



**CCI FRANCE UAE**

# **BUSINESS CONSULTING**

**Your partner to set-up and develop  
your business in the U.A.E.**

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# ABOUT US

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CCI FRANCE UAE is a private organization under local law, result of the strategic alliance between the French Business Council Dubai & Northern Emirates and the French Business Group Abu Dhabi. CCI FRANCE UAE represents a community of more than 800 members, from SMEs and multinationals.

With more than thirty years of experience in the UAE, CCI FRANCE UAE's main missions are to:

Strengthen and promote Franco-Emirates relations, through its privileged relationships with local governmental entities.

Support French-based companies in their set-up and business development in the UAE,

Animate French and Francophile companies by offering networking opportunities, sectorial and functional events with high added value.

Promote member companies within the business community in the UAE.

CCI FRANCE UAE is member of the CCI France International network which includes 126 chambers in 96 countries. Our entity represents today the largest French, Francophone and Francophile business community in the Middle East.

# BUSINESS CONSULTING SERVICES

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CCI France UAE offers a broad range of services to support the different stages of company development in the United Arab Emirates.

## FROM MARKET INFORMATION TO COMPANY SET-UP, BENEFIT FROM BESPOKE BUSINESS SERVICES!

### UAE MARKET WORKSHOPS

The business support team offers workshops on specific sectors in the following areas: healthcare, retail, F&B, construction, sustainable development, and new technologies.

### ASSESSING THE POTENTIAL OF A PROJECT/MARKET VALIDATION

The potential of a project and/or product is tested on a sample of prospects, and local competition is analyzed.

### BUSINESS-PROSPECTING MISSIONS

This service delivers market studies and business-matching meetings with potential partners. After validation of the business potential, a customized 3-to-4-day program of business meetings is organized.

### COMMERCIAL FOLLOW-UP

The business support team offers assistance to companies without a U.A.E. branch in pursuing their commercial development in the United Arab Emirates. This is achieved by actively maintaining a close relationship with the identified prospects and partners for up to 6 months.

### COMPANY SET-UP / START-UP CONSULTANCY

Based on company's specifications, CCI France UAE organizes a meeting to answer potential questions and connects companies with CCI France UAE members able to provide legal and logistical support during their set-up process.

### BUSINESS CENTER

The business center in Oud Metha is a business incubator with 14 offices available for rent and a coaching service for "Volontariat International en Entreprise" (VIE) employees, providing customized support during the first few months of their employment.

In 2018, CCI France UAE opened its second business center, LeBooster Dubai located in Dubai Silicon Oasis. It is a tailor-made turnkey solution to set-up a business. It offers flexible and adapted solutions to French companies seeking to establish or develop their activities in the Middle-East.

### RECRUITMENT & HR SERVICES

CCI France UAE recruitment service provides HR services to companies including recruitment, consulting, career workshops and more.

### FOREIGN COUNTRY MISSIONS and LEARNING EXPEDITIONS

The business support team provides market discovery and trade missions for companies interested in finding out more about new countries and how to develop activities out of the UAE. We have already delivered several missions in Iraq, Kurdistan, Kenya and Pakistan.

### CCI FRANCE UAE NETWORK EVENTS

Meet your peers, and grow your business.

## | MARKET VALIDATION

CCI France UAE provides a project manager, with a senior profile, to conduct a one-time market validation mission to the United Arab Emirates.

### | SYNTHETIC ANALYSIS OF THE TARGET MARKET

- Business environment in the U.A.E.
- Analysis of the sector of activity concerned by the mission.

### | OFFER TESTING

This study consists in testing your offer on a restricted sample (generally between 6 and 8 contacts) of the targets that you have defined before hand.

### | ESTABLISHMENT OF A REPORT

A detailed report of the comments of each contact that can contain tariff elements and benchmarking will be provided.

## ADVANTAGES

- Experience validation of missions and multi-sector prospecting,
- Testing of your offer in the market with your target audience,
- Access to the wide network of members and partners of CCI France UAE,
- A dedicated project manager with a confirmed business profile,
- The organization of a prospecting mission by a project manager if the potential is validated.

### | RATE

Customized rate (quote provided after review of the specifications)

### | YOUR DEDICATED CONTACT

Milena Dimitrova | milena.dimitrova@ccifranceuae.com | +971 (0)4 312 6707



## | BUSINESS PROSPECTING MISSIONS

CCI France UAE provides a project manager, with a senior profile, who will investigate the U.A.E. market and qualify prospects on your behalf.

### | FOCUSED ANALYSIS OF THE TARGETED MARKET

- Business environment in the U.A.E.,
- Analysis of the business sector related to the client's assignment,
- Benchmarking of the competition,
- Rules regarding start-ups and recommendations.

### | SEEKING PARTNERS (AGENTS / DISTRIBUTORS / IMPORTERS / CUSTOMERS)

- Identifying partners meeting the specifications submitted by the client,
- Detailed information sheets on the companies with whom meetings have been arranged.

### | ARRANGING A CUSTOMISED PROGRAM OF BUSINESS MEETINGS IN THE U.A.E.

- Over a period of 2 days or more,
- Possibility to extend the assignments.

#### | RATE

Customized rate (quote provided after review of the specifications)

#### | YOUR DEDICATED CONTACT

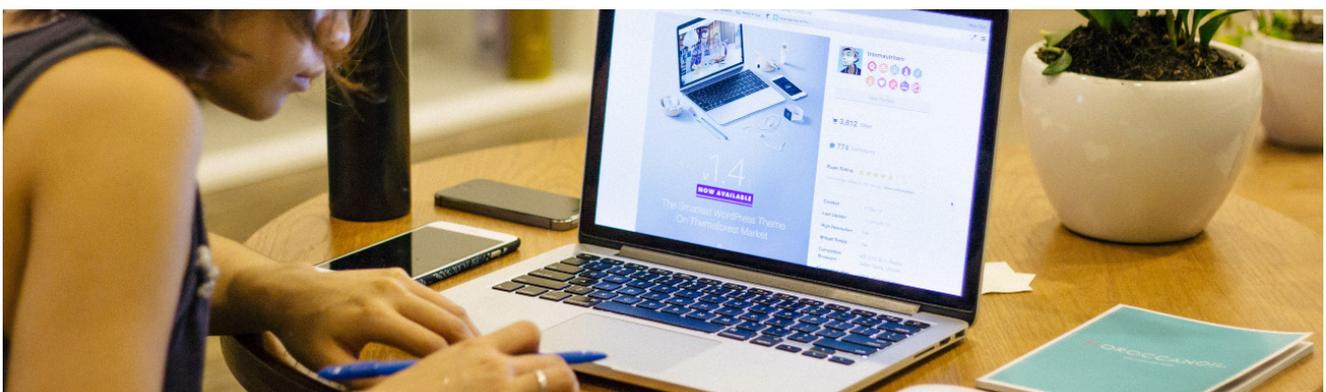
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## ADVANTAGES

- Experience in business prospecting projects, in multiple sectors,
- A dedicated mission leader who has a track record in sales and business development,
- Access to the extensive network of members and partners of CCI France UAE,
- Organisation of a series of meetings with qualified prospects,
- Verification that the meeting is of interest to both the prospect and the company,
- Ensuring that meeting attendance is confirmed,
- Organization of the logistical aspects of the assignment: car hire, advice on business meetings in the U.A.E.



## | COMMERCIAL FOLLOW-UP

CCI France UAE provides a project manager, with a senior profile, to follow-up on the contacts made in the United Arab Emirates market.

### | PROJECT MANAGEMENT

- Local project coordination: Project monitoring and customer recovery,
- Coordination with France,
- Field auditing and benchmarking,
- Research on contractors and local suppliers

### | ADMINISTRATION

- Phone calls on behalf of the client,
- Secretariat: make appointments, set agenda, organisation of travels

### | REPORTING

- Monthly reports
- Updates of the partners contacted with the follow-up of each contact

### | POSTAL DOMICILIATION

- Use of CCI France UAE PO box and telephone number.

## ADVANTAGES

- Minimum two-month commitment and ability to continue as needed. Several packages to choose from, depending on the level of activity, offering you flexibility.
- Proximity contact for your prospects and local customers
- A dedicated project manager with a confirmed business profile,
- Notoriety and network of the French Business Council.

### | RATE

Customized rate (quote provided after review of the specifications)

### | YOUR DEDICATED CONTACT

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## | ADVISE ON COMPANY SET-UP

CCI France UAE shares with you its expertise and network of contacts via:

| A meeting prepared according to the needs highlighted in your specifications

| An individual interview focused on your project and conducted in CCI France UAE premises or digitally

| Advice on start-up methods, depending on your strategy, and introductions to CCI France UAE members and partners.

During the consultancy meeting, we provide:

- An overview of the different types of legal structures in the U.A.E.,
- Information sheets on free-zones, including their services and fees,
- The list of partners specialized in start-up support, and members of CCI France UAE (lawyers specialized in start-ups, etc...)

## | HR OPTION

CCI France UAE HR Department can also provide assistance as you set-up in the Emirates, bringing you answers regarding labor (contracts, visas...) and employment (packages, recruitment...) laws.

During this meeting, we will give you:

- A concise overview of labor law in the U.A.E.,
- Contact details of HR partners (relocation experts or recruiters) depending on your needs.

## ADVANTAGES

- Multi-sectorial CCI France UAE experience and understanding of the local market,
- Legal and HR advice, current information on free-zones,
- Access to the extensive network of CCI France UAE Members and partners,
- Continuity of the relationship with CCI France UAE post-meetings, with complementary information and introductions to contacts.

### | RATE

2 options : **“Advice on business set-up” meeting**

or

**“Advice on business set-up” meeting + HR option**

### | YOUR DEDICATED CONTACT

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## | LeBooster DUBAI BUSINESS CENTER

### THE tailor-made turnkey solution to set-up your business in the UAE



CCI France UAE has a Business Centre in Dubai Silicon Oasis, LeBooster Dubai, which offers flexible and adapted solutions to French companies willing to establish and develop their activities in the Middle East. Dubai Silicon Oasis is a fast growing Free Zone and is considered to be one of the most efficient in terms of infrastructure and services.

#### | LeBooster DUBAI BUSINESS CENTER SERVICES INCLUDE:

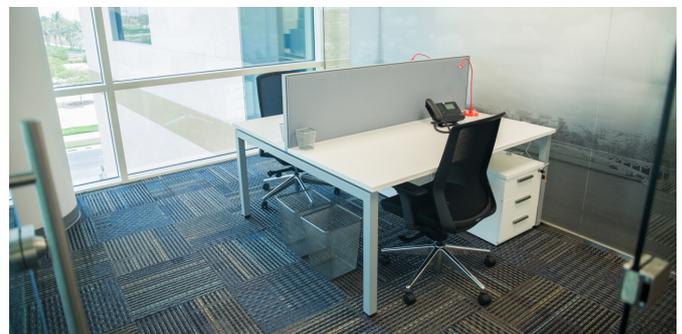
- A strategic location; Dubai is a regional hub,
- A one stop shop for the design and set-up of your business in the United Arab Emirates,
- A professional and dynamic environment,
- Privileged access to CCI France UAE network (500+ members),
- A close relationship with the CCI France UAE team to develop your professional network.

#### | BUSINESS CENTER:

- Open space offices
- A meeting room with a booking system (for 8 people)
- A large meeting room (for 10 people) and a conference room (for 30 people) available at preferential rates.

#### | ADVANTAGES OFFERED BY DUBAI SILICON OASIS - "A CITY WITHIN THE CITY"

- 100% ownership of your own company (no need to share capital with a local partner),
- Preferential terms associated with the Free Zone's, rules and regulations,
- A broad range of services in addition to the Business Centre services (data centre, conference rooms, warehouses, hotels, Emirates Post and more).



#### | RATE

On demand

#### | YOUR DEDICATED CONTACT

Erika GHOBASHI | [erika.ghobashi@ccifranceuae.com](mailto:erika.ghobashi@ccifranceuae.com) | +971 (0)4 403 9801

## | V.I.E. OFFERING (VOLONTAIRES INTERNATIONAL EN ENTREPRISE)

CCI France UAE offers a complete solution to companies wishing to employ a V.I.E.:

### | OFFICES

- Individual offices, 12m<sup>2</sup>, or open space,
- Fully furnished, includes a phone line, internet connection, a meeting room, a part-shared receptionist and office maintenance services,

### | SUPERVISION

- Customized V.I.E. support
- Meeting to introduce the legal environment of the business sector that the company is involved with.
- Regular meetings with the V.I.E. to support her/him throughout her/his assignment.

### | DEVELOPMENT OF THE V.I.E. NETWORK

- Instant access to a network of more than 500 French companies and local members of CCI France UAE,
- Discounted rates for all activities and networking events offered by CCI France UAE

### | VISA PACKAGE

- Administrative tasks related to visa procurement, management and cancellation (a residence visa is mandatory to live and work in the U.A.E.),
- Authorisation letter from the sponsor to open a bank account, rent an apartment and transfer a driving license.

### | V.I.E. COACHING OPTION

Personalized training on cultural awareness to facilitate her/his personal and professional integration in the U.A.E.,

- Mentoring on methodology and weekly review of V.I.E.'s assignment progress,
- Monthly report and conference call with the parent company.



### | RATE

Customized rate (quote provided after review of the specifications)

### | YOUR DEDICATED CONTACT

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## | LEARNING EXPEDITIONS

With its market knowledge and the support of a business network counting more than 500 members (French, Emirati and international) from all business sectors, CCI France UAE has developed an offer intended for business schools and engineering schools.

It aims to provide an opportunity to learn about the Emirati business environment in order to :

- Understand Dubai's role as a regional hub,
- Identify key opportunities and business sectors,
- Meet major players in the U.A.E.,
- Understand the specificities of the local business environment.

### | CUSTOMIZED PROGRAM

- Professional and cultural introduction to the Middle East,
- Visits of industrial sites, companies and local institutions,
- Sectorial presentation by experts,
- Participation to networking events, mingling with the local business community,
- The program can be tailored to specific needs.



## ADVANTAGES

- Quality of the participants brought by the network of CCI France UAE members and partners,
- A program taking into account the teaching and learning aspects of the training,
- A single point of contact withing the CCI France UAE, dedicated to the program.

### | RATE

Customized rate (quote provided after review of the specifications)

### | YOUR DEDICATED CONTACT

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