



Our mission: To Enliven, Enrich and Engage the Trade Finance Community

Training Online

A new era is emerging in the world of Trade Finance. Technology continues to transform the environment and reduce the need for paper. In such a world it is important to implement innovative training solutions that cater for the needs of today and those of tomorrow.

Collaborative Delivery
Working in tandem with your training needs

Highly focused
Relevant and specific 60-90 minute modules updated as practices and rules develop

Assessments
Online tests with formal certification, together with PDU's

Accessibility
PC, Tablet

Reporting
Assignment, start and finish dates, assessment score and pass / fail feedback available to HR or Training Divisions

Pricing
£15-25 per module or assessment, subject to discounting based on projected number of purchases

With the challenges faced today, it has never been more important to ensure that you are ready to face future change and complexity. Possession of key knowledge skills and a wide awareness of potential hurdles are critical in order to protect your business and mitigate risk.

Gary Collyer (ex-HSBC / Citibank / ABN Amro) and David Meynell (ex-Deutsche Bank) have joined forces in order to bring to market an online training solution for all aspects of trade finance. Between us we have over 70 years of knowledge and experience in the trade finance field and this has been applied in the development of a complete suite of trade finance modules.

These modules include all aspects of the traditional products i.e., Letters of Credit, Standby Letters of Credit, Guarantees and Documentary Collections.

Other modules cover topics such as BPO, Supply Chain Financing, CDCS®, CITF®, etc. and the increasingly important considerations that relate to Financial Crime, Fraud and Sanctions.

For corporate and logistics companies, modules include the preparation of documents under the type of transactions described, assessing the workability of letters of credit, guarantees and standby's, as well as how to complete the respective application forms when acting as or for the applicant, or when preparing a draft text for issuance by a bank.

The training experience includes an online presentation of the subject matter, supporting reading material (PDF files that may be viewed and downloaded) and an assessment. In addition, we offer each student (as standard) the ability to raise with us any questions, on any trade finance subject matter, for a period commencing on the date of the first access to the training and concluding three months after completion of the assessment.

Due to the modular nature of the training, we are able to consider the development of bespoke modules to meet an individual organisation's needs. These are made available at the same price as our standard modules.

Gary Collyer

From November 1996 until 30 June 2013, Gary Collyer was Technical Adviser, and then Senior Technical Adviser, to the Banking Commission of the International Chamber of Commerce (ICC), where he was instrumental in drafting hundreds of opinions related to ICC rules. In his ICC role, Gary has been chair of the ICC Working Group for the development of the ISP98, the strategy for a revision of UCP500 and a member of the ICC Working Groups for the development/revision of URR525, URC522, e-UCP and ISBP. He was also chair of the Working Group for the revision of UCP500 and updating of the ISBP and eUCP. More recently, he was the chair of the Drafting Group for the revision of ISBP Publication 681 (now Publication 745) and chair for the development of ICC rules in respect of the Bank Payment Obligation (BPO) (ICC Publication 750).

Gary is the editor of seven ICC opinion/DOCDEX publications and an editorial board member of Documentary Credit World. He is a regular speaker at ICC and other external seminar events on a global basis. In February 2013, he was appointed 'Visiting Professor' by the *ifs* University College.

On April 1, 2006 Collyer Consulting LLP (Collyer Consulting Global Ltd with effect from 1 September 2013) was created with the sole aim of providing banks, importers, exporters and logistics companies with high quality, reasonably priced, consultancy services ranging from the traditional consultancy role through to development of training material, review of transaction and legal documentation, and the provision of consistent, accurate and up-to-date information relating to existing offerings, and new initiatives and developments in international trade.

From 2002-2006, Gary was Corporate Director and Global Head of Traditional Trade Services, Trade Finance and Product Delivery for the Transaction Banking Group at ABN AMRO Bank N.V. Based in London, he was responsible for the development of the trade service and trade finance products including the tailored design and implementation of solutions on a global basis. He also had global responsibility for the continued development and delivery, from a product management perspective, of the underlying policies, documentation and procedures for traditional trade services solutions (i.e., Letters of Credit, Collections, Guarantees, etc.) and trade finance.

Prior to joining ABN AMRO, Gary was Vice President and Senior Technical Adviser at Citibank, London from August 1998 until May 2002. Gary started his banking career in 1973 with Midland Bank plc in London (which subsequently was acquired by HSBC), progressing to Manager of the Letter of Credit Department and Senior Technical Adviser.

Dave Meynell

Dave Meynell is a Trade Finance professional with a long background in the business. Having decided on a career change, based on a wish to work independently in the future, Dave established TradeLC Advisory in 2013 as an autonomous advisory and consultancy service. He was appointed as a Senior Technical Advisor to the Banking Commission of the International Chamber of Commerce (ICC) in June 2013, having previously been a member of the ICC Group of Experts analysing and providing ICC official opinions.

He previously worked for Deutsche Bank in a number of international locations for more than 30 years in a trade career encompassing Operations, System Development, Sales and Product Management. Up until 2013, he had been globally responsible for Trade Finance Product Management for Financial Institutions, covering both the traditional and electronic fields. From 1998-2001, he was responsible for global product development & e-Solutions, primarily based in Frankfurt / London with significant time spent in Asia. Prior to this, Dave was Head of Trade & Risk Services UK from 1994-1997, responsible for UK Corporate Product Sales, based in London, and again with significant time spent in Asia. He started his career with National Australia Bank, London.

Dave has participated in many ICC working and drafting groups including the revision of ISBP Publication 681 (now Publication 745), the development of ICC rules in respect of the Bank Payment Obligation (URBPO) (ICC Publication 750), the Supplement to UCP 500 for Electronic Presentation (eUCP) and ISP98 (International Standby Practices 1998) (ICC Publication 590). He is an editorial advisory board member of Documentary World and a contributing editor to Trade Services Update.

Over the years, Dave has been a frequent coordinator and speaker at trade events globally providing workshops and training events to banks, corporates, logistic and technology providers.

Early in 2014, the ICC decided to move forward with the proposal of a Certificate on International Trade and Finance (CITF®) in partnership with the Institute of Financial Services (IFS), for which Dave has been appointed Chief Examiner.

TRADEFINANCE.TRAINING

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Overview of our On-Line Training offering:

Modules and Assessments: Modules are available under the following topic headings: Applying International Standard Banking Practice; Bank Payment Obligation in practice; Financial Crime, Fraud and Sanctions; Documentary Credits in practice; Document Preparation; CDCS®; CITF®; Standby Letters of Credit in practice; Bank-to-Bank Reimbursements in practice; Bank Guarantees in practice; Documentary Collections in practice; and Supply Chain Financing. (see the Training Modules tab of our website www.tradefinance.training for individual pricing).

The modules are of 60-90 minute duration and may be purchased singularly according to an individual's training needs or further education. For certain topics, we offer the opportunity to purchase the complete set of modules for a discounted price when compared to the cost of purchasing individually.

For beneficiaries of letters of credit, we have 10 modules that provide advice on the preparation of all types of documents together with information on the issues that should be considered. The price for all 10 modules is only £25.00

The concept of modules lasting 60-90 minutes is designed to accommodate training on a 'whenever' and 'wherever' basis. Whenever, being before work, after work, lunchtime, etc. and wherever, being the ability to review the modules on tablets such as an iPad, in addition to laptops and desktops. Students may commence the training on one device, save and exit the module, and then resume on the same or another device, from where they stopped.

As standard, purchased modules, and access to other features of the website, will remain available to each student for a period of three months from the date of their first review of a module.

Modules are updated when necessary to ensure the data content remains current and applicable.

An assessment may only be purchased with at least one other module i.e., assessments cannot be purchased as a standalone. Assessments are aligned to the modules under each topic heading.

Assessment Process: Choice of:

- (a) the number of attempts that a student may take at an assessment (default is 3);
- (b) whether the student may leave the assessment and return to it later;
- (c) each assessment being subject to a time limit;
- (d) the number of questions that will form the assessment (these will be drawn randomly from a database of questions); and/or
- (e) an indication of a pass mark.

Our assessment reporting indicates the time taken to conclude the assessment. This timing is calculated from the first access to the assessment until the final question has been answered.

Where more than one attempt at an assessment is permitted, the questions for each subsequent assessment are drawn randomly from the database applicable to each topic. There is also the possibility for answers to be shown in a different order in subsequent assessments.

A certificate, in the form of a PDF attachment, will be sent by email to the student or other nominee indicating the highest score attained in the assessment. (This can be used to obtain PDU's from *ifs* – see below). The employer of the student can be granted access to the website as a 'moderator' allowing that person to view when modules have been accessed and the score(s) achieved in the assessment.

PDU's – The *ifs* has granted us PDU's on the following basis: ISBP (12 for the complete set of modules or 1 per module); BPO (2); Financial Crime, Fraud and Sanctions (2); Documentary Credits (14 for the complete set of modules or 2 per module); Standby Letters of Credit (2); Bank-to-Bank Reimbursements (2); Bank Guarantees (2); Documentary Collections (2); and, Supply Chain Financing (2). For Document Preparation, CDCS® and CITF®, PDU's are not appropriate.

Home Page – From this page, access is provided to the allocated training modules via the “Log In” tab. Important news items are highlighted and freely available documents from global organisations such as ICC, SWIFT, WTO, etc. are provided. Items are archived by each month and remain available for review at a later date.

The latest question raised by a student appears in the bottom right hand corner (but without the answer!).

Question and Answer section - This is not just a web-based training vehicle. Our website also offers information (see comments below regarding the Trade Information tab) and the opportunity for students to ask questions on any topic - not necessarily those relating to the module(s) that have been purchased in their name.

Each student also has the benefit of seeing the questions that have been raised by other students. All questions are displayed anonymously.

This section enables students to review questions by category i.e., International Standard Banking Practice, or sub-category within that category, i.e., the bill of lading section, and also to see all questions that have been received and responded to within the previous 7 days. All questions and answers are searchable by key word.

When a student logs a question, David Meynell or Gary Collyer answer it and an email is automatically sent to the student with a link to the answer that has been posted. By clicking the link, and the student inserting his or her username and password, he or she will be taken directly to the question and answer.

Trade Information tab - There are separate tabs in the public and member domain. General trade finance information will be added in the public domain. The trade information tab in the member’s domain will be more extensive and provide far more detail, e.g., samples of documents, samples of agreements, etc.

Training Modules - This tab highlights the modules that are available for purchase. To be able to purchase any module(s) a student must first be registered. A student may register individually or an organisation may provide us with the name(s) of student(s) to be registered. Once registered, modules can be selected and paid for.

As previously mentioned, other modules are also possible, including bespoke modules that may be required by an organisation.

Pricing: All modules are priced in the range of £20-25 each. For ISBP, Financial Crime, Fraud and Sanctions, Documentary Credits in Practice, CDCS®, CITF®, Bank Guarantees in Practice and Documentary Collections in Practice, discounted pricing is given for the purchase of the complete set of modules. These prices are subject to discounts for sales of over 25, 50 and 100 modules. Sales in excess of 150 modules are negotiable on pricing.

Assessment pricing ranges from £15-25 each, with most priced at £20. Again, discounted pricing is available based upon the number of purchases.

Training Module descriptions in brief:

International Standard Banking Practice (ISBP): 12 modules covering each section of the ISBP (the other documents module covers sections L, M, N, P and Q of ISBP 745). By the use of extracts of MT700 text and images of documents or segments of documents, the content and application of ISBP is fully explained. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (50 is the default number) drawn from a database of questions.

Financial Crime, Fraud and Sanctions: 4 modules containing over 2 hours of information, recommendations and links to resource material to assist students in understanding the key requirements of the subject matter. Financial Crime, Fraud and Sanctions are now key criteria to be considered in any trade finance transaction and account for a considerable amount of time and internal resources. The financial penalties for failure to adhere to regulatory requirements are now becoming very severe. The assessment consists of a randomised selection of questions (20 is the default number) drawn from a database of questions.

Bank Payment Obligation (BPO) in practice: 2 modules, one covering what it is, how it works, who are the parties, what are the message flows and what data is matched; and the other an overview of the URBPO rules. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (30 is the default number) drawn from a database of questions.

Documentary Credits: This topic consists of 7 modules, each of 60-90 minute duration reviewing various aspects of the documentary credit cycle – from application, through to issuance, document examination and honour or negotiation. The module covering the creation of the application form will be of particular interest to applicants. The grouping of various aspects of the process allows individuals and organisations to purchase the modules covering issues of interest or concern. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (50 is the default number) drawn from a database of questions and covers all aspects of documentary credit processing, not just the module(s) that may have been purchased.

Document Preparation: This topic consists of 10 modules, each of 60-90 minute duration reviewing the preparation of each type of document that is seen under a documentary credit. The modules highlight the applicable UCP articles and ISBP paragraphs that should be considered when preparing each document. This module will be an invaluable aid to beneficiaries of documentary credits. Opportunities exist for banks to have their logo added to the modules for specific clients.

Certified Documentary Credit Specialist (CDCS®): This topic consists of 9 modules, each of 60-90 minute duration reviewing various chapters of the CDCS® Guide to Documentary Credits booklet. The grouping of chapters allows individuals and organisations to purchase the modules covering specific chapters of interest or concern. Other bespoke modules are possible. The assessment follows the CDCS® examination format by randomly providing 60 multiple-choice questions.

Certificate in International Trade Finance (CITF®): This topic consists of 4 modules, each of 60-90 minute duration reviewing various chapters of the CITF® Guide to International Trade and Finance booklet. The grouping of chapters allows individuals and organisations to purchase the modules covering specific chapters of interest or concern. Other bespoke modules are possible. The assessment follows the CITF® examination format and is in two parts with multiple-choice questions, and 4 case studies with questions.

Standby Letters of Credit in practice: This topic consists of 1 module of 60-90 minute duration. It looks at standby practice in general and draws comparisons and differences between standby letters of credit that are issued subject to ISP98 and UCP600. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (25 is the default number) drawn from a database of questions and covers all articles of ISP98 and standby practice in general.

Bank-to-Bank Reimbursements in practice: This topic consists of 1 module of 60-90 minute duration. It reviews reimbursement practice in general, and draws comparisons and differences between reimbursement authorisations that are issued subject to URR 725 and UCP 600. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (25 is the default number) drawn from a database of questions and covers all articles of URR 725 and reimbursement practice in general.

Bank Guarantees in practice: This topic consists of 2 modules. It looks at guarantee practice in general and draws comparisons and differences between guarantees that are issued subject to URDG 758 and those subject to local law. Sample texts of guarantees are used to explain their function and purpose. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (25 is the default number) drawn from a database of questions and covers all articles of URDG 758 and guarantee practice in general.

Documentary Collections in practice: This topic consists of 2 modules. It reviews collection practice in general and refers to the applicable provisions of URC 522. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (25 is the default number) drawn from a database of questions and covers all articles of URC 522 and collection practice in general.

Supply Chain Financing: This topic consists of 1 module of 60-90 minute duration. It reviews the various products that can make up a supply chain finance offering made available by a bank, that are in addition to the more traditional settlement and financing means. Other bespoke modules are possible. The assessment consists of a randomised selection of questions (15 is the default number) drawn from a database of questions and covers all aspects of the topics covered.
