Paris-Ile-de-France Chamber of Commerce and Industry

ARI ST Paris
Paris CCI: generating services for starting-boosting-growing firms in the Paris Ile-de-France Region

110,000 prospective entrepreneurs advised • 3,000 start-up entrepreneurs accompanied individually • 192,000 requests processed by the customer contact centre • 8,000 businesses supported on international markets and 600 firms accompanied abroad by specialist regional advisers • 16,000 students and apprentices, and 30,000 adults trained in 11 schools • 5 billion € of economic effects each year thanks to the conventions and trade fairs sector (610,000 sq.m. of floor space), corresponding to over 65,000 full time jobs.
Our expertise:
More Innovation leads to Better Business

- INNOVATION (usually) leads to PRODUCTIVITY GROWTH…

- One of the numerous pillars of Innovation is INTELLECTUAL PROPERTY…

- In this very COMPETITIVE WORLD, our firms, especially the SMEs, need to adopt an innovative policy and / or a business development strategy

- The PARIS IDF CHAMBERS OF COMMERCE support all enterprises in the Paris Region, including those related to technological clusters («pôles de compétitivité»):

  More than 1,000 high-tech and industrial companies related to those clusters covering major economic technological sectors are served by CCI services every year…
Think global: Innovation is a major priority for CCIs

- Many CCI reports, studies and position papers + One legal observatory dedicated to intellectual and industrial property (IRPI)...

- Innovation is also a subject taught in CCI’s management schools, such as: ESCP-EAP, HEC, ESSEC or ESIEE (dedicated to engineers)...

- EEN (European Enterprise Network) is a part of CCI’s with a financial support from EU (1M€) to help firms in technology transfer...

- And ARIST (Regional Agency for Strategic and Technological Information) which supports enterprises that innovate by introducing new products or new (or improved) processes...
Act local: 4,000 Paris CCI people serving 410,000 companies (585,000 cies in 2013 - CCI Paris-Ile-de-France)

Paris CCI: 4 departemental branches
Paris ÎdFCCI (2013): 8 departemental branches

- Val-d'Oise: 55,000 companies
- Seine-et-Marne: 45,000 companies
- Yvelines: 235,000 companies
- Essonne: 75,000 companies
- Seine-Saint-Denis: 55,000 companies
- Hauts-de-Seine: 235,000 companies
- Val-de-Marne: 235,000 companies
ARIST is acting for innovation

ARIST is the **Regional Agency for Strategic and Technological Information**:

- Member of a national network of 15 offices, generally located in Regional CCI's
- Established in the early 1980’s
- In Ile-de-France Region, ARIST is located in central Paris, Paris Chamber of Commerce and Industry (CCI). It is a dedicated team of 12 people:
  - Consultants, engineers and analysts specialised in intellectual property (IP) regulations and business development strategy (within competitive intelligence and innovation), using web-based resource data banks and basis
  - ARIST meets approx. 600 enterprises each year (300 individually)
  - ARIST performs approx. 100 services to high-tech firms per year, considering its market is mainly focused on SMEs of technological economic sectors in Ile-de-France
  - In addition to ARIST, there are also specialists in the EEN and approx. 1 innovation specialist per territorial department
ARIST : our main objectives

❖ To help SMEs to understand their business environment (markets, partners and customers) and identify potential expansion opportunities (networks, skills, potentials..) : using business intelligence tools is now a necessity for our firms, if they want to compete and grow

...new firms must now develop new businesses supplying new products and services for new markets ...and the challenge is to keep wide the difference with all their competitors.

❖ To advise SMEs on strategic innovation and how to optimise technological advantage in a highly competitive market : as part of the assets, intellectual property must be protected...

...because the gap between those who innovate and those who don’t is constantly widening.
Building awareness

- On the importance of intellectual property & competitor activity/market development:
  - Offering regular workshops & seminars on areas of specialist knowledge, by big economic sectors (ITC, Biotechs - Health, Greentechs, Design, Food...)
  - One-stop info shop (permanence) with INPI (national bureau for intellectual property) and also AFNOR (national standardisation office)

- A network of specific expertise in order to:
  - Help firms and clusters to make innovation a major part of their business strategy
  - Help them to introduce new (or improved) processes (like LEAN management, standardisation..).
**1. Lean Awareness**
- Formation des Lean Managers aux missions du Lean Manager
- Formation des Lean Managers aux principes de la résolution de problèmes sur le terrain
- Formation des Lean Managers aux principes de la VSM
- Formation des Dirigeants aux principes et concepts du Lean
- Top Management committed!
- 3 jours

**2. Lean Mission**
- Construction du système de pilotage et du cockpit Lean
- Etablissement du plan d’action valorisé (PDCA)
- Cartographie des flux des processus (VSM VSD)
- Clear route!
- 4 jours

**3. Lean Potential Assessment**
- Déploiement des chantiers Kaizen à l’ensemble de l’entreprise
- Réalisation des chantiers Kaizen de démonstration
- Diagnose all rooms of improvement!
- 3 jours

**4. Chantiers Kaizen**
- Développer et partager les bonnes pratiques Lean
- Learning organisation!
- 14 jours

**5. GEMBA Walk**
- 12 jours sur 2 ans

**Phase 2 : intégration des fournisseurs et des clients**
- À définir

**Excellence Opérationnelle**
CAP Lean cluster...
Others Lean action...

- Lean Workshops
- Seminars
- Gemba Wal
- Lean Communities
- Lean Training

In all, a substantial network of support for businesses that develop tips on successful Lean implementation....
Thank you
Contact

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