

# A4RF 23

UNDERSTANDING THE  
POTENTIAL IMPACT OF AI  
ON RECEIVABLES FINANCE

29 November, Clifford Chance, London

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Welcome

## Introduction

Presenting both an introduction to AI and GenAI, this half-day event will provide attendees with a deeper understanding of how these powerful and emerging technologies are impacting the global factoring and receivables finance ecosystem and what this means for your organisation. This cutting-edge event will bring together factoring, receivables finance, technology and legal professionals and industry leaders for an active discussion of the key opportunities and challenges that AI and GenAI are having on our industry now and in the future.

## BCR Publishing/Learning

BCR Publishing/Learning is the world's leading knowledge provider in receivables finance. We create and deliver news, expert articles, in-depth market intelligence data and events covering factoring and invoice discounting, supply chain finance, working capital management and trade receivables securitisation. BCR's clients and partners include most of the leading commercial banks, development banks, factors, invoice discounters, corporates, AltFin platforms, credit insurers, law firms, brokers, and consultants and also the main industry trade bodies.

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# Agenda

12:00 – 13:00 **Registration and networking lunch**

13:00 – 13:10 **Welcome**

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**Mark S. Mandula**, Chief Learning Officer, **BCR Publishing**; Senior Vice President, **United Capital Funding**

13:10 – 14:00 **AI and GenAI: a quick overview**

This presentation will provide a comprehensive overview on AI and GenAI and dive into how these powerful tools are likely to change the way we work, research, and serve forever. In this opening presentation, we will look at:

- What is Artificial Intelligence or “AI”?
- Core areas of AI
- Challenges for adoption of AI
- Guidelines for use
- Risks of Generative AI?

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**Mark S. Mandula**, Chief Learning Officer, **BCR Publishing**; Senior Vice President, **United Capital Funding**

14:00 – 14:45 **Legal considerations of GenAI use: ownership vs. innovation**

There have already been multiple legal challenges that have occurred as businesses across the globe dispute copyright and legal ownership of the output of GenAI models. This timely presentation will look at:

- The existing legal framework and its limitations when using AI and GenAI in your factoring and receivables finance enterprise
- Copyright risks related to AI and GenAI or what are the current risks and how can they be mitigated?
- Ownership: Who ultimately owns the output from GenAI?

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**tbc**

14:45 – 15:15 **Networking coffee break**

15:15 – 16:00 **GenAI: use in decision-making and fraud detection in the factoring and receivables finance industries**

Fraud is growing rapidly and evolving with new technologies and risks emerging all the time. GenAI has the potential to turn the tide against these costly advancements, with the potential to reshape the way you combat fraud and improve the ways you deliver working capital and funding to your corporate and SME clients. In this presentation, we will look at:

- Opportunities for use of AI and GenAI in areas like financial forecasting and fraud detection
- How to improve decision-making in your factoring or receivables finance firm with AI and GenAI through effective modeling of potential risk scenarios
- GenAI use in reducing fraud via the early detection and prevention by successfully identifying patterns of potentially fraudulent activity

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**Karel Krejci**, Director Supply Chain Finance & Trade Finance, **Accenture**

# Agenda

## 16:00 – 16:30 **Panel session: Change management, GenAI and the future**

Change is the only constant in the factoring and receivables finance industries. Successful use of GenAI will require leadership to think and act more creatively and require unprecedented change in the mindset and culture for many organisations. This panel discussion will explore best practices and strategies for managing change, fostering, and nurturing creativity and drive the successful AI adoption of GenAI. We will look at:

- Will GenAI ever replace all human work?
- The impact of AI and GenAI on all industries, including factoring and receivables finance
- Best practice for AI and GenAI use
- Future trends and recommendations

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### **Moderator:**

**Mark S. Mandula**, Chief Learning Officer, **BCR Publishing**; Senior Vice President, **United Capital Funding**

### **Panellists:**

**Karel Krejci**, Director Supply Chain Finance & Trade Finance, **Accenture**

## 16:30 – 16:45 **Q&A**

## 16:45 **End of seminar**

# Speakers

## Karel Krejci, Director SCF & Trade Finance, Accenture

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Karel joined Accenture's Global Treasury and Working Capital Practice in September 2022 as Principal Director to focus on SCF & Trade Finance at the CoE in Barcelona, Spain. Karel has had 15+ years of experience within Fintech as Sales Director & Head of Sales for Prime Revenue, Demica and C2FO. Positions consisted in originating, closing, implementing, and growing new deals on supply chain finance for Top 500 (equivalents) companies and covering the whole spectrum of the

working capital; but also, EY as Director Working Capital and Treasury Solutions within TAS (Transaction Advisory Services) in Prague, Czech Rep. and IFC (Branch of the World Bank) to support banks in emerging countries (Africa). Karel is a strong believer in new alternative solutions (green solutions, ESG impact...) and has big interest in metaverse, AI, GenAI and their impact on the day-to-day business.

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## Mark Mandula, Senior Vice President, United Capital Funding; Chief Learning Officer, BCR Publishing

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Mark is an internationally recognised factoring expert, speaker, author, serial entrepreneur and servant leader. He is Senior Vice President of United Capital Funding, a Tampa Bay, Florida B2B and B2G SME commercial finance professional services firm. He was Principal/Managing Partner from 2000 to 2017 when the firm was acquired and has also served in a National Sales Director capacity. Since formation, United Capital has grown 80 times in annual employed capital to B2B and B2G SMEs and is projected to exceed US\$1 Billion in NFE in 2022. Mark has also become an equity owner of BCR Publishing, and will serve as Chief Learning Officer. In this new role, he will lead the expansion of programmes and best of breed events for BCR on a global basis. He believes that "power in knowledge, but only when shared." Prior to joining United Capital in 2000, he was principal and shareholder in an investment banking firm that completed over 200 bank industry mergers

and acquisitions over a 20+ year span. Following that, he was owner and CEO of a leading credit industry business and was nominated as an Entrepreneur of the Year. He holds an MBA and BBA in Finance and is a 2012 graduate of the Certificate in Private Capital Markets from the Graziadio Graduate School of Business at Pepperdine University, Malibu, California. He has been actively involved in multiple non-profit boards including Eckerd College, Tampa Bay Research Institute and others. Mark is a regular speaker and has participated in over 250 international conferences and has had more than 1,200 articles published online and in ABA Banking Journal, Mergers & Acquisitions, BCR, FCI and other commercial finance global industry publications both online and in hard copy. He has also contributed to several editions of the *World Factoring Yearbook*, published by FCI and BCR on a global basis.

# Registration

## Pricing

AI4RF 2023 – Early Bird £250

AI4RF + A&RF 2023\* - Early Bird £1,150

*\*expires on 23 October 2023*

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AI4RF + A&RF 2023 - Standard £1,450

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# SCFS24

10th Annual

# Supply Chain Finance Summit

January 2024, Madrid

The 10th annual *Supply Chain Finance Summit* will bring together top influencers from across the banking and fintech stack - CEOs, senior SCF executives, chief sustainability officers, fintech leaders, policy makers, startups, scale-ups and tech entrepreneurs to explore what needs to happen next to unlock the opportunities provided by this exciting transformation. This is a must attend event for any leader looking to gather intel on the key strategies needed to ride the rise of supply chain finance.

Sponsoring this premier receivables finance industry event is a smart and efficient way to interact with a global professional audience, showcase your company's competence, innovation, and leadership, while creating or maintaining brand awareness and ultimately generating leads for your business.

#### Contacts for sponsorship:

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