



## COBCOE FEATURED MEMBER INFORMATION (DECEMBER 2016)



Founded in 1898, the British Chamber of Commerce in Belgium (BCCB) is a key touchpoint for international businesses in Belgium, providing an extensive and powerful network. Its long term relationships with major businesses and public bodies, help members understand changes in the business environment and engage with decision makers.

Over the last few years, the chamber has strengthened its relationship with the UK Embassy and with the Belgian Government offering members opportunities to develop their business and network in Belgium and the UK. The chamber also has continued to maximise its relationship with the EU institutions to offer members an excellent programme of briefings and insights into the policy making process.

Membership has steadily grown over the last few years and now has a footprint of 1.6m employees in the UK. The chamber has created a multinational team of individuals and companies who are attracted by 'best of British' values and the British way of doing business. Credentials as the place for all 'international' businesses have been built through targeted member recruitment and promotion of individuals to leadership positions across the chamber. As well as leading British names, patron members and board members include Xerox, BMW, Facebook, Siemens, IBM, ING, Novartis, and the Walt Disney Company. These are adverts and advocates for the chamber.

The growth of the chamber has been rewarded with a series of awards including COBCOE Chamber of the Year 2011 and 2014, and the Dod's Professional Body of the Year in 2011. Further COBCOE awards for Membership Services (2013, 2015), Trade Development (2011, 2014) and Corporate Social Responsibility (2012, 2013, 2016) highlight the consistent development of the chamber and focus on delivering a high

quality programme and range of services to its members.

### **Introducing Glenn Vaughan, Chief Executive**



As Chief Executive of the British Chamber of Commerce in Belgium since 2008, Glenn has focused on driving value-added for member companies. As a result, the chamber has grown consistently to become a leading network for international business, and multiple award winner.

He works with major international companies and senior decision makers on policies affecting the environment for business, and companies of all sizes to grow British and European business, trade and investment. Over more than 20 years' experience in the UK and Brussels, Glenn has advised a range of public, private and third sector organisations on public policy and funding. He was part of the small Brussels team that successfully lobbied for €2bn EU funding for Wales and was later MD of the Brussels-based Welsh representation until 2005.



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### **Thomas Spiller, President of the chamber**

Thomas Spiller is a lawyer by training with degrees in political science and communications, having developed his skills and expertise in different sectors, from digital to aerospace and energy. He has also worked in national politics for a Prime Minister. Currently, as Vice President for Public Policy, Europe, Middle East & Africa at The Walt Disney Company, he leads a multicultural team across the region. Thomas holds the role as President until May 2017



### **Membership**

BCCB has recently completed a three year process to simplify membership to a set of options offering service levels reflecting the differing needs of members:

#### Patron

Patron members are part of an exclusive group of high profile members who benefit from: direct engagement with chamber leadership; access to exclusive 'patron member only' events with senior business and policy leaders; priority for top table seating at events; increased visibility on the BCCB website and in chamber premises; and priority for event sponsorship.

A full list of Patron members is on page 4.

#### Regular

Members want to build their networks and promote their businesses and the chamber provides an extensive programme throughout the year with sessions covering:

- Practical advice on tax, finance and legal matters
- Promotion of trade and investment links
- Engagement with Belgian and UK government and public bodies
- Short training courses

Most of these events are led and devised by our expert members

#### Young Professionals – Brussels New Generation (BNG)

All member companies can participate in the young professionals group, which aims to be the leading network for young international professionals (under 35) in Brussels. Participation in BNG activities provides an opportunity to build up a network of contacts in Brussels and better understand business, and public affairs. BNG also has an important role in much of the chamber's CSR activity.

#### Full

Most Full members participate in the very successful EU Committee

#### **EU Committee**

The Chamber's EU Committee is a window on EU activities. The programme is extensive and varied, with off-the-record briefings from MEPs, ambassadors, and the most senior officials at EU institutions. These usually



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feature a relatively small audience (40 people or less), meaning you can get the answers to the questions that are most important to you. After you have attended five events you are required to pay an additional fee to cover catering and other event costs.

Full Membership also includes access to the programme of specialist taskforce briefings, at no additional cost; these are smaller and more informal than EU Committee events. Members also have the opportunity to guide the chamber's programme by assisting with the design and development of events by joining one of five subject-specific task forces (e.g. competition and trade or financial services).

### Accredited Service Provider Programme

Members can also become Accredited Service providers whereby they offer expert advice, in English, on a wide range of matters related to doing business in Belgium. The BCCB attracts and manages leads, and accredited members offer an initial one hour consultation for free, with any continuing work being on a commercial basis. The chamber works with companies entering the Belgian market for the first time and companies that are established in Belgium. Benefits include:

- Business development – accredited suppliers have access to a number of business opportunities through BCCB initiatives and via supporting partners: UKTI Belgium; the three Belgian investment agencies; chambers in the UK, and many more.
- Visibility on the BCCB website and in the chamber office.
- Exclusive access to trade events.
- A network within a network – suppliers build strong relationships with each other increasing business opportunities.

### Visibility Opportunities

The chamber offers a range of **sponsorship** opportunities for business development and EU Committee events. There are a variety of events available to sponsor, including breakfasts, lunches, panel debates and dinners. Events are frequently co-designed with sponsors to meet their objectives, while providing high value opportunities for participants.

**Networking Partners** receive one year of partnership with the BCCB with visibility at five flagship events and via the website and office. The events include five free networking cocktails (New Year, spring, summer, autumn and Christmas).

### Business Services

The chamber's **Virtual Office** is perfect for organisations of all sizes wishing to establish an effective presence in the Brussels business and EU community without requiring a permanent physical space.

The **Business Lounge** is a newly designed and inviting open space at the chamber office. Whether you are a virtual office client looking for a temporary workspace whilst in town, or you are a member in-between meetings, the lounge is at your disposal. The lounge also serves as a natural networking space after a chamber meeting or your own event hosted at the chamber. All chamber members and business centre clients benefit from complimentary access to the chamber.

**Meeting Rooms** are available for hire individually or as a combined solution to individual needs. The chamber can accommodate anything from a private (two person) business meeting to a fully catered event for up to a maximum of 150 people. All facilities are fully equipped for all audio visual needs.



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## Patron Members

- |                             |                              |  |
|-----------------------------|------------------------------|--|
| 1. BMW                      | 10. Hill+Knowlton Strategies | 19. The Fry Group  |
| 2. British American Tobacco | 11. IBM                      | 20. The Walt Disney Company Europe, Middle East & Africa |
| 3. Delta Lloyd              | 12. JTI                      | 21. White & Case   |
| 4. DIAGEO                   | 13. KREAB                    | 22. Siemens  |
| 5. Ernst & Young            | 14. Lilly                    | 23. United Technologies                                  |
| 6. EUK Consulting           | 15. Microsoft                |  |
| 7. Facebook                 | 16. Novartis                 |  |
| 8. Fleishmann Hillard       | 17. Shell                    |  |
| 9. Glaxosmithkline          | 18. Sodexo                   |  |



BRITISH AMERICAN  
TOBACCO

delta lloyd

DIAGEO

EUK CONSULTING

facebook

FLEISHMANHILLARD



HILL+KNOWLTON  
STRATEGIES

Microsoft



The WALT DISNEY Company  
Europe, Middle East & Africa

Lilly

SIEMENS

The Fry Group

sodexo  
QUALITY OF LIFE SERVICES

KREAB

United  
Technologies

NOVARTIS

WHITE & CASE