



# 2024

## SHARED

## GOODS

## & SERVICES

Administrative & Purchasing

Communication

Business Development

Development of CSR approaches

Logistics

Human Resources



**PART 1 :  
EUROSIMA SERVICES**

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# INTRODUCTION

## EUROSIMA - EUROPEAN SURF INDUSTRY MEMBERS ASSOCIATION

Founded in 1999, EuroSIMA is the European Action Sports Manufacturers' Association. Its mission is to federate Action Sports businesses and to promote their authenticity.

## FEDERATING BUSINESSES & PROMOTING THEIR AUTHENTICITY

EuroSIMA has 200 members who represent 4000 employees. Our non-profit association carries our members' interests with fairness and neutrality, regardless of business size or turnover. We guide Action Sports companies towards innovation and provide assistance with economic growth. We also help with human resources and skills development.

We work in a European market that weighs nearly 13 billion euros focusing on 4 key axes:

- We federate the community through key events;
- We promote our action sports industry through our great stories;
- We educate for a more sustainable and efficient industry;
- We encourage innovation and support business development.

## HOW TO ACCESS OUR SHARED GOODS & SERVICES:

To access our shared goods & services, you must be a member of the association, with all dues up to date. If you are not yet a member, simply fill out an application on our website:

[www.eurosima.com/demande-adhesion](http://www.eurosima.com/demande-adhesion)



# 1. ADMINISTRATIVE & PURCHASING

## INTERNET AND PHONE PLANS FOR PROFESSIONALS

- LA NOUVELLE SSEE

Consulting & assessment of your needs for free

Customised offers with all providers on the market / target calling destinations

## MAXIMISING PURCHASING

- DYNABUY

Dynabuy is a purchasing platform for personal and professional needs. Provides access to pre-negotiated rates on a variety of products & services: travel, culture, logistics, telecom, transportation, message management, energy. / Free access to Dynabuy for Mutuelle PréviFrance members.

## VENUE RENTAL OPTIONS FOR MEETINGS OR SEMINARS

- OLATU & EUROSIMA

Meeting rooms available for rental in Anglet and Soorts-Hossegor / Options for groups of 10 to 100 people / Free for the first day of rental, then 30% discount on each subsequent day.

## CHARTERED ACCOUNTANT

- EXCO

10 hours of free consulting for projects involving business creations or take overs / 25% discount on base fees / 1<sup>st</sup> operating report free / 1<sup>st</sup> meeting given within 72h of enquiry

## DIGITAL

- REDISPORT

Digital data exchange platform

Preferential rates for the EDI REDISPORT platform, which manages document exchanges between retailers and suppliers in the French sporting goods industry, in partnership with UNION Sport & Cycle.



## 2. COMMUNICATION

### ADDING VALUE TO MY INNOVATIVE GOODS & SERVICES

- EUROSIMA

The « Surfing Lounge » exhibit, held alongside the annual Surf Summit conference (the Action Sports annual key event), offers participants of the conference the opportunity to exhibit and showcase their innovative products and services.

In addition: access to the EuroSIMA Call for Innovative Projects to support and enhance visibility with partners and public institutions.

### BOOSTING MY NETWORK

- EUROSIMA

Join us in the various meetings and theme-based workshops we offer throughout the year.

Take part in the annual friendly Industry Surfing competition (EuroSIMA Beach Party).

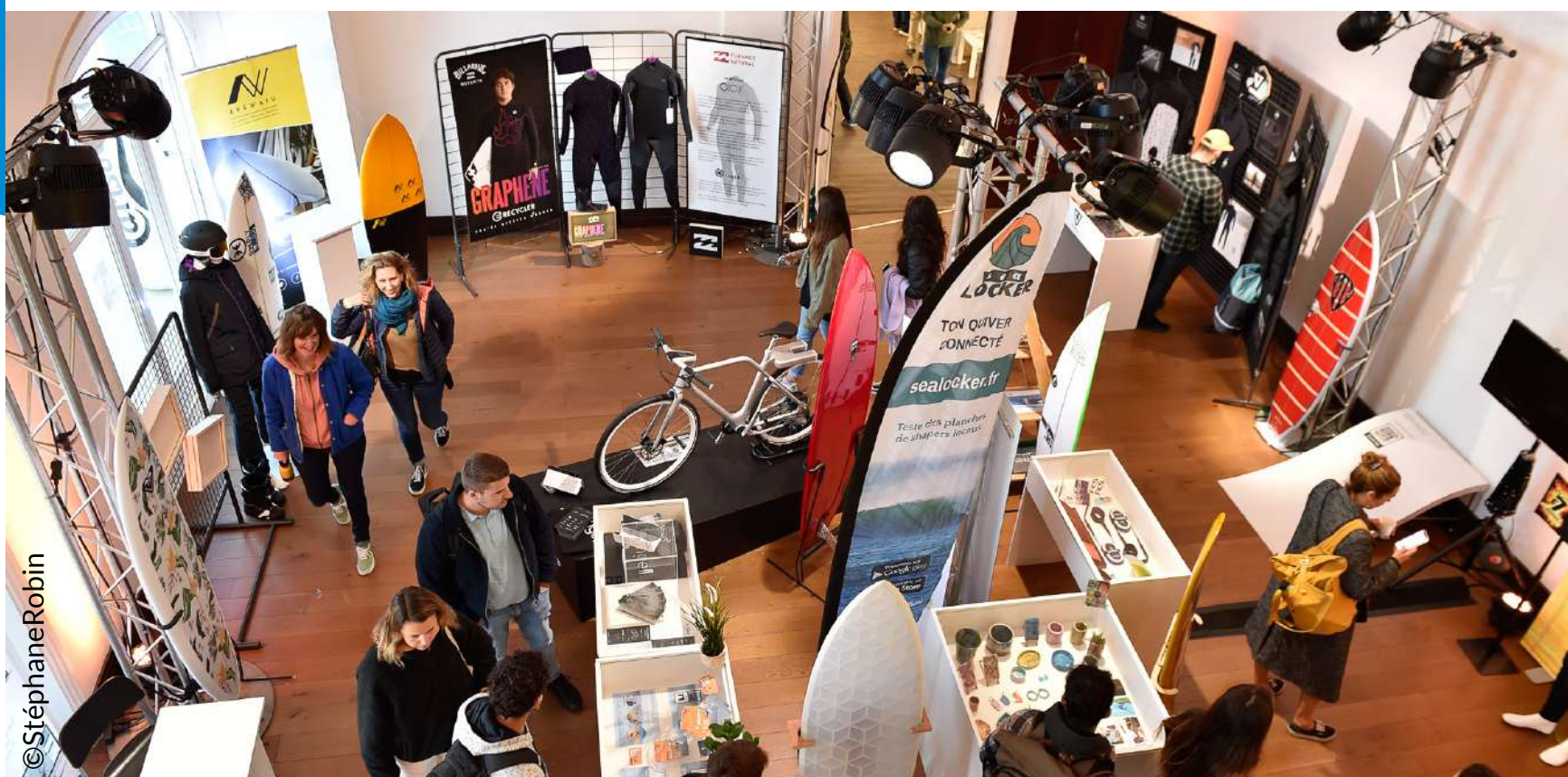
### INCREASING VISIBILITY AND SHOWCASING MY BUSINESS

- EUROSIMA

Enjoy excellent online referencing through the EuroSIMA business directory.

Sponsor a EuroSIMA event or campaign to boost your business through advertising.

Increase company visibility by providing content (images, quotes, articles...) that can be used in EuroSIMA communication campaigns and channels.





## 3. BUSINESS DEVELOPMENT

### DEVELOPING MY BUSINESS IN NEW TERRITORIES

- EUROSIMA

Assistance from public partners of the Nouvelle Aquitaine Region regarding territorial implantation or assistance with export.

Strong ties and collective advantages at industry trade shows.

### PURCHASING MARKET RESEARCH

- EUROSIMA

Market research made available at preferential rates.

Option to group-purchase market research and data.

Access to all our N-1 market studies.

### SETTLING IN NOUVELLE-AQUITAINE

- EUROSIMA

Access to the Olatu Business center and incubator in Anglet.

Design, prototype and test products at Créaluz in Saint- Jean-de-Luz.

Access to the future business center in Hossegor.

Access to the future Action sports business zone in Lacanau.

Assistance with raising funds & setting up a business in Nouvelle Aquitaine.



## 4. DEVELOPMENT OF CSR APPROACHES AND POLICIES

### DEVELOPING CSR SKILLS AND KNOWLEDGE

- EUROSIMA

Join the Circular economy and CSR workshops held by EuroSIMA throughout the year.

### IMPLEMENTING

#### “ANTI-WASTE FOR A CIRCULAR ECONOMY LEGISLATION” (AGEC)

- EUROSIMA

Get advice and assistance to understand the stakes linked to the French AGEC laws, specifically for the REP ASL (Sports and leisure) industry.

EuroSIMA works hand in hand with ECOLOGIC, a state-certified entity that works towards developing a circular economy based on prevention and raising awareness around the importance of recycling waste.

### BOOKING STAYS AND SOLIDARITY TOURISM

- SOLIKEND

Benefit from a 50% discount on all hotel bookings for employees of EuroSIMA members.

### REDUCE YOUR FOOTPRINT THROUGH DIGITALISATION OF COLLECTION CATALOGS

- ELASTIC SUITE

EuroSIMA encourages Action Sports businesses to collectively give up costly and unsustainable paper catalogs, in favour of digital catalogs.

The ELASTIC SUITE, developed by the company EMERALD PLUM RIVER, offers solutions to that end.

### FOR A SUSTAINABLE ACTION SPORTS INDUSTRY

- EUROSIMA & SURFRIDER

EuroSIMA, the association at the heart of the European Action Sports industry and Surfrider Foundation Europe, the leading NGO that protects the Ocean, have joined forces. This collaboration has given birth to an innovative reference guide to help lead the Action Sports industry towards more sustainable practices. This unique reference guide is the fruit of collaborative work between the teams from both associations, who all pooled their talent with the shared goal and desire to protect our most precious playground: the Ocean.



## 5. LOGISTICS

### SEND PACKAGES OF 30KG OR LESS

- DPD

Pre-negotiated offers on shipment of packages weighing 30kg or less to France, Europe and Internationally. Delivery of packages of <30 kg in France + Europe within 24-48h (B2B & B2C).

Cheque-book type offer for occasional delivery needs: works like a stamp book.

Over 60 OSV members are satisfied with DPD services.

CSR: over 4000 alternative vehicles in use.

Commitment to carbon neutrality for each package, free of additional charges.

2025 targets: to reduce CO2 emissions per package by 30% + 22 major cities serviced using low emission vehicles.

To access this offer, make sure you activate your OSV membership extension to enjoy the 40% discount.

### LOGISTICS SOLUTIONS FOR MY MERCHANDISE

- FMS

Logistics solutions specifically developed for small to very small businesses in the Action Sports industry (stocking, delivery, reception, labelling, after-sales).



## 6. HUMAN RESOURCES

### RECRUITING

- **EUROSIMA**

Free posting of your vacancies and open internships on the OSV and EuroSIMA websites but also open access to our CV database.

Take part in the annual Hossegor Action Sports job fair.

Contact our partners to recruit interns or set up apprenticeships.  
(University of Bordeaux, CNPC, ESDL etc).

### ONGOING EDUCATION AND PROFESSIONAL TRAINING

- **EUROSIMA**

Program of group training sessions and workshops focused on the needs of Action Sports professionals.

- **EKLORE**

A special EuroSIMA offer is available in Water Sports sales training programs with EKLORE.

- **CCI BAYONNE PAYS BASQUE**

50% discount on the « Digital performance » pass, which gives you access to over 40 conferences per year in the Basque area, to increase knowledge and skills relative to IT, digital and internet.

### LEISURE & PROFESSIONAL WELL-BEING

- **WOODY VAN**

Enjoy a 10% discount on all van rentals (of 3 days or more).

- **HÔTEL 202 - HOSSEGOR**

Take advantage of a special EuroSIMA member rate for a single night / double occupancy. This offer is valid out low season

### HEALTH COVERAGE & RETIREMENT PLANS FOR MY EMPLOYEES

- **MUTUELLE PRÉVIFRANCE**

Offers on health and retirement plans specifically tailored to employees and freelancers in the Action Sports industry as well as various preferential rates on leisure options for families.



# PART 2 : OSV SERVICES INCLUDED IN THE FREE MEMBERSHIP EXTENSION

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# INTRODUCTION

EuroSIMA has set up a special collaboration agreement with OSV (Outdoor Sports Manufacturers' Association), which allows you to enjoy an extension of your membership, free of charge. This extension grants you access to all their program activities as well as the purchasing platform.

## **OUTDOOR SPORTS VALLEY: OUTDOOR SPORTS MANUFACTURERS' ASSOCIATION**

Outdoor Sports Valley (OSV) is the French professional association that represents the Sports and Outdoor industry. It is committed to developing the outdoor sports industry but also to promote outdoor sports in general and to protect nature and the environment. Created in 2010 by manufacturers and local institutions in Annecy, the cradle of the French outdoor industry, the association is therefore based in the Northern Alps and aims to provide both existing and emerging businesses with the tools and support they need to develop in this ever-changing industry.

Today, OSV federates over 470 businesses, creating a vast network and community of like-minded people who share common objectives and values: creativity, commitment and sustainability. Businesses grow together in a spirit of innovation and entrepreneurship. The entity is run through the efforts of hundreds of devoted professionals: from employees to CEOs but also retired individuals from the industry. They all volunteer to work as a team and rise to the challenges of tomorrow, whether environmental or economic.

## **HOW TO ACCESS OSV SHARED GOODS AND SERVICES:**

To access OSV advantages and preferential rates, you need to active the membership extension. It is free and open to all EuroSIMA members up to date with their dues. You simply need to contact the HR and Shared Purchasing Manager at OSV, to request the extension as a EuroSIMA member. Once the extension has been validated, you can then enquire about specific OSV services that are of interest to you and he will put you in contact with partners accordingly.

### **PROCEDURE TO BE FOLLOWED:**

- Make sure you are up to date on all EuroSIMA membership dues
- Contact the HR and Shared Purchasing Manager at OSV, for your free OSV membership extension
- Access the list of OSV advantages and send your requests
- He will then put you in touch with the appropriate partners to access preferential rates and offers

# 1. ADMINISTRATIVE & PURCHASES

## ENERGY

- **HELINK**

Assistance for declarations linked to tertiary legislation & consulting services for construction and refurbishment to lower energy consumption. Preferential rates for OSV members.

*CSR commitment: + +*

## OFFICE SUPPLIES

- **FIDUCIAL**

Specialist of office supplies (paper, desk supplies, office furniture and general services)

Quick delivery (24h for orders placed before 1pm)

Free delivery for orders 50€ (VAT-free) and over

CSR: Eco responsible products in the catalog and recycling (options of recycling boxes for batteries, cartridges).

*CSR commitment: +*

- **KONICA MINOLTA**

Multifunction photocopiers & collaborative touch screens / Installation, maintenance, assistance / Preferential rates for OSV members / Long-term rental options and automatic ink refill management.

*CSR commitment: +*

- **VILLIR**

Printer: flyers, posters, paper products, business cards, banners, manuals, large formats, books, signs...

Prestige quality finishing: hot stamping, embossing, 3D cellulose varnish, thermo-relief

Preferential rates for OSV members: 10% off the entire catalog

CSR: PEFC and FSC certified, ISO 9001 and 14001 certified, carbon offsetting, imprim'Vert network.

*CSR commitment: + + +*

- **ACCES**

IT equipment, Microsoft licences, IT support

Preferential rates for OSV members

*CSR commitment: +*

## TELEPHONY

- **ORANGE**

Telephone service provider, terminals, internet offers (fiber), dematerialisation, Microsoft licences, cybersecurity. / Preferential rates for OSV members / Additional discounts for wholesale or large orders.

- **BOUYGUES TELECOM (by ILCO)**

Telephone service provider, IT, new and reconditioned / Preferential rates for OSV members / Customised assistance and support / Options for reconditioned phones.

CSR: Reconditioning of mobile phones (made in France approach)

*CSR commitment: + + +*

## CAR RENTALS

- **AVIS**

Car rentals for both short to mid-term rentals (<12 months) in France and abroad for tourism and professional vehicles / Preferential rates for OSV members.

CSR: electric vehicles available.

*CSR commitment: +*

- **FRANCE CARS**

Utility vehicle rentals

Variety of types and sizes of vehicles & multi-driver options available

Preferential rates for OSV members

CSR: development of an electric utility vehicle options program (10 to 13% of utility vehicles by 2030)

- **ALD AUTOMOTIVE**

Long term vehicle rentals (> 1 month)

Long term electric bike rentals or combined vehicle/bike rental options

Preferential rates for OSV members

CSR: electric vehicles available

*CSR commitment: + + +*

## 2. LOGISTICS

### TRANSPORT

- **DPD**

Package shipping <30 kg in France + Europe in 24-48h (B2B & B2C)

OSV rates: 40% lower than average general public rates

Cheque book option available for occasional shipping: works like a stamp-book.

Over 60 OSV members are satisfied with DPD services.

CSR: over 400 alternative vehicles in use.

Commitment to carbon neutrality for each package, free of additional charges.

2025 targets: to reduce CO2 emissions per package by 30% + 22 major cities serviced using low emission vehicles.

*CSR commitment: + + +*

- **GLS**

Package shipping <30 kg en France + Europe en 24-48h (B2B & B2C)

Preferential rates for OSV members

Highly competitive rates, including for export.

No sub-contracting. Integrated network both in France and internationally.

CSR: Transition of their fleet to low emission vehicles and annual carbon report

*CSR commitment: +*



## TRANSPORT

### • DHL

Express package shipping <30 kg in France and internationally < 200 kg (B2B & B2C)

Integrator (no subcontractors)

UK deliveries possible and well-established coverage of Middle-East and Northern Africa regions

Preferential rates for OSV members

CSR: GoGreen strategy (investissement to reduce the impact of air and maritime freight + use of rail options)

*CSR commitment: +*

### • FEDEX - TNT

Express package shipping <30 kg in France and internationally < 200 kg (B2B & B2C)

Preferential rates for OSV members

Delivery coverage throughout USA & Asia

CSR: Alternative vehicles & more energy efficient infrastructures

*CSR commitment: +*

### • DACHSER

Shipment of pallets in France and internationally in B2B

Rates set according to volume

Preferential rates for OSV members

### • DB SCHENKER

Shipment of pallets in France and internationally in B2B

Rates set according to volume

Simple and intuitive interface, centralised access to service applications: tracking (history of shipments), KPI (Performance indicators), Emissions (Carbon emissions reports), Scheduler (Transport itineraries and times), Reporting & Billing data

Preferential rates for OSV members

CSR: Truck fleet is 100% alternative and class Euro 5 and 6 vehicles. Drivers are trained in sustainable driving.

*CSR commitment: + +*

## PACKAGING

### • CENPAC

Packaging solutions: crates, films, tape, boxes.

Preferential rates for OSV members: 40% lower than average general public rates.

Extensive range of products for all types of needs.

CSR: offer includes recycled products in the catalog & carbon offsetting options.

*CSR commitment: + +*

### • HIPLI

The reusable E-commerce packaging that makes an impact on e-commerce waste

A reusable packaging means 83% less carbon impact than a cardboard box. And less impact from the second use.

Preferential rates for OSV members

*CSR commitment: + + +*

# PART 3 : POTENTIAL COLLABORATIONS WITHIN THE GLOBAL AND SPORTS INDUSTRY USC, FESI AND SIMA

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As a member of EuroSIMA, you can access free membership extensions to other groups and associations to get support and help your business thrive (services, events, training, networking, research). Indeed, in addition to the OSV membership, you also have the option of extending your membership to UNION Sports & Cycle (Union of Cycling, Leisure, Sporting Goods and Active Mobility industries), the FESI (Federation of the European Sporting Goods Industry) and SIMA (Surf Industry Manufacturers Association).

## **UNION SPORT & CYCLE: UNION OF BUSINESSES IN THE SPORTS, LEISURE, CYCLING AND ACTIVE MOBILITY INDUSTRIES**

UNION Sport & Cycle is the leading professional organisation in the sports industry. It federates 1700 businesses, over 500 brands, 3000 sales points, 2000 athletic facilities, 80 000 employees and represents 11 billion euros in combined turnover. Its mission is to service businesses in the sports, leisure, cycling and active mobility industries..

How to activate membership extension to UNION Sport & Cycle and get on their mailing list: **make your are up to date on all Eurosima membership dues and the Eurosima team will drive to make your membership extension.**

## **FESI: FEDERATION OF THE EUROPEAN SPORTING GOODS INDUSTRY**

FESI, based in Brussels (Belgium) is the European representative for the Sporting goods industry. It represents 1800 businesses, which generate over 66 billion Euros in combined turnover and 650 000 jobs across Europe.

FESI has several key missions: To offer a unique opportunity for sporting goods businesses to collaborate on non-business related or common interest issues / To ensure legal monitoring on European rules and regulations related to the sporting goods industry / To offer a visible and identifiable platform in Brussels for the Sporting goods industry / To keep communication channels open with European representatives and institutions on issues such as business, the environment, sustainability or anything related to the sport goods industry.

How to activate your membership extension and get on the FESI mailing list: **make your are up to date on all Eurosima membership dues and the Eurosima team will drive to make your membership extension.**

## **SIMA: SURF INDUSTRY MANUFACTURERS ASSOCIATION**

For European businesses looking to extend their activities to the USA and/or take part in professional events in the American Action Sports industry (Surf Scape, Sima Surf Summit, Surt Expo, ...). Working together, our industry and its members are united to protect our industry and oceans.

A MISSION STATEMENT: To support the growth of the surf industry through fearless innovation, stoke and sustainability. A VISION: Healthy ocean, healthy industry

How to activate your membership extension and get on the SIMA mailing list: **make your are up to date on all EuroSIMA membership dues and the EuroSIMA team will drive to make your membership extension.**







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