



Leadership - International Banking, Finance,  
Fintech and Technology



Chris Principe



Dear Sir/Madam,

I would like to introduce myself as your Founder and CEO of Solidus Global. It is quite interesting and exciting to see the shift of financial focus from cryptocurrency and ICO's to more realistic and historic stores of value for gaining long-term wealth. As a Futurist, I saw this shift coming much earlier and have put my energy and work ethic into a new patent pending business model called the "Referral Management System" to capture new and intriguing opportunities. This has allowed me to bring you a proven industry leading business in the new financial space that is clearly at a tipping point and present you with Solidus Global.

I have an entrepreneur's innovative mind set, having built my first business, MediGlobe, a medical export business in 1985 with clients in 70+ countries and running that business for a dozen years resulting in a successful sale. I have guided my own Speaking, Consulting and Training business for International Banking, Financial Technology and the use Blockchain and Artificial Intelligence for Global Trade. My passion is educating and developing innovative products to produce new revenue streams and expanding relationship returns. This expertise comes from spending years of formulating complex major account strategies for consulting and selling software solutions, not products, directly to top global banks and corporations. I am responsible for several industry innovations and have the desire to be an agent for transformation through innovative approaches to product, sales and client communication. I am an effective speaker, presenter and communicator, with a history of building lucrative businesses and relationships.

Within the consulting and training fields, I have worked on International Banking projects for BofA, NBAD, Erste, RBS, WinTrust, Al Rajhi, RHB, DBS, Banco Santander, Wells Fargo, SunTrust, etc. This has taken me on similar opportunities to banks in Asia, Europe, the Middle East and the Americas. My Training activities are reinforced by my position as the official Trade Finance instructor for Florida International University and the FIBA certificate program. I have provided in-house trainings and workshops directly to banks globally, as well as long-term specialized projects. As a speaker, I educate and train audiences on Blockchain and Artificial Intelligence technologies with an emphasis on the potential benefits to government, banks and corporations that will make a positive future impact on people's quality of their financial life's.

I am the owner and publisher of FinFuture and Financial IT magazines, enjoying my ability to write articles, reports, whitepapers and to do interviews with industry leaders on many business topics. I have written over fifty articles and am currently writing a series of books regarding the Future of Finance.

I have lived and worked in countries in the Middle East, Russia and the CSI, the Caribbean and Southeast Asia. Over my career, I have traveled extensively to more than 125 countries for business. I have led global teams in the international banking space. This extensive experience provides me a depth of skills unique in international banking and business. A combination that's unique in this business.

I bring a keen sense of leadership that provides value through a business methodology of innovation combined with a roadmap approach, resulting in a history of proven success.



Yours truly,  
Chris Principe

**"To Win without Boasting; To Lose without Excuses"**



# Skill Sets and Product Sets

Industry respected Innovative Banking Professional with extensive experience in leading new and futuristic approaches based on product vision and business disruption.

## **Consulting and Training**

Designed the Referral Management Technology

Experience on a variety of consulting engagements to international banks, government, cryptocurrency companies, FinTech's, funds and corporations

Official trainer to Florida International University and FIBA for their Trade Finance Certificate program

Published author and sought-after speaker

## **Sales Leadership and Business Development**

Directed global sales teams with a solution selling approach versus the point to point product sale

Extensive international travel focused on Asia, Middle East, Europe, Africa and Latin America for on-site presentations and consulting assignments

Effective public speaker and communicator, with a history of building lucrative relationships

Developer of new territories and market segments

## **Administration, Operations, Service Delivery**

Directed business analyst and sales support teams

Responsible for project management, services delivery, maintenance and client satisfaction

## **Banking and Finance**

Leader in the cryptocurrency, A.I. and DLT space

International Banking industry thought innovator

Trade finance and supply chain finance expert

Keen understanding of Islamic finance solutions

Designer of Innovative new banking functions

Treasury product knowledge of cash, trade, FX and payments (on-line, front-end, middle and back-office)

Experienced with commercial loans, syndication, transactional banking for corporate banking

## **Credit, Risk and Compliance**

Credit deal analysis and submission (RAROC)

3 C's of credit line deal management risk assessment: Corporate, Correspondent and Country

Compliance for KYC, BSA, OFAC, AML, PEP, etc.

## **Product Development / Design and Strategy**

Industry product leader through Innovation solutions

Consultant for International banking, cryptocurrency and Blockchain technology software firms

Development of payment, compliance and finance solutions for banks, corporations and large networks

Initiated the P4B and R2P concepts, Value Chain Financing as well as Dynamic Profit Management

Researched, conceived and designed a Supply Chain Payments solution in partnership with a major credit card provider for rapid corporate payments

## **Commerce**

B2B payment, FX and finance solutions for banks, major corporations and SME suppliers and buyers



# Career Progression and Experience

2018 - Present

Solidus Global, Inc.

Miami, Florida, USA

## Founder and CEO

- Developed Referral Management System as a unique patent pending business model with a long-term strategy
- Globally recognized event speaker, moderator, banking futurist and innovative sales motivator
- New referral model for facilitating ease of access to products and services that allows consumers to participate in opportunities on a secure and compliance aware platform that performs KYC at a global bank level
- The Referral Management System platform allows Merchants to offer their products and services to Customers and Independent Business Associates directly, that are KYC verified and equipped with eWallets.
- RMS enables customers and Independent Business Associates to purchase what they want when they want and receive discounts, rebates, refunds and bonuses through our cards depending on the referral purchased
- RMS will be able to provide a continuous range of referral products for both physical products as well as virtual

2014 - Present

Asia Pacific Bridge, Inc.

Miami, Florida, USA

## Publisher

- Independent consulting firm focused on International Banking, Cryptocurrency, Blockchain, FX and Payments
- Developer of Training programs for Trade and Supply Chain Finance, Cryptocurrency, FX and Payments
- Using Blockchain technology to build the Global Trade Blockchain and the Regulators Blockchain
- Developer of AI and Blockchain products that targets governments, banks, corporations and networks

2014 - Present

Financial IT, Ltd. and FinFuture Media, Inc.

Dubai, UAE

## Publisher

- Publisher of the magazine that is the voice of FinTech to the banks and corporations
- Founder of a new breed of informational forum based on the future disruptions to finance

2013 – 2014

Misys International Banking Systems, Inc.

London, UK

## Global Director of Transaction Banking Solutions

- Global P&L responsibility for the new Transaction Banking Unit for Trade, Cash, FX and Payments
- Developed the plan for SaaS models to increase market and provide new existing client revenues
- Heading up the initiative for the innovative Supply Chain Finance Holy Grail program
- Developed the marketing strategy for the new Transaction Banking products that was unique in Misys







2007 – 2013 ACI Worldwide, Inc.

Naples, Florida, USA

**Product Line Manager, Global Trade and Supply Chain**

**Director Trade Business Development, Partnerships and Alliances**

- P&L responsibility for Global Trade business unit (\$16m) including budgeting, pipeline build, product roadmap, product development, project services and 3-year plan for growth into a \$30m business unit
- Lead the due diligence and recommended targeted acquisitions to expand the trade related business
- Heading up the existing and acquired business units for Trade Finance (S1 and Visual Web)
- Ultimate ownership and responsibility for all aspects of the NexGen integrated trade products, developing sales/marketing strategy along with managing all product development and design
- Product management and development of the trade and supply chain finance products including roadmap for new product and technology, resource and budget planning, marketing and sales
- Developing ACI's first Supply Chain Payments product leveraging trade, cash, FX and payments from initial 120+ page White Paper to business case through C-Level Stage Gate approvals
- Developed new sales strategy and product model unlike any other traditional Trade Finance product in the market, based on the latest technology and full trade/supply chain/cash services
- Developed first client for the new J2EE, SOA Trade and Open Account product for a global roll-out of these products to replace the banks current global platform product by product (6m)
- Directly responsible for Trade Industry Events, Conferences, Forums and Press Relationships

2005 – 2007

BankTrade LLC

New York, New York, USA

**Vice President Strategic Initiatives**

- Newly created position with Global coverage for Trade Finance solution, BankTrade, that complements the sales process and crosses all internal business units to bring additional and unique business value and industry knowledge at certain times to new prospects and existing accounts for strategic reasons
- Reporting directly to the President in a position of trusted adviser on company business strategy and issues
- Ultimate ownership and responsibility for all aspects of the new innovative product, OpenTrade, introduced in 2006, developed sales and marketing strategy while managing product and development teams of 28
- Directly responsible for the single largest Bank client (top 10 worldwide) by revenues of the company
- Member of Top Management Team for developing and implementing long and short-term plans for overall company direction, sales strategy, acquisitions and product development
- Assigned to do BPR studies of banks comprising of full due diligence, outlining targets to profitability and a potential consolidation path, then deliver this report and present to top management





2003 – 2005 Surecomp Services, Inc. Hoboken, New Jersey, USA

**Vice President Sales - Americas**

- Direct revenue responsibility for the Western Hemisphere (North, Central & South America), for new account sales of Trade Finance, up selling existing clients and maintenance (\$13.5 million 2004, \$5.1 million 2003)
- Sold the first new US bank since 2001, followed with 3 additional new bank sales (\$2.4 million)
- Introduced an acquisition target to ownership, actively did the due diligence, participated in the negotiations resulting in this acquisition, then prepared and lead business consolidation

1998 – 2003 CSI Complex Systems, Inc. New York, New York, USA

**Vice President, Trade Finance**

- Best Sales Year in the history of the BankTrade Trade Finance solution (\$25.5 million in 2001)
- Won a bank by turning around a decision already made in favor of a competitor (\$2.3 million)
- Provided the Senior Vice President with prepared sales forecast, account strategy and roadmap
- Managed a Global sales force of 17 based in 11 different countries with a support team of 6

1985 – 1997 MediGlobe, Inc. New York, Greenwich, Miami, USA

**CEO & President**

- Started an Export Management Company based on exclusive contracts with 18 different medical product and equipment companies to sell, market and export their products outside of the USA, including managing the business through a successful exit strategy
- Managed strategic direction of all day to day operations, decisions and goals; Sales, marketing, personnel, purchases, profitability, accounting, bank relationships and financial responsibilities
- Worldwide client base in over 80 countries with emphasis on sales development in the Third World
- Completed royalty-based licensing contracts to manufacture US products in different countries
- Consistently successful in various government tenders and direct government sales contracts
- Established sales offices in Singapore, Russia, Armenia and Jordan including hiring, training and managing a 27-member multilingual, multicultural, multinational staff
- Strong knowledge of Customs procedures, Shipping documentation, Currency conversion, Import & Export Insurance, FX Contracts, Sea/Air routing, LC's, Collections, Drafts and Risk Mitigation
- Trained distributor's sales teams including setting sales commission and incentive targets



# An Executive in Wholesale Banking, Finance & Technology

## Education and Achievements

### Hawthorne College

New Hampshire, U.S.A.

Bachelor of Business Administration, International Studies

Studies: International business studies focused on financial analytical skills, an understanding of credit policies and standards that support the evaluation of business potentials. Courses covered included international trade law, trade finance, supply chain mechanisms and application with related subjects of Commercial Law, Shipping and Maritime law and international credit and risk management.

- Official International Trade Finance Trainer for the certificate program offered by Florida International University and FIBA, Florida International Banking Association, 2011 to present



- Member of Wall Street Blockchain Association, 2016 to present
- Inter-American Development Bank De-Risking Consultant, 2017
- Board of Directors for the Apprentices Worldwide organization, 2015 to present
- Member of the leadership board to Apprentice Worldwide and Volunteer mentor, 2013 to present
- Chairman for Eurofinance, Finnovation Africa, and the Distributed Trade event planning committees
- Founding member of the IFCC, Islamic Finance Crypto-Currency Global Think Tank, 2015 to present
- Consulting advisor to the CCAA committee, Washington DC, 2014 to 2018
- Notary Public registered and certified by the State of Florida, Commission number GG127353
- International Trade Director to the Global Trade Development Week in Dubai, UAE 2014 to 2016
- Executive member of the SCRM Consortium, 2011 to present
- Advisor to the FIBA Young Banking Professionals Committee, 2011 to present
- Member of the FIBA Trade and Finance Committee, 2009 to present
- Chairman of the BAFT-IFSA National Trade Services Product Management Committee 2008 to 2013
- Member of the BAFT-IFSA National Trade Services Product Management Committee, 2004 to 2013
- The only member of the financial community to participate as a member of the U.S. Department of Commerce Supply Chain Focus Group, 2008 to 2012
- Member of the BAFT-IFSA North American Regional Council, 2009 to 2012
- Vice-Chair of the BAFT-IFSA Supplier Partner Committee, 2004 to 2013
- Member of the BAFT-IFSA Trade Finance Committee, 2004 to 2013
- Member of the BAFT-IFSA Financial Supply Chain Management Committee, 2009 to 2013
- Chairman of the committee that wrote the standards, definitions and processes for Supply Chain Financing published by BAFT-IFSA, September 2011 and initiated in 2009 by the IFSA Financial Supply Chain Committee
- Member of the IFSA Trade event and agenda planning committee, 2004 to 2012
- Florida International University Trade Finance Certificate received January 2008



- Representative for the International Finance Services Association to SWIFT 2008 to 2011
- Founding Chairman of the IFSA Financial Supply Chain Committee in February 2007
- Chairman of the 7-member industry working group on the feasibility of a Trade Finance Transaction Clearing House, 2005 to 2007
- Member of the SWIFT North American Trade Finance Message Review Board 2006 to 2011
- Member of the Council of Supply Chain Management Professionals 2002 to 2012
- Member of the APIX advisory committee for the organization's international expansion, 2011
- Member of the Purchasing Managers Association 1985 to 2002



- Finnovation Africa 2019 Keynote speaker and Judge, Ethiopia, March 2019, <http://finnovationworld.com/Ethiopia>
- Article "Crypto-Crypt or Gold Mine" Finextra, December 2018, [www.finextra.com/blogposting/16428/crypto-crypt-or-gold-mine](http://www.finextra.com/blogposting/16428/crypto-crypt-or-gold-mine)
- Article "SIBOS Coin" LinkedIn, October 2018, [www.linkedin.com/pulse/sibos-coin-chris-principe/](http://www.linkedin.com/pulse/sibos-coin-chris-principe/)
- Keynote speaker at the Fintech TT event, Post of Spain, Trinidad, July 2018
- Panelist on BlockChain and Crypto at the SITC Africa Forum, Tunis, Tunisia, April 2018
- Panelist for BlockChain at the Smart City event, Taipei, Taiwan, March 2018
- Panelist on BlockChain and Crypto at the SITC Africa Forum, Tunis, Tunisia, April 2018
- Panelist on BlockChain and Crypto at the SITC Africa Forum, Tunis, Tunisia, April 2018
- Finnovation Africa 2018 Chairman, Judge & Keynote speaker, Kenya, May 2018, <https://financialit.net/news/blockchain/fintech-fast-tracking-positive-profitable-transformation-banking-financial-services/>
- Panelist on Future of Trade at International Chamber of Commerce Annual Meeting, Miami, USA, April 2018
  - Article "Threat of the Crypto Whales", LinkedIn, March 2018, [www.linkedin.com/pulse/threat-crypto-whales-chris-principe/](http://www.linkedin.com/pulse/threat-crypto-whales-chris-principe/)
  - Finnovation Africa 2018 Chairman, Judge & Keynote speaker, South Africa, February 2018, <https://financialit.net/news/infrastructure/industry-pioneers-will-define-how-fintech-accelerating-digital-transformation>
  - Article "Crazy Crypto Christmas", Finextra, December 2017, [www.finextra.com/blogposting/14872/its-a-crypto-crazy-christmas](http://www.finextra.com/blogposting/14872/its-a-crypto-crazy-christmas)
  - Finnovation Africa 2017 Chairman, Judge & Keynote speaker, Ethiopia, November 2017, <https://financialit.net/news/fintech-startups/fintech-accelerating-digital-transformation-banking-africa>
  - Fintech speaker at SIBOS, Toronto, Canada, October 2017, <https://financialit.net/magazine/sibos-money-2020-issue>
- Article "ICOs and I Don't Knows", October 2017, [www.finextra.com/blogposting/14622/icos-and-i-dont-knows](http://www.finextra.com/blogposting/14622/icos-and-i-dont-knows)
- Speaker on "Finance via ICO" speaker at Money 20/20, Las Vegas, USA, October 2017, <https://financialit.net/magazine/sibos-money-2020-issue>
- Chairman of the FinTech Track, Moderator and Keynote speaker at Eurofinance, October 2017
- Keynote Speaker invited by the Government of Panama on "Compliance in Finance" for the Hemisphere XXI Compliance Bankers event, July 2017
- Article "Future Shout Out", LinkedIn, June 2017, [www.linkedin.com/pulse/future-shout-out-chris-principe/](http://www.linkedin.com/pulse/future-shout-out-chris-principe/)
- Chairman for Trade Blockchain Track at the Distributed Trade Event in St. Louis, USA, June 2017
- Keynote Speaker for the Finance Revolution Summit, Helsinki, Finland, May 2017
- Chairman of the FinTech Track, Moderator and Keynote speaker at Eurofinance, May 2017
- Finnovation Africa 2017 Chairman, Judge & Keynote speaker in Uganda, April 2017, <https://financialit.net/news/banking/fintech-and-positive-transformation-banking-africa>
- Panelist at the Middle East Investment Conference, Dubai, UAE, February 2017
- Speaker and Panelist for the Destination Experience Finance Event, Kingston, Jamaica, January 2017





- Speaker at LaBITconf, BitCoin and BlockChain Conference, Buenos Aires, Argentina, November 2016
- Panelist at the Money 20/20 event, Las Vegas, US, October 2016
- Keynote speaker for the First Leadership Summit on Islamic Finance & Cryptocurrency, London, UK, July 2016, <https://financialit.net/news/islamic-finance/1st-leadership-summit-islamic-finance-cryptocurrency>
- Event Presenter, Judge and Speaker at the Trade Talent Show, Copenhagen, Sweden, June, 2016, <https://financialit.net/content/financial-it-speaks-kurt-cavano-founder-vice-chairman-chief-strategy-officer-gt-nexus>
- Chairman for Global Trade at the Distributed Trade Event in St. Louis, USA, June 2016
- Speaker at the Future of Money event at Wembley arena in London, UK, June 2016
- Video “How Cryptocurrencies and the BlockChain impact Finance”, June 2016, <https://financialit.net/content/chris-principe-how-cryptocurrencies-and-blockchain-technology-impact-financial-services>
- Speaker at the SCOPE East event, Chicago, USA, April 2016
- Panelist at the Money 20/20 Europe event, Copenhagen, Denmark, April 2016
- FinTechNow event speaker on International Banking, Cryptocurrencies, Blockchain, AI and FutureTech Article “2015 SIBOS, Final Thoughts”, Finextra, February 2016, [www.finextra.com/blogposting/12280/2015-sibos-final-thoughts](http://www.finextra.com/blogposting/12280/2015-sibos-final-thoughts)
- Speaker at the Caribbean, Central American Action event November 2015 in Miami, USA
- Chairman of the Distributed Trade Event in St. Louis, USA, September 2015
- Panelist at the Caribbean, Central American Action De-Risking event September 2015, Washington DC
- Speaker at the SCOPE West event, San Diego, USA, August 2015
- Chairman for the Global Trade Summit at the GTDW, Dubai, UAE, July 2015
- Speaker at the SCOPE East event, Baltimore, USA, April 2015
- Trainer for RHB Bank, Malaysia on International Banking and Keynote Speaker for the RHB corporate customer event on Supply Chain Finance, March 2015
- Article “Finance as a Service, FAAS:”, Finextra, February 2015, [www.finextra.com/blogposting/10592/finance-as-a-service---faas](http://www.finextra.com/blogposting/10592/finance-as-a-service---faas)
- Interviewed Speaker at the Caribbean, Central American Action event November 2014 in Miami



- Interviewed 26 company and bank heads SIBOS, October 2014, Financial IT Magazine
- Article “Ding, Dong, the Wicked Wire is Dead” Financial IT SIBOS Magazine September 2014, [file:///C:/Users/Chris%20Principe/Downloads/FIT%235\\_print\\_with\\_bleed.pdf](file:///C:/Users/Chris%20Principe/Downloads/FIT%235_print_with_bleed.pdf)
- Speaker at the SCOPE West event, Phoenix, USA, August 2014
- Trainer for the UNI Trade Finance Three Day Course, Singapore, August 2014
- Chairman for the Global Trade sessions at the GTDW, Dubai, UAE, July 2014
- Cover article, “Tracking Transaction Banking Transitions”, page 12, July 2014, <https://financialit.net/magazine/financial-it-springsummer-issue-2014>
- Article “Cash and Trade: Mixing Apples with Oranges” LinkedIn, July 2014, [www.linkedin.com/pulse/20140707132326-29558722-cash-and-trade-apples-and-oranges/](http://www.linkedin.com/pulse/20140707132326-29558722-cash-and-trade-apples-and-oranges/)
- Speaker, Panelist and Moderator for the CLACE event; June 2014
- “Big Trade, Big Data”, Finextra, June 2014, <http://www.finextra.com/community/Fullblog.aspx?blogid=8201>
- Presented a Webinar on “Transaction Banking Challenges” – attended by 426 bankers, May 2014
- “Transaction Banking - The Suite Life”, [www.finextra.com/blogs/fullblog.aspx?blogid=8325](http://www.finextra.com/blogs/fullblog.aspx?blogid=8325)
- Article “Starving of SMEs”, Finextra, December 2013, [www.finextra.com/blogposting/8619/the-starving-of-smes](http://www.finextra.com/blogposting/8619/the-starving-of-smes)
- Article “Whales need Plankton!”, November 2013, [www.finextra.com/blogposting/8580/whales-need-plankton](http://www.finextra.com/blogposting/8580/whales-need-plankton)
- Customer Care Yes! Customer Service No! [www.finextra.com/community/Fullblog.aspx?blogid=8190](http://www.finextra.com/community/Fullblog.aspx?blogid=8190)
- Finextra Blogs – “SIBOS is My Super Bowl”, October 2013 SIBOS, Dubai, UAE, [www.finextra.com/blogposting/8156/sibos-is-my-superbowl](http://www.finextra.com/blogposting/8156/sibos-is-my-superbowl)
- Article “Trick or Trade”, Finextra, October 2013, [www.finextra.com/blogposting/8433/trick-or-trade-](http://www.finextra.com/blogposting/8433/trick-or-trade-)
- Article “Putting out vs Putting In”, October 2013, [www.finextra.com/blogposting/8424/putting-out-vs-putting-in](http://www.finextra.com/blogposting/8424/putting-out-vs-putting-in)
- Article “The Golden Age of Trade”, September 2013, [www.finextra.com/blogposting/8169/the-golden-age-of-trade](http://www.finextra.com/blogposting/8169/the-golden-age-of-trade)
- “Big Trade, Big Data”, Finextra, September 2013, [www.finextra.com/blogposting/8201/big-trade--big-data](http://www.finextra.com/blogposting/8201/big-trade--big-data)
- Financial IT article “A Series of Very Fortunate Trade Events” September 2013 SIBOS Edition, Page 38 <http://www.financialit.net/financialit/welcometothesummer2013issueoffinancialitmagazine/3>
- Article, “Merging Cash and Trade”, March 2013, [www.finextra.com/blogposting/7422/merging-cash-and-trade](http://www.finextra.com/blogposting/7422/merging-cash-and-trade)
- Speaker for ACI Payments Event, Bangkok, Thailand, November 2012
- Documentary Credit World article, “Big Data in Trade”, October 2012
- Featured Speaker and Guest of Honor for the Chinese Correspondent Banking event hosted by the Bank of Suzhou speaking on “New Opportunities in Global Supply Chain Finance”, October 2012



## Life Style

The roles I have had during my career have involved extensive international travel, for times located me offshore or just moving about many locations. I very much enjoy travel and the challenge of new environments. I believe travel is the very best education one can receive and have been very fortunate to have met some many wonderful people.

I am a futurist and innovative thinker, at times spontaneous, always with a plan and focus that considers the available information before stepping into action. I believe strongly in good and frequent communication, trying my best to have understanding amongst others. As a believer in a team approach to working, my style is one of collaborative leadership. Always ready to consider another point of view and incorporate those value points into an actionable plan.

Like many, family is my source of pride and personal support. To see them do better and to do better for them is a consistent foundation of personal motivation. Our children, now grown, are pursuing their own careers and families, which leaves me with more time to focus on future innovations ideas.

My sport interests these days are more individual, involving swimming with the grandchildren and working (hacking & whacking) throughout my property. Having been born and raised in Manhattan, New York City and living there for large parts of my life, my sporting heart is with the NY Yankees, Knicks, Rangers and Jets. I love change and love to create change in all aspects of my life except my sports teams

## References

Chris is a diligent and highly experienced worker with whom I've had the pleasure to work. Chris is knowledgeable as well as personable and is a consummate team player. Chris's experience in financial sector in Asia and the Middle East is of particular value. He possesses a solid sense of what is practicable and pursues objectives with an unusual determination and enthusiasm.

**William Laraque; Managing Director at US-International Trade Services**

Chris is certainly one of the most visionary and innovative Trade Finance and Financial Supply Chain executives in the space. His strong actual experience with banks and corporations gives him a unique perspective to both sides of the convergence of the Physical and Financial Supply Chains, which is clearly a future trend. Chris has the ability to plainly communicate process and actions that result in hard tangible improvements. He is an innovator in the Financial Supply Chain leading from the front on the convergence with the Physical Supply Chain. I learn from Chris every time we talk, and I look forward to working with him for years to come.

**Thomas Nash; CEO at Xalles Consulting Services**

Chris is a real expert in trade finance and supply chain. He designed the innovative OpenTrade solution to provide Open Account financing and nurtured relationships with major banks. Chris is very passionate with what he sets his mind to. I would recommend Chris to anyone building a new business.

**Jack Eisner; President at BankTrade LLC**





Finance  
Supply Chain  
Operations  
Manufacturing  
Information Technology

Futurist in International Banking & Finance

Founder and CEO of Solidus Global, Inc.



Chris Principe

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Finextra: <http://www.finextra.com/bloggers/Chris%20Principe>

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