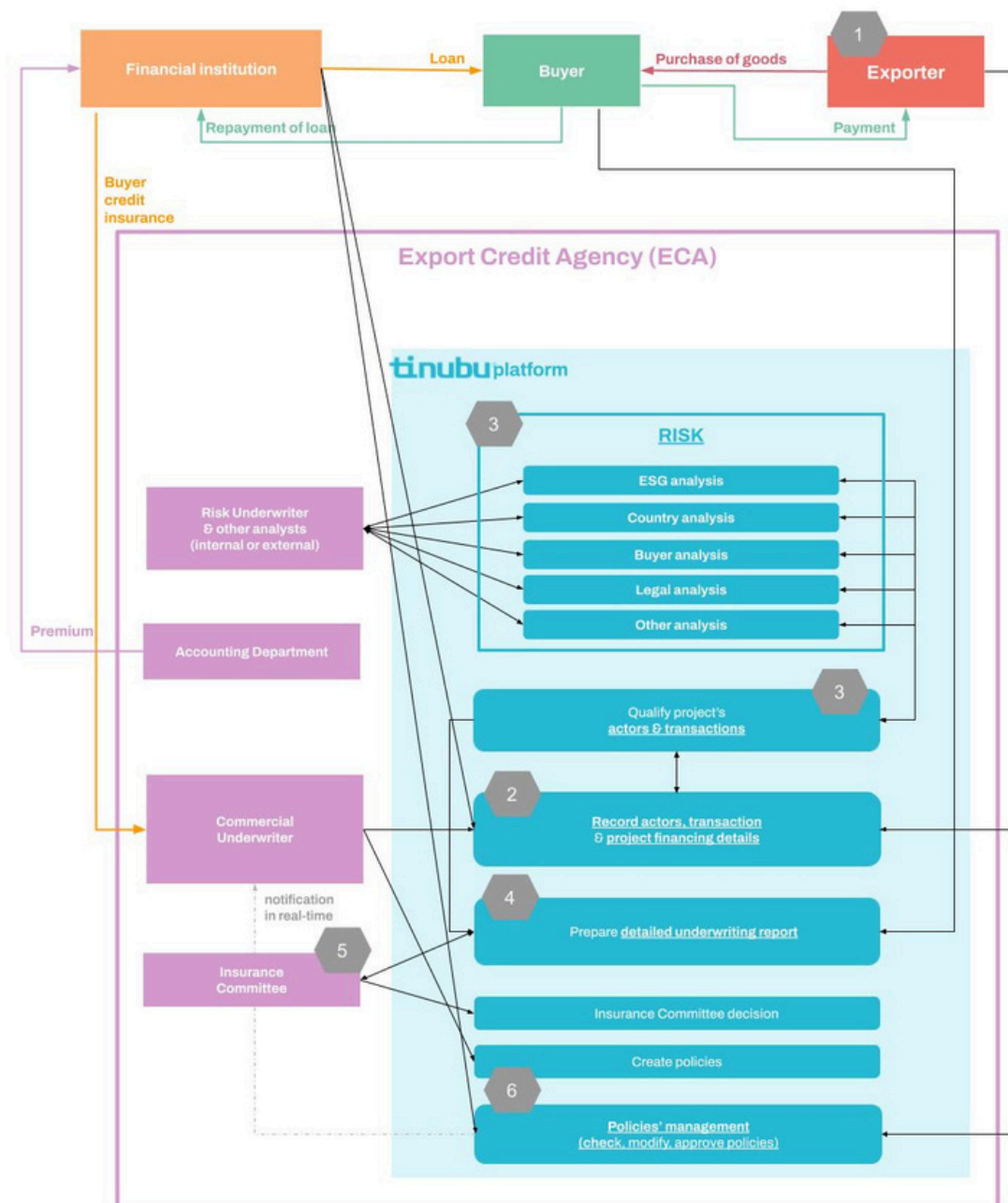


Digitizing trade deals: Empowering ECAs efficiency

Use case and case study

Backed by governments, Export Credit Agencies (ECAs) provide domestic companies with financial support for their exports and investments by mitigating the risk associated with non-payment.

The following use case and case study demonstrate how ECAs can boost the efficiency of their operations to offer creative commercial solutions and help domestic companies expand their global operations.



This diagram shows the complexity of all interactions between the export, the buyer, the financial institution, and the Export Credit Agency (ECA).

It also allow to find out how Tinubu solution can centralize, analyze and redistribute adequate information and documents to the right person.

How the Tinubu solution improves the different steps of the process:

1 - Financial support for International deals

2 - Simplifying project management

3 - Facilitating project qualification & collaboration

4 - Simplifying ECA decision-making

5 - Empowered decision-making

6 - Automated policy generation

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USE CASE

Trade efficiency boost

1/ Financial support for International deals

When a domestic exporter wants to develop activities internationally and sign a new deal with a foreign organisation, their local ECA can offer the financial support they need.

Take for example, a train project in Europe, where a UK exporter wants to deliver a railway infrastructure project to the Ministry of Transport in another European country, for several hundred thousand euros.

To finance this new contract, the Ministry of Transport must secure a loan from a financial institution. This financial institution will then buy 'Buyer Credit Insurance' from its local ECA to cover the loan against default of payment from the Ministry of Transport.

2/ Simplifying project management

As the project will involve multiple parties over several years, the ECA must keep track of all the project's details in order to deliver and manage the policies over a long-term period. This can be a complex undertaking, especially with various sources of data, multiple parties, and the long timeframe.

To improve efficiency, the ECA can digitalise and streamline the collection of data, using Tinubu's global end-to-end insurance platform. This allows the ECA to seamlessly capture all details of the underlying transaction, including the various parties (such as the buyer and the financial institution), the project description, the contract details, and the payment terms.

3/ Facilitating project qualification & collaboration

The ECA needs to be able to qualify the project's actors and transactions by sending requests to its internal risk department, or external analysts. Various types of analyses will then be available within the platform, including risk, country, buyer, and ESG.

Tinubu's platform allows the ECA to share those analyses with all parties involved in the project when required.

4/ Simplifying ECA decision-making

To provide clear and relevant information to decision-makers, the ECA prepares detailed underwriting reports such as transaction details, insurance products, and related analyses.

This work can be synchronised and distributed with tasks assigned to different users or teams.

With Tinubu, this single platform can perform detailed analysis, and track the project's progress, giving the ECA better visibility and the ability to collaborate across the lifecycle of the project.

Tinubu also allows ECAs to automatically generate detailed underwriting reports that incorporate the transaction details, the insurance products, and the related analyses in a structured and comprehensive format.

5/ Empowered decision-making

When the ECA's insurance committee makes its underwriting decision, all sensitive actions are performed by certain duly authorised staff.

Tinubu allows for different authority levels to be set for different users, so the ECA can ensure only certain authorised team members have access to sensitive data.

6/ Automated policy generation

Once the underwriting [NC1] decision is made, Tinubu will automatically generate the actual policy document that will be sent to the customer (the exporter) using the data captured during the process.

The content of the policy document will be an exact match to the data used by the risk committee to make its decision, reducing the risk of discrepancies made by human error.

This stronger, data-driven system gives ECAs greater visibility over their policy management and allows them to foster stronger collaboration between the various actors involved.

The ECA can also use this data to build reliable reporting, with the embedded Microsoft Power BI. With more accurate data and reporting, the ECA can identify and act on improvement areas from both a business and an operational perspective.

Boosting collaboration between ECA team members on complex deals

CASE STUDY

Overview

This case study focuses on the importance of effective collaboration within Export Credit Agencies (ECAs) to handle complex deals successfully. The challenges faced by ECAs include communication gaps, coordination issues, and delays in decision-making, which can negatively impact deal efficiency and customer satisfaction. To address these challenges, a strategic approach is proposed, comprising the following key elements:

1. Foster open communication channels: Creating an environment of open communication is essential for the ECA team. Regular team meetings, both in-person and virtual, serve as a platform for team members to share insights, challenges, and progress on ongoing deals. An open-door policy among team leaders facilitates the flow of ideas and concerns.
2. Define roles and responsibilities: To enhance coordination, clear roles and responsibilities should be defined for each team member involved in a deal. Transparent task allocation ensures that everyone understands their role, prevents duplication of work, and promotes closer collaboration.
3. Utilise collaboration tools and platforms: Leveraging technology is crucial for boosting collaboration. The adoption of specialised collaboration tools and platforms enables team members to share documents, access critical information, and receive real-time updates. These tools streamline communication, reduce email overload, and promote seamless information exchange.

Conclusion

By adopting a strategic approach focused on communication, coordination, and technology, ECAs can significantly enhance collaboration among team members on complex deals.

Example

An ECA handling a complex aerospace deal adopted the following strategies to improve collaboration:

- Established weekly virtual meetings, where deal team members, including underwriters, risk analysts, and legal experts, gathered to discuss progress, potential issues, and strategies.
- Adopted a centralised collaboration platform, enabling access to project documents, agreements, and timelines in one place, with real-time updates for all relevant parties.
- The deal team leader clearly defined individual roles and responsibilities, allocating tasks based on expertise and ensuring each team member understood their contributions.

Results

The strategic collaboration approach led to positive outcomes for the ECA:

Improved efficiency: Collaboration tools streamlined communication, reducing response times, and eliminating the need for lengthy email chains.

- Enhanced decision-making: Regular meetings facilitate timely discussions, enabling proactive addressing of challenges, and making informed decisions swiftly.
- Seamless information exchange: Centralised access to project information eliminates data silos, promoting more coherent and accurate collaboration among team members.

Boosting collaboration between ECA team members on complex deals

CASE STUDY

Benefits



Provide clear and relevant information to decision-makers.



The most recent updated details of the project and policies is available.



Sensitive actions are only performed by duly authorised staff.



Both business and operational perspectives are improved.



All in one single tool for better visibility and collaboration.



Data recorded can be trusted to build reports with Microsoft Power BI.

About Tinubu

Tinubu, created in 2000 and headquartered in Paris, France, employs 170 people located in Paris, London, New York, Orlando, Singapore, and Montreal.

The company is the industry-leading Enterprise SaaS platform vendor, enabling Trade Credit Insurance & Surety digital transformation.

Thanks to its strong expertise within risk underwriting and risk analysis, Tinubu has built a solid foundation for its solution, allowing the company to fully understand the insurers' business and provide the right answers to its clients' needs.

For over 20 years, Tinubu has provided Trade Credit & Surety insurers across the globe with software and services, allowing them to offer best-in-class customer experience, reduce their exposure to risk, and cut down their financial, operational, and technical costs.



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