

Belgrade, 18th October

GLOBAL COMPACT and SMEs

**French Experience: 400 SMEs out
of 810 members**



Global Compact Network
France

« How do you manage to involve so many SMEs? »

- 400 « SMEs »
- 320 « enterprises »
- 90 « non enterprises »

WHY? HOW? WHAT?



Global Compact Network
France

WHY? HOW?

- Supply chains → quid after 12 months ?
- Invitation Global Compact conferences with MNEs
- Meetings in regions with nearby universities
- Partners in regions
- Individual coaching sessions (40+100 each year)



WHAT? → Issues/*solutions*

- **Language** → Translation/ *Summary*
- **Understanding** → Availability/ *Teaching*
- **Inadequacy** → Availability/ *Coaching*
- **MNE & SMEs** → Flexibility/ *Explaining*



CONFIDENCE / WILL to

- Attract to the « church », Political will
- Present G.C.
- Explain G.C. and Interest to join
- Simplify: Learner THEN Active

