

Training course on Education to Export

THE MODULE's HIGHLIGHTS

EDUCATION FOR SMEs

EXPORT KITS

ONLINE EVENTS

ON-SITE PARTNERSHIP

Education to Export

OVERVIEW

This course will provide a thorough presentation of the SACE's educational offer for SMEs planning to scale up their business abroad. **Education to Export (EZE)** represents the SACE's Education flagship program, supporting SMEs' internationalization by preparing them to the challenges and the opportunities of the global markets. **EZE** allows the transfer of technical expertise relevant to internationalization and export development through the offer of **free high-digital content training programs**, as well as the presentation of **insurance and financial solutions** tailored to SMEs specific needs.

In order to match SMEs' real needs and expectations, EZE encompasses four digital educational paths (**Export Kits**) focused on the different level of business development (from the Startup phase to the Advanced and Pro levels).

COURSE OBJECTIVES

To provide a clear understanding of the ECAs' functions and opportunities in the fields of business education for SMEs. The course will dedicate a whole module to Education to Export, presenting the educational offer of the four levels of expertise (Basic, Intermediate, Advanced and Pro). In order to make the course highly interactive, this module will also encompass an overview of the Export Kits digital contents, namely articles and interviews, infographics, Country reports and simulation games.

The second module envisages the presentation of SACE's initiatives in the fields of education and partnership with Universities and Research Institutes. Special focus will be dedicated to the most recent educational programs for SMEs intended to enhance knowledge and awareness on topics like digitalization, green economy and business internationalization.

More in detail, the participants will be able to:

- Understand how to structure an educational offer for SMEs
- Enhance possibility to tailor ECA's offer to SMEs' most pressing and actual needs
- Foster SMEs' understanding of ECAs' insurance and financial solutions
- Set-up an ECA sponsored Academy with partners institutions
- Establish Educational programs on key business areas, i.e. Green Economy and Digitalization

TUITION

Tuition will be provided by highly qualified professionals, with proven experience and comprehensive knowledge of the relevant fields. The course may be customized to meet the real needs of participants.

LOCATION

Upon request, at client's premises or in SACE's Rome office. In special circumstances, this course can be delivered online by means of videoconferencing software.

TOPICS

ECA Education Program

- Programs for SMEs
- Partnership with Academic Institutions
- Meeting SMEs' needs and expectations

Education to Export (EZE)

- A blended offer: in person and digital
- The Export Kits: tailoring ECA's solutions to local business
- Basic: How to Approach Global Markets
- Intermediate: How to tackle challenges
- Advanced: How to be Competitive Abroad
- Pro: Scaling up through financial and insurance solutions

Educational Offer: Online and on-Site

- Exportclass series: on-demand contents for internationalization
- Meet Our Expert: information-sharing platform
- Webinar series: analyses and focus for all
- Export Master Program: Educational Programs in collaboration with Business Schools
- Business Lab: Peer to peer dialogue on Global Markets
- Workshops: periodic events addressing specific opportunities for SMEs

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 € 164 billion of outstanding commitments, we serve more than 37,000 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



taylor-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
- Country Risk Analysis
- Risk Management and Monitoring
- International Regulation for Export Credit
- Project Finance
- Export Credit & Credit Insurance

- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Customer Relationship Management

Among our customers

Capacity Building Projects

Set-up & Modernizations

 Qatar Development Bank 2023, 2018 Qatar	 SAUDI EXIM BANK 2023, 2022 Saudi Arabia	 Export Bahrain 2022 Bahrain	 EKA Ukraine 2023, 2021 Ukraine	 DHAMAN 2021 - 2014 Kuwait	 ECIO 2021 - 2020 Greece
 ABGF 2019 Brazil	 HBOR 2019 - 2018 - 2015 - 2012 - 2008 Croatia	 ECIC 2019, 2015 South Africa	 KazakhExport KazakhExport 2019, 2015, 2006 Kazakhstan	 Indonesia Eximbank 2018 Indonesia	 ALTUM 2018 Latvia
 Ukreximbank 2018 Ukraine	 Turk Eximbank 2017 - 2015 Turkey	 Bancomext 2015 Mexico	 Beleximgarant 2014 Belarus	 ICIEC 2014, 2013, 2009 Saudi Arabia	 EximBank Romania 2014 - 2009 - 2008 - 2006 Romania

 ECG 2023-2022-2021 2020, Greece	 Saudi EximBank 2019-2018 Saudi Arabia
 Fund 2015 Georgia	 EXIAR 2011 - 2012 - 2013 Russia
 SMECA 2004-2005 Serbia and Montenegro	

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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