

Our SME programme offers tailored support for small and medium sized businesses – with our annual SME Forum at its core – an event “for SMEs by SMEs” – a high profile platform enabling small and mid-sized companies to come together and share practical advice and support. Throughout the year there are smaller roundtables addressing practical issues like registering IP, managing a business in China and Cultural briefings on specific areas of business. There is also a dedicated SME resource with guides and reports tailored to small businesses to provide advice on the practicalities of doing business in China.

SMEs who want more inclusive advisory support, bigger discounts and access to exclusive high-level briefings, may wish to consider joining one of our Premium / Large Corporate programmes.

	SMALL TIER 1 (< £2 million)	SMALL TIER 2 (£2 - £7 million)	MEDIUM (£7 - 40 million)
<b>CONNECTIVITY &amp; NETWORKING</b>			
Reciprocal membership of CBBC/Britcham China (BJ/SW)	✓	✓	✓
Member to Member Introductions	✗	✓	✓
Listing in online Member Directory	✓	✓	✓
Access to visiting Chinese delegations	✓	✓	✓
Priority attendance / discounted rates at CBBC/Britcham events	✓	✓	✓
Opportunity to take part in flagship work programmes like China Outbound, China Consumer	✗	✓	✓
Access to Sector Forums	✓	✓	✓
<b>CONTENT &amp; INFORMATION</b>			
Free copy of FOCUS magazine	✓	✓	✓
Weekly updates on China news & events	✓	✓	✓
Email alerts for latest sector business news	✓	✓	✓
Full access to CBBC reports & exclusive content	✓	✓	✓
<b>ADVICE</b>			
Relationship Manager	✗	Sector Lead in UK or China	Sector Lead in UK and China
1-2-1 consultation on joining	✗	✓	✓
6 month business review	✗	✗	✓
Free place at CBBC China Business Culture Training session*	One place	One place	Two places
*Worth £198 per person			

# SME Membership Benefits - Summary

	SMALL TIER 1 (< £2 million)	SMALL TIER 2 (£2 - £7 million)	MEDIUM (£7 - 40 million)
<b>SERVICES AND SUPPORT</b>			
Access to CBBC Launchpad® Scheme	✗	✓	✓
Access to CBBC Hot Desk Service	✗	✓	✓
One week free Hot Desk in China*	✗	✓	✓
Access to CBBC Employment Advisory / Selection Services	✗	✓	✓
Free place on CBBC Chairman/CEO China visits (spaces may be limited)	✗	✓	✓
10% Discount on CBBC research	✗	✓	✓
Discount on Company Check Services**	20% discount	30% discount	40% discount
Free access to Request for Proposal Service	✓	✓	✓
Free Invitation letter for UK to China business visa application***	✓	✓	✓
Advice on UK visa support for Chinese applicants	✓	✓	✓
Free posting of job opportunities on website	✓	✓	✓
<i>*Subject to availability. Normal charge RMB2500/week. Member only service</i>			
<i>**Normal fee of £250 per check</i>			
<i>*** Tier 1 (1 per annum); Tier 2 (2 per annum); Medium (5 per annum) – saving of £30 per letter</i>			

<b>MARKETING &amp; PR</b>			
Exclusive sponsorship opportunities for flagship events	✗	✓	✓
Opportunity to share news and PR via CBBC networks	✗	✓	✓
10% discount on CBBC advertising	✓	✓	✓
Priority speaking opportunities at CBBC events	✗	✓	✓
Opportunity to co-host CBBC SME events	✗	✓	✓

[www.cbcc.org](http://www.cbcc.org)

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