

**3T IMPEX  
CONSULTING**



**3T IMPEX  
CONSULTING**

A large container ship is shown from a low angle, sailing on the ocean. The ship's deck is covered with numerous red, white, and blue shipping containers. The ship's white hull and superstructure are visible against the blue sea and sky.

# **PROPOSAL ON SETTING UP A VIABLE EXPORT DESK FOR NIGERIAN BANKS**



## TABLE OF CONTENT



Our understanding of your needs-	4
Who is 3T Impex Consulting?-	7
Our uniqueness-	9
Setting up viable export desk-	13
Our deliverables-	16
The timelines-	19
The consultants-	21
The amount you are investing-	23
Our export consulting services-	26



04

# Our Understanding of Your Needs



**3T IMPEX  
CONSULTING**





The Central Bank of Nigeria (CBN) came up with a programme to increase the non-oil export proceeds repatriation of the country from the current annual volume of about \$10 billion to \$200 billion in the next 3-5 years. This is the race towards \$200 billion export proceeds inflow and therefore the programme has been tagged the RT200 FX programme.

The growth of non-oil export proceeds has been a major challenge for many banks in Nigeria because the country has been largely import dependent and this has made the banks in the country to greatly develop their import business but unfortunately this has been done to the detriment of their export businesses.

The inadequate foreign exchange available in the country coupled with the fact that the CBN will be stopping allocation of foreign exchange for most import customers in 2023 has made it to become very imperative for all banks in the country to increase the volume of foreign exchange inflows to their various banks.



Since increasing foreign exchange inflow through foreign direct investment and foreign portfolio investment are dependent on foreigners and therefore outside the nation's control, the only viable and sustainable option that is left to get this done is through the channel that the nation has control over and that is the growth of non-oil export proceeds.

For this to happen, a bank needs to do three things which include supporting the current exporters to grow their export volume, attracting existing exporters from other banks and creating new exporters from companies that need foreign exchange (like importers looking for foreign exchange to fund their import businesses) and those that want to diversify in other to earn in foreign exchange.

To get this done, the banks would need to either setup a brand new and **viable export desk or revamping the existing one**





# Who is 3T Impex Consulting



**3T IMPEX  
CONSULTING**



3T Impex Consulting Limited is a globally recognized international trade consulting firm of African origin.

**Vision:** To be the foremost trade consulting company in Africa who has contributed significantly to the growth of Trade Knowledge, Trade Funding and Trade Volume in at least 25% of the countries on the continent.

**Purpose:** To Promote International Trade and significantly contribute to the growth of African GDP (Gross Domestic Products) through Trade Education, Trade Enhancement & Trade Execution.

**Values:** Our **people create knowledge** based trade products and services **passionately**, deliver them with **integrity** to contribute significantly to the prosperity of our clients and the african continent at large.





09

## Our Uniqueness



**3T IMPEX  
CONSULTING**



Unlike many other generalised management consulting companies in the country, 3T Impex is an international trade focused consulting company with the consultants having an aggregate experience of over 50years.

The consultants at 3T Impex have a rare combination of theoretical knowledge (via numerous certifications), banking background (trade sales, risk management, structured trade finance and document processing) and trade execution (procurement, port logistics, forwarding and supply chain management).

This is a rare combination in the industry because most other generalised management consulting companies have either none, one or two of these qualities. This has made us a consulting company of choice as far as import-export trade related consulting services are concern.





The **numerous trade certifications** of our consultants from different reputable institutes in Europe, Singapore and United States of America:

- Demonstrates the competence of our consultants
- Ensures that our consulting service is in line with global best practice
- Enables us to provide innovative solutions to our client's problems

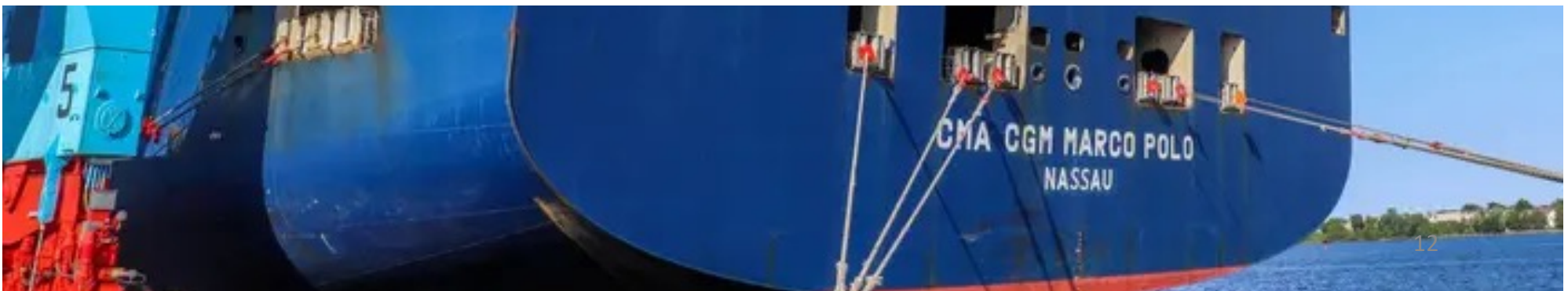
The **banking experience** of our consultants in trade operations, trade sales, transaction banking and risk management:

- Ensures that we have a good understanding of the client's problem
- Enables us to blend with the bank's business structure
- Propose feasible solutions that can be implemented by the bank



The **practical experience** acquired by our consultants through direct involvement in international trade and handling of procurement, port logistics, supply chain management etc:

- Enables us to know the critical control points in export financing
- Helps us to understand the support services required by the exporters
- Ensures that our solutions are pragmatic and effective for the bank and their customers





## Setting Up Viable Export Desk



**3T IMPEX  
CONSULTING**



The Export Desk/Department is the nucleus of the bank's export business development strategy because it controls all the export related activities that leads to the growth of the non-oil export proceeds either at the at the branch or at the regional level.

The mandate of the unit is to achieve the target of the bank in export business development through the formulation of appropriate strategy for the growth of export volume and working with the branches and different business units of the bank for the implementation of this strategy.

It is very unfortunate that the export desk in many banks, which is the nucleus of export business growth are not setup to succeed. This because the unit do not have the systems and structures in place to be able to attract exporters, support exporters and grow the exporters. This is making many banks to be struggling to grow their export volume, but they are only able to get little result





Our consulting service on setting up a viable export desk involves designing the critical subunits of this department, outlining their functions as a critical organ of the department, enumerating the job description of the personnel in the subunits and the skill sets required for each of the personnel in the subunits to function.

The export desk will also have an export advocates in all the branches across the country and this is to enable the transfer of skills and effective deployment of the services of the export desk at the branch and regional level.

The consulting service will also involve the training of the staff to be hired to manage this unit. This is to be enable them acquire the right skill sets needed to perform the functions of the unit. If your bank already have an export desk but it is not performing up to expectation, this service will help your bank to review and revamp it for better performance which is growing non-oil export business volume of the bank.



## Our Deliverables



**3T IMPEX  
CONSULTING**



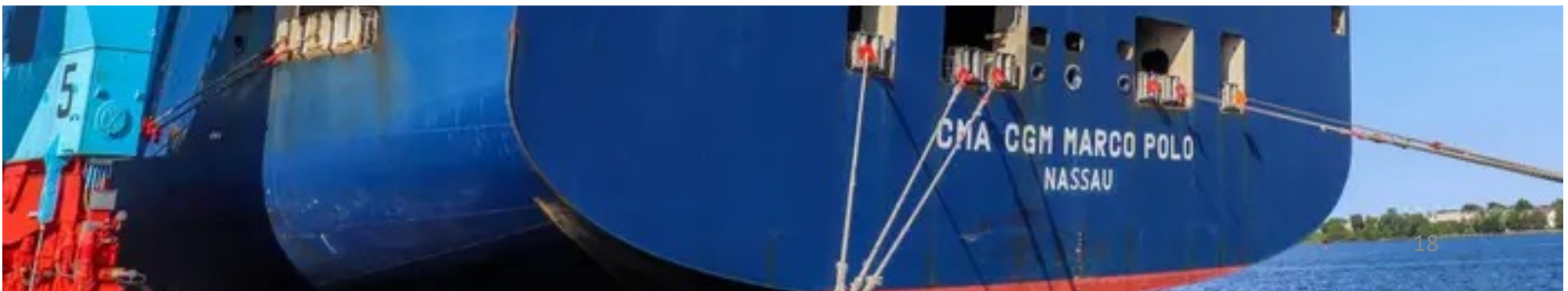


The deliverables that the bank should expect from 3T Impex Consulting in setting up of a viable export desk for the bank include the following:

- An information gathering and strategy session with the relevant team in the bank to know the bank's vision for export growth
- Evaluation of the effectiveness of the current desk in the bank for export business development
- Designing a strategic organogram that shows the various functional units of the export desk
- Developing a working document that indicates the operations and functions of the export desk and how it will work with other units of the bank
- Outlining the functions of the subunits of the export desk including the advocates in the branches



- Highlighting the job description for the personnel of the subunits of the desk and the export advocates in the branches to enable them achieve the objectives of the unit
- Outlining the skill sets required by personnel (to be hired by the bank) to function on the export desk
- Joining interview panel to hire personnel for each of the subunits in the export desk of the bank





# The Timelines



## TIMELINES FOR SETTING UP A VIABLE EXPORT DESK

S/N	TASK	DURATION
1	Information gathering session with the relevant teams in the bank	Week-1
2	Evaluation of the operations of current export desk of the bank (if any)	Week-2-4
3	Designing a strategic organogram that shows the functional units of the export desk	Week-5
4	Developing a working document that indicates the operations and functions of the export desk	Week-6
5	Drafting of job description and skill set of the staff of the export desk sub units	Week-7
6	Review of the working documents developed with the relevant teams in the bank	Week-8-9
7	Joining interview panel to evaluate the personnel to be hired for the export desk	Week-10
8	Training of hired personnel on functions and operations of the export desk	Week-11-12



## Our Consultants



**3T IMPEX  
CONSULTING**



## OUR TEAM OF TRADE CONSULTANTS

S/N	NAMES	QUALIFICATIONS
1	Bamidele Ayemibo	B.Sc, M.Sc, Ph.d, CDCS, ACTS,
2	Hycenth Okwesa	B.Sc, M.Sc, DipETF
3	Raphael Imaseun	B.Sc, M.Sc, CSTF, DipEBM
4	Caleb Afuwape	B.Sc, DipEBM
5	Rotimi Gabriel	B.Sc, M.Sc, DipEBM, CDCS
6	Grace Adedayo	B.Sc, CTSC





# The Amount You Are Investing



### **The Estimated fee**

The estimated fees that the bank needs to invest for the setting up of a viable export desk is N36 million.

Our actual fees may exceed the above estimates based on changes to the business or out-of-scope work.

### **Estimated expenses**

Out-of-pocket expenses for travel, accommodation, and daily allowances will be charged at actual costs.

Other out-of-pocket expense include telephone, courier, photocopies, clerical assistance and other administrative expenses will be charged at an estimated 1% of the total value of the consulting fee.





## The Assumptions

Our estimated pricing and schedule of performance are based upon, among other things, our preliminary review of your bank export business and also based on the fact that the bank's personnel will be providing a reasonable level of assistance as required.

Should our assumptions with respect to these matters be incorrect or should the condition of your export desk, degree of cooperation, results of our review of the export business and strategy of the bank, or other matters beyond our reasonable control require additional commitments by us beyond those upon which our estimates are based, we may adjust our fees and planned completion dates.

Fees for any special export-related projects, such as marketing export customers, financing export transactions, or capacity building in other export related subject, will be billed separately from the fees referred to above and will be the subject of other written agreements.



## Our Export Consulting Services



**3T IMPEX  
CONSULTING**



## For Banks

1. Setting Up Viable Export Desk
2. Export Business Leads Generation System
3. Deployment of Export Business Support Services
4. Effective Tools For Export Credit Risk Analysis
5. Effective Export Finance Monitoring System

## For Intending & Newbies In Export Business

1. Export Mentoring Programme (for intending exporters)
2. Export Coaching Programme (for newbies in export business)







**3T IMPEX  
CONSULTING**



**info@3timpex.com | www.3timpexglobal.com | 08091244449**