



studio d'elsorbo

Securing performance and payment in foreign trade





Reliability and security in international trade.

Specialist consultancy
for banks and global companies

ABOUT

Mission

Studio Del Sorbo acts as a trusted partner for banks, importers and exporters, offering highly specialised training and consulting services in the field of international trade.

With in-depth expertise in trade finance, export finance and international payments, we help operators enhance operational efficiency, mitigate financial risks and seize new growth opportunities in global markets. We collaborate with banks, companies, business schools, institutions, industrial associations and chambers of commerce throughout the country.

STUDIO DEL SORBO

Expertise

Studio Del Sorbo's expertise lies in the area of Trade and Export Finance, with a well-established specialisation in international payments and risk mitigation instruments, such as Letters of Credit, Demand Guarantees and Standby Letters of Credit.



Dr. Domenico Del Sorbo
LIBF Qualified Trade Finance Expert

YOUR INTERNATIONAL PAYMENTS EXPERT



Dr. Domenico Del Sorbo holds a degree in International Trade and Currency Markets Economics and an MBA in International Business from MIB - School of Management, Trieste (ASFOR and AMBA accredited MBA).

He is an expert in Trade and Export Finance, with particular specialisation in international payments and risk mitigation instruments, such as Letters of Credit, Standby Letters of Credit and Demand Guarantees.

More generally, he has consolidated expertise in business internationalisation processes.



Consultancy and specialist training for foreign trade

Personalised strategic support

STUDIO DEL SORBO

History

Studio Del Sorbo was founded in 1999 to initiative by Dr. Domenico Del Sorbo.

In those years, the Internet was taking its first steps, the Lira was still in circulation and the process of European monetary integration was taking shape. The European Union, albeit initially only on a monetary level, and the rapid growth of Eastern European countries after the fall of the Berlin Wall, favoured a substantial increase in international trade relations. The firm's objective was clear from the outset: to offer services to international trade operators.

In December 1999, in Bari, Dr. Del Sorbo took part in a training project aimed at young graduates. The success of the initiative paved the way for numerous collaborations with training institutions throughout Italy, particularly in the field of international payments. For about a decade, Studio Del Sorbo consolidated relationships with institutions, banks, industrial associations, chambers of commerce and, above all, businesses, defining its areas of specialisation with increasing precision.

The economic and financial crisis of 2007-2009 led to a slowdown in business, but also marked the beginning of a process of renewal. The firm began offering more innovative and specialised services, in line with the new demands of an increasingly complex global market, coordinating structured training and consulting projects with Chambers of Commerce and ICE-Agenzia.

Today, thanks in part to the prestigious certifications obtained by Dr. Del Sorbo from major internationally recognised providers – including LIBF (now part of Walbrook), ICC Academy, Coastline Solutions and eBSI Export Academy – Studio Del Sorbo is a highly qualified partner for training, consulting and specialised assistance services in the fields of trade, export finance and international payments.





The partner that
protects and guides you
in global markets

Certifications and training
international

STUDIO DEL SORBO Certifications

Dr. Del Sorbo has obtained numerous internationally recognised certifications from leading providers, including ICC Academy, LIBF (now part of Walbrook), Coastline Solutions and eBSI Export Academy.

It also received the TFP Professional Award for providing the best response in the EBRD TFP Trade Clinic, published in Trade Exchange – TFP, the biannual magazine dedicated to the EBRD's Trade Facilitation Programme. The award was presented during the Technical Trade Finance Forum organised by ICC Georgia in Tbilisi on 12 May 2015.



100+

institutional and private clients

25+

years of experience

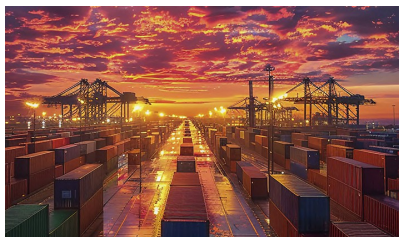


1,500

Letters of Credit managed

10,000

hours of training provided



For a list of certifications, visit the website:
studiodelsorbo.it/en/certifications/



SERVICES

Training





Studio Del Sorbo offers specialised training courses in Trade Finance, Export Finance and International Payments, designed to respond effectively to the needs of banks, exporting companies and professionals in the sector.



Main target audience:

-  Banks and financial institutions involved in international transactions
-  Export office staff and commercial operators
-  Public bodies, industrial associations and Chambers of Commerce
-  Export managers and sales managers of exporting companies
-  Young graduates and students interested in building practical skills

Objectives and results:

-  Acquisition of practical skills that can be immediately applicable skills
-  Improvement of performance in global markets
-  Optimisation of international operational processes
-  Mitigation of risks in international transactions

Courses can be tailored to the specific needs of the client and combine advanced theory with practical tools, ensuring effective, business-oriented learning.



SERVICES

Specialist Consultancy

Studio Del Sorbo offers consultancy services in the following areas:

- ✓ Incoterms®
- ✓ Documentary
- ✓ Collections
- ✓ Letters of Credit
- ✓ Demand Guarantees and Standby Letters of Credit
- ✓ Credit Insurance
- ✓ Export Financing
- ✓ SACE/SACE BT Insurance Products

Consultancy can be provided on a individual query or subscription basis.





SERVICES

Zero Discrepancy Objective

Letter of Credit Management

Studio Del Sorbo offers an innovative operational assistance service for letters of credit, designed to eliminate discrepancies, reduce bank costs and ensure timely payments.

What we offer:

- Analysis and review of the LC, with any requests for changes
- Production and verification of beneficiary documents (invoices, packing lists, certificates, etc.)
- Analysis of documents produced by third parties (DDT, Eur1, ATR, insurance certificates, inspection certificates, etc.)
- Submission of documents to the bank on behalf of the beneficiary, if necessary
- Support in the management of disputes with the bank regarding discrepancies or regulations

Service extensions:

Preparation of documents for the enforcement of Demand Guarantees and Standby Letters of Credit.

Advantages for the company:

- Elimination of discrepancy fees and reduction in bank charges
- Reduction in DSO and optimisation of treasury;
- Efficient management of internal resources.
- Certain and timely payments;
- Improvement of commercial relations





SERVICES

Consultancy support

Studio Del Sorbo offers a specialised service to support companies in the management of Letters of Credit, Standby Letters of Credit and Demand Guarantees, with the aim of eliminating discrepancies, reducing costs and ensuring timely payments.

Objectives

- Operational autonomy of internal resources
- Improvement of treasury and relations with banks and customers
- Reduction of discrepancy fees and bank fees

The service includes:

- In-house training (4–6 days) on international payments, documentary credits, standby letters of credit and bank guarantees
- Annual consulting support with periodic visits, specialised materials and operational tools
- Flexible duration: from 6 months to 2 years, customisable to suit your company's needs
- Operational assistance for the management of documentary credits and related documentation (including Standby LCs and Demand Guarantees)
- On-demand and remote consulting on international payments, Incoterms®, documentary collections, letters of credit, bank guarantees and standby LCs





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