



# BEST PRACTICES ASSOCIATION MANAGEMENT

The CICF experience

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FIDIC DNS



1



# Chambre de l'Ingénierie et du Conseil de France

09/09/07

FIDIC DNS



2



## Sector of Engineering, council and data processing in France

- 44 billions €uros sales turnover
- 4<sup>th</sup> rank french industrial sector
- 600 000 employees
- 70 000 companies





# Structure of technical design & engineering in France

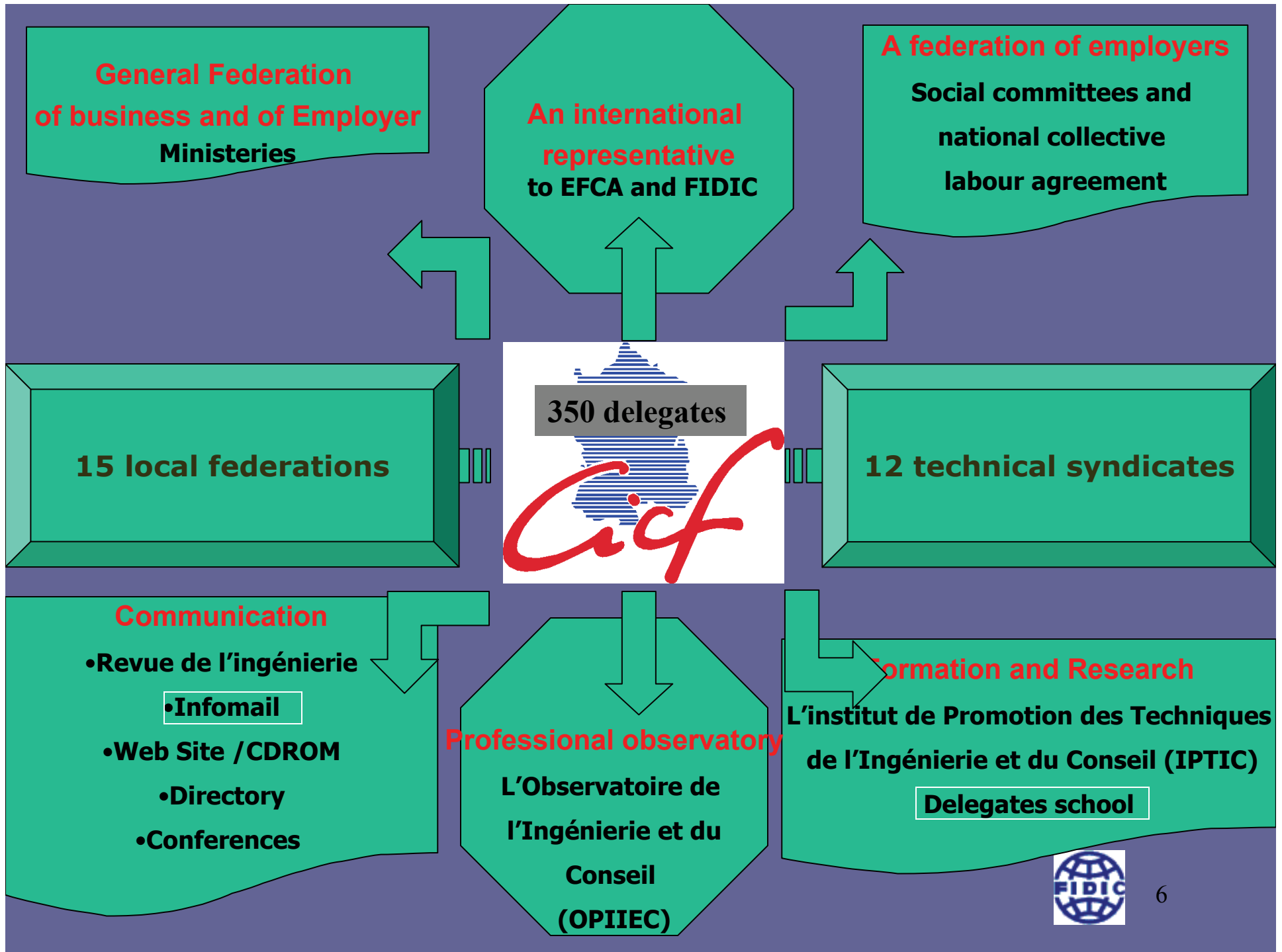
- 19 billion € sales turnover
- 4 billion € Exportation
- 171 000 employees (f.t.)  
(1 million in Europe)
- 28 000 companies

# CICF



- 1912: CICF was born 95 years ago
- 1913: With Belgium and Switzerland, CICF founds FIDIC
- 1960: SYNTEC is created
  - Now it regroups: 160 large firms, 45 000 employees
- 1992: Creation of European Federation of engineering Consultancy Associations EFCA
- 1997: The umbrella organization CICF-SYNTEC becomes FIDIC's member during the GAM in Edinburgh
- 2003: FIDIC conference in PARIS  
« Partners for a responsible investment »
- 2007: CICF federates:
  - 12 technical syndicates: Engineering (70%) Council & data processing (30%)
  - 15 regional syndicates
  - 1 200 consulting engineers





# Management team



Staff working full time: 17

- CICF : 10

- Social (employees issues) : 1
- Communication/Document: 1
- Legal and fiscal advice : 1
- Market and business affairs : 1
- Technical syndicates : 4
- Management : 2

**Externalized accounting department**

- IPTIC : 7

- Professional training : 4

- Local commercial delegates : 6

2 millions €

**BUDGET 2007**

2 millions €





# Management team (2)

- PROMOTION
  - REPRESENTATION
- LOBBYING
  - ASSISTANCE



# BEST PRACTICES ASSOCIATION MANAGEMENT



## The CICF experience

- ❖ Infomail
- ❖ Delegates school
- ❖ Local commercial delegates
- ❖ Externalized accounting department



# FINAL WORD

« To resist change,  
it's the same  
as holding your breath,  
at the end, you die. »

JF.A de Soet, président de KLM