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From the JIBC Publisher

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Brief Biographic Description: Nahum Goldmann, President, ARRAY Development, is a leading expert and a lecturer on building and securing ebanking and ecommerce, procurement, financial and governance strategies, Supply Chain Finance, as well as regulatory and government policy issues.

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Monetizing B2B international payments and Supply Chain Finance

In recent years, banks profits have been consistently eroded – due to the general economic uncertainty, new regulatory requirements, introduction of competitive online/mobile banking and cost transparency. To endure and prosper, financial industry has to find new revenue sources. Unlike low margin retail banking, corporate banking services could provide highly profitable opportunities through reengineering of Business-to- Business (B2B) international payments and Supply Chain Finance (SCF).

Between 'too big to fail' and 'too small to succeed', globally operating banks should more actively monetize their international B2B cash operations. Many corporate banking clients face a severe liquidity crunch that forces them to use SCF as the last remaining

source of cash, especially to finance their global sales. To fund their clients and vendors, some large corporates even started their own private banks. However, success rate of such corporate banking operations is low, as they are quite demanding, require advanced payment innovation, specialized expertise and impose high regulatory burden.

For banks, profitable international cash and liquidity management services could only result from the development of new high-margin SCF operations. Their scalability and long-term sustainability could be achieved by utilizing sophisticated financial engineering, agile technology, advanced compliance and risk management, liquidity management optimization methods and aggressive database marketing.

Improvements in profit, customer growth and ROE are unattainable without radical changes in the banking payments models and transformation of the bank's business culture. SCF uses complicated financial instruments, practices, technologies and liquidity management optimization methods, often too complex for the corporates. However, they are fitting for a bank – providing it is reengineered and automated. Resulting SCF solutions, properly setup, managed and marketed as a distinct profit center, could be far more profitable and less risky than conventional banking retail and landing services.

JIBC is still growing, and as a part of new opportunities, we are looking for one more new key member of our editorial team to act as an *Assistant Editor*. The candidates should be open to evolving responsibilities, have strong research, organizational and communication skills, ability to work both independently and with the JIBC editorial team, proficiency at multitasking, and be passionate about the newly emerging field of electronic banking and commerce. Past editors have used the position as a staging ground for the leading positions in the global academia and industry.

For a highly qualified person well familiar with HTML and looking for a world-class carrier in ecommerce, this position opens unparalleled opportunities to work closely with a wide range of international scholars, to learn the modern online publishing ropes, to develop familiarity with the style guides and establish useful academic and industrial connections. It provides an excellent opportunity to hone your editing and time management skills, to gain experience in academic publishing, and to actively develop an understanding of issues considered of great import to the electronic banking and commerce.

A successful candidate will help JIBC Editor-in-Chief Prof. Nikhil Agarwal, Managing Editor Dr. Xin "Robert" Luo and Assistant Managing Editor Francis Chlarie in working with the JIBC authors to ensure high academic quality contributions and preparing submissions for our leading publication. She or he will provide the editorial input on the articles' fitness for publication, and perform formatting of each article to ensure that their language, layout and style meet academic standards.

As we only issue JIBC three times a year, a volunteer Assistant Editor will be asked to commit just 2-3 hours of work per week performed on their own schedule. Please send your CV to JIBC Chief Editor Prof. Nikhil Agarwal or myself if you would like to participate and contribute to our advanced global community.

Again, I am asking each and every one of you, our readers and subscribers, to email JIBC to at least 3 of your colleagues, friends and discussion groups that you are participating at, and recommend that they also subscribe. Please share information about JIBC articles with the Internet community and suggest to us new ways to promote JIBC among academics and professionals from around the globe.

As well, I am challenging all the current and past authors and editors to email your own articles -- along with the rest of JIBC edition -- to at least 10 of your peers and colleagues in academia, government and industry. Make sure that they are well aware of your articles and the *Journal of Internet Banking and Commerce*. Recommend that they also subscribe to email editions. After all, we send it around just 3 times a year.

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