



Risk Management

Access international markets while minimizing associated contractual & financial risks



>Your Challenges?

- Expand business beyond home or regional market
- Minimize associated risks

>What do we offer?

Benefit from the cumulative Schneider Electric own experience in international dealings

- Information, training and personalized case studies

This is a multiple entry program depending on your situation:

- Risk Management discovery: Get to know the most important elements
- Risk Management in depth: A 2 day training course for your teams to master essential requirements
- Risk Management in practice: Get access to Schneider Electric experts for a customized case study

Scope covers subjects such as Contractual clauses, non payment risk management, Risk coverage tools, Bank guarantees, International Commercial Terms (InCoTerms), ...



>How does this work?

- Attend information seminar to get updated on the subject
- Get Schneider Electric Financial Engineering experts to train your teams
- Get personalized consulting on your own projects

>What are the benefits for you as an OEM?

- A single point of entry to Schneider Electric expertise on financial engineering
- Get Schneider Electric experts to perform a comprehensive risk assessment of your project
- Active management of export-related challenges
- Protection of your assets and increase of profitability

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