasing, as well as sophisticated Debt Collection capabilities. With a staff of 800+ business and technical experts located in 15 countries, CODIX delivers its iMX solution worldwide to clients of various sizes from SMEs to

international groups, and always with a comprehensive suite of services, including: system customization, on-site training and assistance, as well as expert level business recommendations and project management. Laurent's entire career has been in I.T. for the financial/SCF industry, first in the Business/Systems analysis space, then Projects & Products Management, evolving into Management roles (Laurent is CODIX Group COO since 2010).



## Federico Travella, CEO and Co-Founder, NoviCap

Federico is a Belgian-Italian technology entrepreneur and co-founder-CEO of NoviCap, a venture capital-backed financial technology platform that is building the Operating System for working capital. Federico was previously a Managing Director at Rocket Internet where he was pivotal in scaling technology ventures in Asia Pacific and Africa. His most notable

involvements were in Lazada (acquired by Alibaba; NYSE: BABA), Jumia and The Iconic. He holds a master's degree in Marine Geology of Ghent University and is a Young Talent fellow at IESE Business School. Federico also advises the EU Commission on its innovation and entrepreneurship agenda.



## Michael Young, Founder & CEO, Photon Commerce

Michael Young is the founder & CEO of Photon Commerce. Photon accelerates customer acquisition for fintech leaders by automating invoicing and payments using AI. It has processed USD 11b to date and is supported by the Nasdaq Center and Village Global, a venture firm funded by Jeff Bezos and Bill Gates. After dropping out of a Stanford PhD,

Michael led advanced R&D programs funded by the Department of Defense, created hundreds of jobs, raised USD 50m across his venture-backed startups, and took them to acquisitions.



# Registration

**Register now!**

## Pricing

EUR 199 (non-member)

EUR 99 (member)

Price listed excludes VAT

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## Registration deadline: 24 March 2022

*Places are limited.*

To book, please visit: **<https://fci.nl/en/event/digitalising-your-factoring-practice#register>**

If you have any questions, please contact FCI Secretariat: [fci@fci.nl](mailto:fci@fci.nl) or +31-20-6270306

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