

## Partner Memberships

If you're involved in Norwegian-British trade or relations, membership of the NBCC is a good investment. We are the only Norwegian business organisation with a national reach throughout the UK & Norway. Our vision is to be a "bridge across the North Sea", and we work with people, businesses, and governments to create a network that supports and helps all our members.

The NBCC is a member-driven, non-profit organisation founded in London in 1906 by Norwegian businessmen, the Embassy, and Ministers from Oslo. As an integral part of Team Norway UK, which includes the Royal Norwegian Embassy, Innovation Norway,

Norwegian Energy Partners, and Norwegian Seafood Council, our focus is to raise the profile of Norwegian businesses and support commercial activities in a wide range of industry sectors, across the UK.

The NBCC community promotes Norwegian-British trade, providing a dynamic platform through which members can connect, and also reach key industry stakeholders.

### In collaboration with our members & partners we:

- Promote trade between Britain and Norway
- Connect and facilitate relationships between businesses, resources and people
- Create real value, for members and for both nations' economies
- Work closely with governments and institutions

### Our Core Values

- **Member focus:** In close collaboration with our members and partners, we continually develop, improve and deliver value
- **Value-driven:** Every interaction with our members is characterised by our high standard of excellence
- **Community:** We establish connections, start conversations, build relationships and take part in our community

### Membership can bring value to companies doing – or planning to do – business in the UK, for the following reasons:

- A better understanding of British and Norwegian business cultures and dynamics
- Closer links with the Norwegian business community in the UK and in Norway
- Involvement and exposure when attending our high-end conferences and events
- A growing UK-wide network of contacts, including access to decision-makers

### Events and Conferences

NBCC, in collaboration with members, partners, Team Norway and regional clusters, regularly hosts a range of events, from social get-togethers and networking opportunities to webinars and industry-leading conferences. These are held in Aberdeen, Edinburgh, London, the North East and the North West, and provide a platform for Norwegian & British businesses to gain exposure to potential customers, distributors, partners, and industry influencers. Discounted tickets are available to NBCC members, and we can also work with you to organise your own industry events in the UK for our members and network.

### Events Programme includes

- AI & Technology
- Aquaculture, Maritime & Shipping
- Arts & Sports
- Business, Finance & Trade
- Energy Transition
- Mobility & Smart Cities
- Business Networking
- Social Networking

### NBCC Partners

### Communication & Digital Exposure

The NBCC website, social channels and newsletter provide a digital platform through which members and partners can reach customers, potential employees, and industry decision-makers. Your membership benefits include access to our growing digital network, which allows corporate members and partners to distribute news and job bulletins and also enables you to reach stakeholders in the Norwegian/British business community.

### National Reach – Network & Contacts

We have a large and growing network of key contacts, and work closely with local, regional and national business organisations, Chambers of Commerce and clusters across key industry sectors. Our specific organisational positioning ensures unrivalled and direct access to governments at local, regional, and national levels.

### Cultural Awareness Programme

Whether educating your employees on the subtle differences between UK & Norwegian culture or trying to gain a deeper understanding of how to liaise with customers and partners, our unique 3-part programme will help you develop your insight and skills.

The programme allows participants to openly discuss and address the challenges they face when new to working across different territories, providing them with a better chance of success.

### Business Services – Market Research & Matchmaking

Bespoke business services available to NBCC members, partners, and wider network include:

- **Affordable business matchmaking services**, designed in collaboration with one of our members, who has been delivering such programmes and setting up international trade missions, for both government and industry sectors, for over 20 years.
- **Industry-specific research reports.** While most of the data and information that companies need for doing or planning to do business in a foreign market is readily available, collecting, separating, and systemising it yourself is time consuming and can be prohibitively expensive. Our reports provide valuable insights into the UK market and include critical

information such as major organisations, key contacts, competitors, events and potential customers.

### Young Professional Network

The NBCC Young Professionals network caters for individuals in the earlier stages of their careers, usually between 18 and 35 years of age. We accept people of all nationalities working or hoping to work in business sectors relevant to Norwegian-British trade and relations. Our aim is to forge relationships through social and professional events, and help our members develop a network within the NBCC professional community.

Young professionals working for one of NBCC's Premier, Partner or Corporate members, are entitled to automatic YP membership.

### Student Career Events

Students are the future of business, and NBCC is a natural part of the future. Our comprehensive and cross-industry sector student career events will be set up together with our partners. Please contact us for further details.

## Partner Membership



### The Partner Club:

Partner member £4,200 + VAT

#### Communication & Networking benefits\*:

- A seat on the Advisory Board (alongside the Norwegian Ambassador) for two of your company's executive management team
- Meeting with the Norwegian Ambassador when enrolling
- A prominently placed company logo on NBCC's website and all correspondence
- Enhanced profile - Online Member Directory
- Direct access to other members' decision-makers

- Direct access to NBCC's extended network
- 10% discount to paying members of our Network Partners
- Newsletter editorials
- Special member offers
- Distribution of News & Press releases

#### Event benefits\*:

- Tailor-made Advisory Board meetings, incl. lunch or dinner with an interesting programme
- Exclusive events for Partner Club members and guests with interesting programmes.
- 2 x event sponsorships with 50% discount
- Host and/or chair events on topics defined by you and the Chamber
- Involvement in deciding topics, planning and running events of all types and formats
- Invitations and discounted tickets to regular member-only business-related & social events

#### NBCC programmes\*:

- Cultural Awareness Programme:
  - 1 session of 3x45 min. webinar or 1 seminar at your premises
  - 25% discount on other bookings
- Market research and information collection:
  - 16 hours
- Bespoke Leads Newsletter:
  - 10 % discount

#### When onboarding:

- Short descriptive paragraphs for social media
- Editorial for Newsletter
- New member interview

We would be very interested in working together with you to find a package or a platform for collaboration, providing development and satisfaction for everyone.

\*Terms & Conditions may apply

If you have any questions, please do get in touch with NBCC's General Manager, Kyrre Haugen

T: +44 (0)7951 019 642  
E: kyrre@nbccuk.com  
W: www.nbccuk.com

Norwegian British Chamber of Commerce  
1A Cobham Mews, Agar Grove  
London, NW1 9SB, United Kingdom

#### NBCC Partners

