



THE COUNCIL OF BRITISH CHAMBERS OF COMMERCE IN EUROPE

COBCOE PARTNERSHIPS 2018

Promote your company

Position your brand

Support British and European business

Gain recognition

www.cobcoe.eu



January 2018

About COBCOE

What is COBCOE?

COBCOE is the membership organisation for British chambers of commerce and business associations in Europe. Founded in 1973 as Britain was joining the European Economic Community, COBCOE has become recognised as a driving force and facilitator of international trade and business.

Today, we unite business communities across Europe and beyond. Our members are present in most European countries, creating the only independent pan-European British business network. This network of around 12,000 business members reaches from Norway in the north to Cyprus in the south, and from Portugal in the west to Russia in the east.

A further 50 chambers of commerce and other non-profits promoting international trade are affiliated to COBCOE. These affiliates include UK-based chambers of commerce, British chambers of commerce located around the world and other organisations that promote international trade and investment.

What does COBCOE do?

We work with our members, affiliates and corporate partners to remove barriers to international trade and business. We do this by focusing on the following areas:

International trade support

Through the **Make Europe Work!** programme we have developed a range of services, engaged with service providers and created a support scheme from our network. We also publish a magazine and are compiling a knowledge bank. We organise events and can also organise delegations to and from the UK.

Representation and thought leadership

The **Evolving Europe** and **Brexit** projects have ensured that the voice of European business is heard by legislators and negotiators. Our Brexit initiative aims to ensure that negotiators on both sides are aware of the realities of existing business relationships in order to protect them.

Creating business opportunities and value to chamber members

COBCOE Connects is a revolutionary new digital platform for international trade launched in 2016 and still in development. It links chambers of commerce online so that businesses can find trusted contacts in new markets that are matched to their individual needs. It combines the latest technology with personal moderation by people who know their markets.



How COBCOE can support you

COBCOE partnerships are intended to be mutually beneficial – working together we can help meet your goals.

Meet commercial objectives

Becoming a COBCOE partner is a simple and cost-effective way to meet commercial objectives regarding company positioning or brand alignment, general exposure, profile raising and the generation of goodwill. COBCOE and its members are dynamic, not-for profit organisations at the cutting edge of business support across Europe.

Benefit from unique communications opportunities

As a partner, your company becomes visible to senior level executives involved in international business in Europe and beyond. Partnerships open up additional editorial and advertising opportunities in COBCOE newsletters and publications, as well as the chance to sponsor events which can tie in with your own content marketing strategy.

Visibly support British business overseas

If you would like your company or brand to benefit from real business opportunities, while also supporting British international business, and gaining recognition for doing so, partnering with COBCOE is an ideal way to achieve these goals.

Please see the next page for details of the types of partnerships available, starting from £1,500 plus VAT per year.



Corporate partnership levels

Global Strategic Partner

This is a tailored package, custom-made to suit a particular organisation's objectives. It includes all or any of the benefits outlined below, plus specific benefits, services or publications. The cost is minimum £20,000 plus VAT per year and above. At this level, the number of partners in each sector is limited.

Current partners at this level:

Jaguar Land Rover

Kompass

Corporate Strategic Partner

At this level, you can expect a high degree of cooperation and support and have the opportunity to work together with COBCOE on a specific project or business development idea. There is also the opportunity to be a named Preferred Service Provider under the COBCOE Make Europe Work! trade promotion scheme and have company news posted on the COBCOE website in addition to the all the benefits of Corporate and Corporate Plus partnerships outlined below. The cost is £5,000 plus VAT per year.

Current partners at this level:

Fifth Step

ICAEW

Liverpool Vision

Today Translations

Corporate and Corporate Plus Partner

At the Corporate Plus Partner level (£2,500 plus VAT per year) partners benefit from the standard partner benefits shown below and are invited to:

- Contribute to the Knowledge Bank on the COBCOE website
- Contribute to the COBCOE newsletter 'Window into Europe and Make Europe Work! magazine
- Sponsor, host or speak at events
- Join COBCOE Connects, the online trading platform, free of charge (if required or suitable)

Standard benefits at the Corporate Partner level (£1,500 plus VAT per year), which all partners receive are:

- A profile page on the COBCOE website
- Inbound links from the COBCOE website and social media support
- Invitations to COBCOE events
- Invitations to special Executive Briefings for partners
- Introductions to leadership teams in the COBCOE network of chambers, as required
- Newsletter for partners

Current partners at this level:

Farazad Productions

Algol Group

Hickey and Associates

UP Consultancy

Penningtons Manches

Yellow Jersey PR

Dracaena Legal Transaction Services

Guide to Corporate partnership benefits

	Corporate Partner	Corporate Partner Plus	Corporate Strategic Partner
Cost	£1,500 + VAT pa	£2,500 + VAT pa	£5,000 + VAT pa
Profile on COBCOE website	✓	✓	✓
Inbound links and social media support	✓	✓	✓
Invited to COBCOE events	✓	✓	✓
Invited to Executive Briefings for partners	✓	✓	✓
Signpost / introductions to COBCOE network leadership teams	✓	✓	✓
COBCOE newsletter for partners	✓	✓	✓
Contribute to the Knowledge Bank	–	✓	✓
Invited to contribute to COBCOE publications	–	✓	✓
Invited to sponsor / host / speak at events	–	✓	✓
COBCOE Connects membership (optional)	–	If required or suitable	If required or suitable
Company news on the COBCOE website	–	–	✓
Named a preferred Service Provider for Make Europe Work! section	–	–	✓
Work on a specific project, event or business development idea	–	–	✓



KOMPASS



**fifth
STEP™**



Additional COBCOE partnership opportunities 2018

COBCOE Brexit Ambition project

Through this thought leadership project we have published the research report Brexit – the Voices of European Business, which has been well received by governments and negotiators around Europe. We are now carrying out the second phase of research into European business views on a transition and future relationship between EU & UK. The cost of becoming a Brexit Partner is £15,000 plus VAT for the duration of each phase + additional intellectual/ operational support and report producing input.

Event partnerships 2018

The International Business Festival Liverpool, June 2018

To support COBCOE's Brexit conference at the International Business Festival 2018 on 12 June, the sponsorship package will be £10,000 plus VAT.

COBCOE 45th Anniversary and Awards Dinner

2018 marks COBCOE'S 45th Anniversary and we are planning a celebration in London in the autumn. Event Partners are invited to become sponsors of the dinner and the two COBCOE Business Awards, and packages range from £2,000 to £5,000 plus VAT. We are also seeking support for the provision of refreshments for a contribution of at least £2,500 plus VAT, plus any additional venue corkage charges.

COBCOE Connects Partners

Visibility partnerships on our revolutionary new online platform to help businesses find trusted contacts in new markets may be available as part of a Strategic Partnership package if required, depending on availability and suitability. The cost for Visibility partnership is €2,500 plus tax per annum.

To discuss your requirements

Please contact Anne-Marie Martin, COBCOE Chief Executive by email:

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Or call our London office: +44 203 290 1468.