



BUSINESS CONSULTING FOR BANKING

The independent banking consultant for
importers and exporters

Training | New Zealand



M O V I N G Y O U R B U S I N E S S F O R W A R D



Welcome to the Programme!

Is your current banking package costing you money? We'll show you a solution...
...without ties to banks ...saving your business money and saving you time.

“Our specialty is dealing with banks because we have extensive practical experience, born out of many years spent working in Commercial Banking, at all levels.”

WHAT DOES ALL THIS MEAN?

It means we understand how banks work and how they think; we know the right people and we speak their language so we can save you money

We will provide independent, objective and practical support to businesses in all their dealings with banks and other procurement suppliers.

This leaves you more time to invest in your business

FOR EXPERT HELP AND GUIDANCE WITH:

- Reviewing and negotiating all Business and Commercial banking needs.
- Choosing and transferring to a new bank if that option is desired.
- Managing working capital and transaction banking to unlock cash and reduce fees.
- Structuring international cross border trade facilities and transactions to suit.
- Identifying and mitigating payment/receivable risks.
- Connecting the right specialists to support businesses to accelerate opportunities.
- Foreign Exchange packages to match value of the banking relationship.
- Sourcing service to NZ businesses looking to procure effectively from Asia.
- Review the Cash Conversion Cycle to identify ways to improve working capital to support growth
- Preparation of shipping documents under export letters of credit and assistance to structure import letters of credit .



For further course information and costs please contact onesupport.nz@ubteam.com

OBTAIN THE DESIRED OUTCOMES:

- Is the banking package you have the most appropriate and competitive?
- When did your bank last review your package to your satisfaction?
- Are the transactional solutions and working capital facilities prudent?
- Do you have time to manage the process of a banking review?
- How often have the interest margin, facility and transaction fees increased?
- Is the security supporting bank facilities top heavy or requiring a top up?
- Does your annual review drag on and include surprises?
- Have you ever thought why do banks use jargon to confuse you on pricing?

OTHER SERVICES:

- Issue tender document (RFP) to Banks to seek offer of Banking, review & present findings/ recommendations.
- Review of any service provider package- Freight/ Shipping/Packaging/ Insurance/Utility/ telecommunication & logistics.
- Engage professional service providers to provide solution based improvements. Connect you to the right specialists to support the business to accelerate opportunities.
- Sourcing service for businesses looking to procure selected goods effectively from Asia as a one-stop shop for the entire supply chain.
- Connectivity to risk management and working capital solutions to manage your cash flow better.

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