



Training course on surety bonds

Global Solutions



Surety bonds

OVERVIEW

Construction is a risky business. Surety bonds are essential tools for contractors which need to compete effectively for tenders, comply with legal and contractual obligations, mitigate risks for the project owners and ensure successful project completion. This practical and interactive course is designed for professionals seeking to build and improve their knowledge of surety bonds (Bid Bonds, Advance Payment Bonds, Performance Bonds, Warranty/Maintenance Bonds and Money Retention Bonds) and to enhance their understanding of how to assess risks in surety bond transactions. Participants will be introduced to SACE's technical approach and methodology applied to real-life transactions. The session will also address the main features and market practices of the US surety bond industry.

COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of the most important types of surety bonds compared with other forms of insurance. Participants will study the main ways in which SACE intervenes as well as undertaking an in-depth review of the underwriting process, methodologies and specific approaches to assess risks. Case studies and real examples will be used extensively to ensure that the training is highly interactive and practical.

The participants will be able to:

- Identify the main features and technical characteristics of the different types of surety bond
- Better understand the models for and benefits of SACE's intervention
- Review the key elements of the due diligence and underwriting process
- Identify the main risks associated with surety bond transactions and how the evaluation process is carried out within the applicable set of rules
- Gain a deeper understanding of the US surety bond industry and the main differences compared to bank guarantees.

International Surety Business:

- Surety Business within SACE
- Definition
- Project cycle and bonds required
- Types of Bonds
 - Bid Bonds
 - Advance Payment Bonds
 - Performance Bonds
 - Maintenance Bonds
 - Money Retention Bonds
- Eligible contractors
- Products and services
- Counter guarantee for Italian banks (Insurance Policy)
 - Counter Guarantee Policy feature
- Counter guarantee to local banks
 - Benefits for banks
- Direct issuance to foreign companies
 - Benefits for exporters
- Counter guaranteeing the sureties
 - Counter Guarantee / Reinsurance of sureties
 - Form of cover
 - Benefits
- Due diligence process
- Surety bond – Evaluating risks
 - Surety bond – credit risk
 - Surety bond – performance risk
 - Surety bond – contractual and legal risk
- Documents required
- US Surety Bond Market & Practice
 - Main features
 - Standard AIA performance bond in the USA
 - Market and practice
- Practical case studies

We are

SACE is a leading provider of financial solutions, supported by a range of trade finance, political and credit risk insurance as well as financial guarantees. With over € 87 billion of outstanding commitments, we serve more than 25,000 business customers, facilitating access to commercial & bank financing in 198 countries worldwide. Since 2004 we have been providing advisory services, consultancy and training on topics relevant to ECA's activities, financial and multilateral institutions and sharing best practices and know-how to enhance mutual understanding and cooperation.

Beyond traditional advisory services

We believe that sharing best practices and know-how enhances mutual understanding and facilitates cooperation amongst players active in trade finance. Our training services cover a variety of areas and topics and are provided by highly qualified professionals and executives at client premises or in SACE's Rome office. Advisory services are offered through various modalities in order to meet the respective needs of the counterparties, namely:



standardised formulas of workshops on specific topics



tailor-made advisory and assistance for new business/product/activity development















consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

Other training modules you could be interested in

- Corporate and Bank Risk Assessment
- Export Credit & Credit Insurance
- Project Finance
- Customer Relationship Management
- International Regulation for Export Credit
- Claims and Recovery
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Country Risk Analysis
- Risk Management

Among our customers

 <p>КазЭкспортГарант</p> <p>KECIC</p> <p>2006 Kazakhstan</p>	 <p>EXIM THAILAND</p> <p>THAIEXIM</p> <p>2006 Thailand</p>	 <p>Expert Guarantee Fund Of Iran</p> <p>EGFI</p> <p>2007, 2008, 2011 Iran</p>	 <p>HBOR</p> <p>HBOR</p> <p>2008, 2012 Croatia</p>
 <p>EXIAR EXPORT INSURANCE AGENCY OF RUSSIA</p> <p>EXIAR</p> <p>2011, 2013 Russia</p>	 <p>iciec</p> <p>ICIEC</p> <p>2009, 2013, 2014 Saudi Arabia</p>	 <p>المؤسسة العربية لضمان الاستثمار واتتمان الصادرات The Arab Investment & Export Credit Guarantee Corporation</p> <p>DHAMAN</p> <p>2014 Kuwait</p>	 <p>BANCOMEXT Banca de Desarrollo</p> <p>BANCOMEXT</p> <p>2015 Mexico</p>
 <p>белгпромпромбанк</p> <p>BELAGROPROMBANK</p> <p>2015 Belarus</p>	 <p>PARTNERSHIP FUND</p> <p>PARTNERSHIP FUND</p> <p>2015 Georgia</p>	 <p>ECIC</p> <p>2015-2016 South Africa</p>	 <p>TURK EXIMBANK</p> <p>EXIMBANK</p> <p>2016 Turkey</p>

CONTACT US

For further inquiries about our advisory services and a tailored offer please visit www.sace.it or contact us

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