

Forum Travailler Ensemble

Rencontres commerciales grands groupes – PME

Le 16 mars 2010

Novotel Century, Wanchai, Hong Kong

The Working Together forum (Forum Travailler Ensemble) in Hong Kong is a new initiative that aims to reinforce business links between French Small & Medium-sized Enterprises and large French groups established in Hong Kong.

Business matchings between managers of French companies



A Forum to make SMEs offers coincide with the need of large corporations.

Targeted offers

The operational managers from large corporations will receive in advance the SMEs offers. These offers will be clearly identified and classified by department. The Forum team will be in charge of organizing the appointments, while taking into account the selections made by the large entities.

A business matching half-day

The Forum will take place on 16th March, at the Novotel Century in Wanchai. During this afternoon, representatives of 10 to 20 large companies will be introduced offers proposed from 30 to 50 French SMEs during 20 minute business matchings. Participants will also have the opportunity to exchange in a more informal way between appointments.

« Au total, l'effet d'entraînement des grands groupes sur les PME est inégal et globalement insuffisant : la démarche individuelle reste la règle et l'action collective l'exception. »

Extraits du Livre Blanc co-écrit par les ME de Chine, la CCIFC et les CCE.

Travailler Ensemble à Hong Kong

Working together is before anything else:

- † **Quality, innovation and mutual understanding:** French SMEs set up in Hong Kong often provide quality innovative solutions. Moreover, communication is eased through a better understanding of the customer's expectations.
- † **An investment on the future:** To rely on French SMEs, is to favour the expansion of the French ecosystem in Hong Kong, a breeding-ground for human resources and the expatriate attractiveness element.
- † **A citizen approach:** At equivalent quality and costs, working preferably with a French company in Hong Kong reinforces the export capacities of the SMEs and contributes to France's economic development.

Benefits for large groups:

- † Benefit from French SMEs innovative strength
- † Access to a wide range of products and services
- † Targeted and up stream selected offers
- † Communicate their experiences through a citizen approach and enhance their **Corporate Sustainable Responsibility**

Forum Travailler Ensemble à Hong Kong

Benefits for SMEs:

- † Concentrate within half a day several business appointments that may be otherwise difficult to obtain
- † Develop one's contacts
- † Reinforce one's image: prestigious references to better apprehend the Hong Kong market
- † Structure one's offer in accordance with large groups criteria

Travailler Ensemble à Hong Kong

Programme and participation conditions

We recommend that you go to the following site : www.fccihk.com for more details and registration information.

For any other information, please contact Catherine Pielawa at +852 2294 7708 or committees@fccihk.com

16 March 2010 at Novotel Century, Wanchai:

Programme:

- + 12h30-01:00pm Welcoming of participants.
- + 01:00-01:20pm: Introduction speeches by:
 - + Consul General of France
 - + President of Foreign Trade Advisors
 - + President of French Chamber
- + 01:20-03:40pm: Business matchings.
- + 03:40-04:00pm: Coffee break & networking
- + 04:00-06:00pm: Business matchings.
- + 06:00pm: Reception offered by the French Consul General, Mr. Marc Fonbaustier

Tarifs*:

- + French Chamber members:
(Large groups and SMEs) HK\$ 3,000*
- + Non French chamber members: HK\$ 5,000*

* *Rate for 2 persons per company.
HK\$ 500 will be charged for any additional participant.*

A united French team

In order to ensure the success of the Working Together forum, all the French economic actors present in Hong Kong are joining their efforts : Ubifrance, the Hong Kong Chapter of the Foreign Trade Advisors, and the French Chamber of commerce.