

1665 - 2015 SAINT-GOBAIN

ENTREPRENEURSHIP FOUNDATION

In association with citb

Accelerating business growth

SAINT-GOBAIN

SAINT-GOBAIN 350

Saint-Gobain UK and Ireland
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Introduction

Saint-Gobain is committed to tackling some of the biggest challenges facing our society. The construction industry in the UK and Ireland is suffering from a shortage of tradespeople and skilled workers.

120,000 new apprenticeships need to be created across the industry to help compensate the loss of 400,000 construction workers who will reach retirement age within the next five years.

What is the Saint-Gobain Entrepreneurship Foundation?

The Saint-Gobain Entrepreneurship Foundation is an initiative by Saint-Gobain, in partnership with the CITB.

It will provide attendees with practical, business and mentoring support, and be the start of a unique, life-long relationship with Saint-Gobain.

The Foundation is part of Saint-Gobain's "Support for Industry" initiative which is laid out in its CSR strategy. This includes a commitment to support small businesses in the construction industry in their efforts to grow and progress. It aims to help accelerate this growth in order to create thriving businesses that can meet the demands of a developing, dynamic and innovative construction industry.

What will the Entrepreneurship Foundation provide?

The Foundation will provide a range of benefits for participants, including:

- Practical, hands-on training and an introduction to sustainable building systems, delivered by Saint-Gobain's expert technical teams.
- Business skills training delivered in partnership with the CITB. This will include guidance on marketing, business strategy, analysis and planning of finance, pricing and sales.
- The training will take place at one of Saint-Gobain's Technical Academies in Birmingham and Flitwick, Bedfordshire.
- Personal mentoring through Saint-Gobain and its professional network.
- Connection to Saint-Gobain's UK and Ireland businesses and access to Saint-Gobain product and service innovations.

Apply at: www.saint-gobain.co.uk/350foundation



Who can apply?

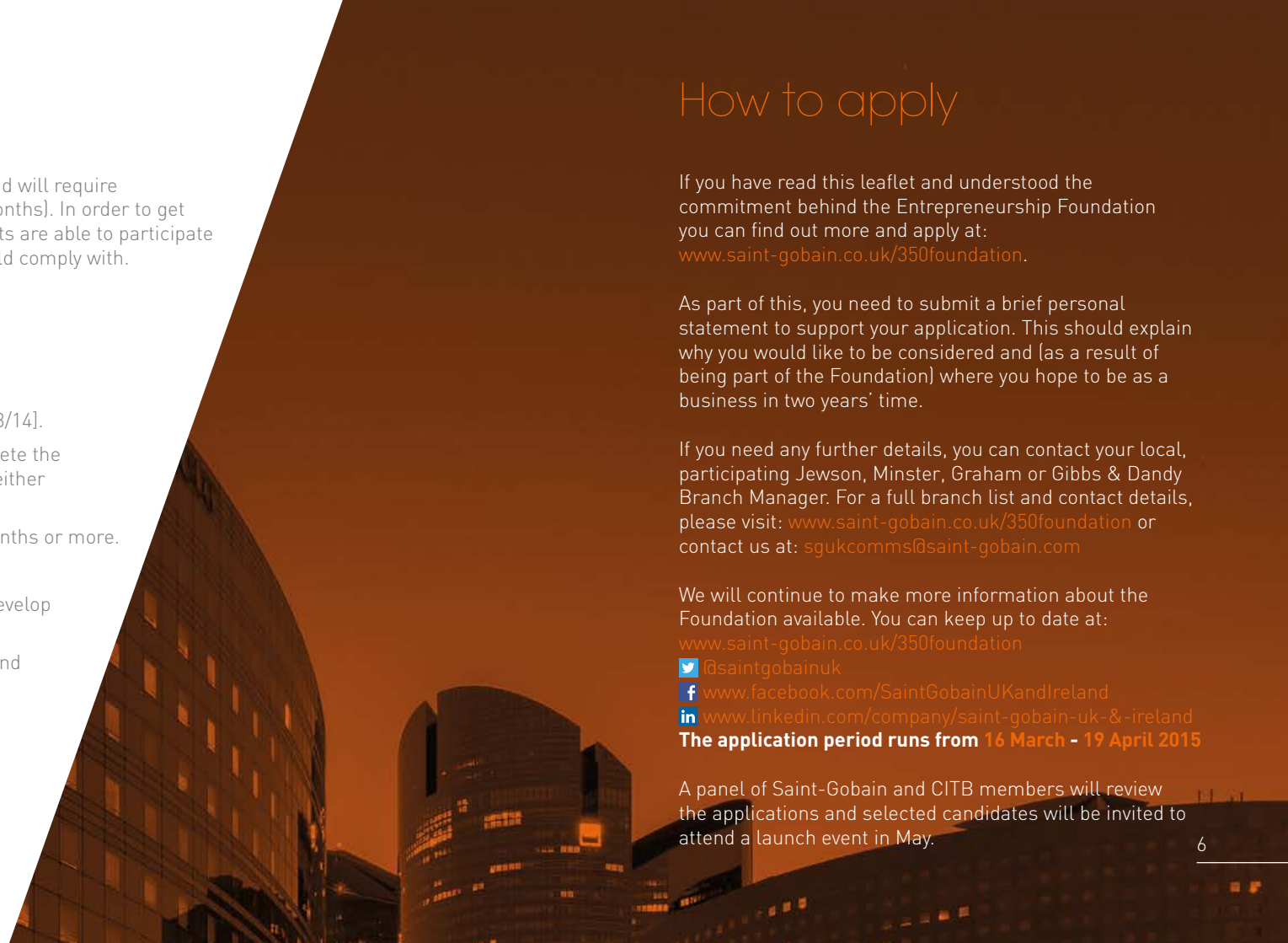
Places on the Entrepreneurship Foundation are limited, and will require commitment over the duration of the course (approx 12 months). In order to get the most out of the Foundation it is essential that applicants are able to participate fully. Here are some initial criteria that all applicants should comply with.

To apply you need to:

- Be a limited company.
- Have no more than 6 direct employees.
- Have no more than £350,000 turnover [financial year 2013/14].
- Be able and willing to commit the time required to complete the programme, including attending all training sessions at either Flitwick or Birmingham [location to be nominated].
- Have been trading with a Saint-Gobain business for 6 months or more.
- Be in charge of the direction of your business.
- Have an aspiration and desire to significantly grow and develop your business.
- Be passionate about sustainable construction methods and creating comfort for your customers in their homes.

Please note: Successful candidates will secure one place on the Foundation. We are only able to offer one place per limited company.

Apply at: www.saint-gobain.co.uk/350foundation



How to apply

If you have read this leaflet and understood the commitment behind the Entrepreneurship Foundation you can find out more and apply at: www.saint-gobain.co.uk/350foundation.

As part of this, you need to submit a brief personal statement to support your application. This should explain why you would like to be considered and (as a result of being part of the Foundation) where you hope to be as a business in two years' time.

If you need any further details, you can contact your local, participating Jewson, Minster, Graham or Gibbs & Dandy Branch Manager. For a full branch list and contact details, please visit: www.saint-gobain.co.uk/350foundation or contact us at: sgukcomms@saint-gobain.com

We will continue to make more information about the Foundation available. You can keep up to date at:
www.saint-gobain.co.uk/350foundation
@saintgobainuk
www.facebook.com/SaintGobainUKandIreland
www.linkedin.com/company/saint-gobain-uk-&-ireland
The application period runs from 16 March - 19 April 2015

A panel of Saint-Gobain and CITB members will review the applications and selected candidates will be invited to attend a launch event in May.



About us

SAINT-GOBAIN

Saint-Gobain designs, manufactures and distributes building and high-performance materials, providing solutions for all areas of the built environment and impacting our daily lives.

Its unrivalled breadth and variety of construction solutions makes Saint-Gobain THE reference brand in delivering solutions for Sustainable Habitat and meeting the challenges of energy efficiency and environmental protection.

Established in 1665, today Saint-Gobain operates in 64 countries worldwide and employs 190,000 people. In the UK & Ireland, Saint-Gobain employs 17,000 people and operates from over 1000 sites. It includes some of the best known and trusted brands in the construction industry, among which a wide range of businesses support the Foundation, including:

British Gypsum · Celotex · CTD ceramic tile distributors · gibbs & dandy all your building needs · Graham The Plumbers' Merchant

Green Works Sustainable Building Solutions · ISOVER · JEWSON · MINSTER · weber

citb

The CITB is the Industry Training Board for the construction industry in Great Britain and a partner in the Sector Skills Council.

By encouraging and supplying training, the CITB helps to improve the skills of construction personnel towards a safe, professional and healthy working environment.

Moreover, the CITB provides business support, training and funding to increase the construction industry's competitiveness and respond to its growing challenges, such as the low carbon agenda, cost management and talent recruitment.

Apply at:
www.saint-gobain.co.uk/350foundation



FAQ

How much will the Entrepreneurship Foundation cost my business?
Saint-Gobain will fund all direct costs of training. You don't have to bring or pay for equipment. However, travel costs to training locations, and your time, will not be refunded.

Who will be my mentor and what does that mean?
Every business will be paired with a mentor. This will be a senior employee of Saint-Gobain, someone within Saint-Gobain's supply-chain partners or other senior business figures. On the basis of their experience, the mentor's role is to discuss business issues, give advice, support and another perspective. They can also offer recommendations on how Saint-Gobain can help you. It depends on what you need as to how this relationship will develop. Full details will be provided at www.saint-gobain.co.uk/350foundation during the application process.

How much time do I have to spend to take part?
We anticipate holding up to 12 day-long training modules over a 12 month period. In addition to that, you are free to develop relationships with your mentor according to your needs. We recommend a couple of initial meetings, after which you and your mentor can determine what works best for you both.

Do I need any previous knowledge or do I have to comply with any special requirements?
You should ensure that you meet the overall criteria set. We assume that all participants are acquainted with common construction knowledge. However, attendees do not need any expertise or certification of specialised techniques.

How long does the support through the Foundation last?
The funding and training support through the Foundation is limited to one year. Nevertheless, the benefits of the Foundation are visible much longer. It will create a long-lasting and strong network, and we consider it to be the start of an enduring relationship with Saint-Gobain and the Foundation.

Are there any commercial benefits of taking part in the Foundation?
Yes. The Foundation intends to develop life-long relationships with the aim of helping you to develop and grow your business. We will connect you with other Saint-Gobain businesses and assist with setting up accounts with them. You will be given opportunities to establish links to Saint-Gobain's partners and to become involved in several of Saint-Gobain's projects and initiatives.

How many businesses will be funded through the Foundation?
In 2015, approximately 20 businesses or entrepreneurs in the construction industry will receive support from the Foundation. This programme will continue until at least 2020, and as the Foundation grows, we anticipate that the Foundation's reach will also spread.

What if I can't make/miss one of the training modules?
Every effort should be made to attend all of the training modules in order to get maximum benefit from the Foundation. However if you are unable to attend a module we can provide you with any learning materials that were distributed during the session or potentially arrange attendance at another location (subject to prior notice and availability).