

Netherlands Trade Delegation

9-11 October 2018

Eindhoven



- The sixth largest staffing market with strong growth
- English widely spoken and low barriers to entry
- Direct access to EU markets

The Opportunity

The staffing sector in the Netherlands is valued at €18.2bn* making it the sixth largest in the world, representing 5% of the total global market.

Prospects for growth in the Netherlands are good. The staffing sector is forecast to increase by 5%* in 2018 – ahead of both the UK and US. This is on the back of continued economic success. Real GDP growth in 2017 was 3.1% and is forecast to be 2.6%* in 2018.

This growth, together with the proximity of the Dutch market to the UK, France and Germany, continues to make the Netherlands an attractive destination for staffing firms looking to expand their global footprint and diversify their growth strategies. Following highly successful Trade Delegations to Hong Kong, Brazil, China, Abu Dhabi & Qatar, Dubai and the US, and in response to recent demand from members, APSCo is delighted to confirm that the Netherlands will be the destination for the next APSCo Trade Delegation.

The event, kindly sponsored by Taylor Wessing, will be based in the historic city of Eindhoven, the fifth-largest municipality of the Netherlands and a key hub for the recruitment market.

Whatever sectors you cover, the Netherlands offers exciting business opportunities for professional recruitment firms.

The APSCo delegation will provide a fully supported programme of seminars and hosted meetings giving delegates the opportunity to gather and assess the expert information they need to inform their business planning and drive future growth.



The Programme

- **Pre-visit briefings**
- **All Business briefings**
- **Seminars and events**
- **Client networking**
- **Social evenings**

APSCo has used its experience of running successful Trade Delegations for over 15 years to design an itinerary and programme that will offer delegates great business opportunities and introductions and maximum flexibility.

The Delegation will be led by Ann Swain (APSCo Chief Executive) and supported by Taylor Wessing, Bullhorn and Saffery Champness.

During the trip, delegates will receive briefings from specialists about business opportunities and market trends in the Netherlands as well as the practicalities of setting up a business in the region from experienced recruitment executives.

As well as including a full programme of unique events and meetings, delegates will have time to build their own network of contacts.

The programme will give delegates first-hand insight into how the region operates, important advice on how to establish and build a successful recruitment business in the Netherlands.

If you would like to develop your business in the Netherlands, or simply want to “dip your toe in the water” this trip will enable you to make a cost effective assessment of the opportunities available to your company in this region.

The Investment

Thanks to the generosity of our sponsors, APSCo is able to offer places at significantly reduced rates. APSCo members also receive a further significant discount.

APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
Netherlands	£1,600	€1,800	\$2,860	\$2,850	\$3,000

Non APSCo member rates:

	UK (£)	Germany (€)	Singapore (\$)	Australia (\$)	New Zealand (\$)
Netherlands	£1,900	€2,140	\$3,400	\$3,385	\$3,585

Costs are subject to VAT, where applicable.

These fees cover all the seminars, hosted meetings, networking events and support for the duration of Delegation. Hotel accommodation costs for 9/10 October are also covered.

Please note that return flights to the Netherlands and travel insurance are not included in the fee and will need to be met by delegates.

Booking

Places on the APSCo Trade Delegation to the Netherlands are limited and will be allocated on a first come first served basis - so please let us know as soon as you can if you are interested in participating.

All confirmed delegates will receive a comprehensive pack of information with a detailed itinerary.

For further information and to book your place, please e-mail:
josie.holroyd@apsco.org.



Our Sponsors

APSCo would like to thank Taylor Wessing for their sponsorship of this Trade Delegation.

Our comprehensive programme of events would not be possible without the support and insight of our other partners. In particular, we would like to thank Bullhorn and Saffery Champness.



Taylor Wessing is a leading international law firm, with over 1,200 lawyers across Europe, the Middle East and Asia, offering an integrated service across the full range of practice areas. Taylor Wessing supports clients wherever they want to do business, in particular clients from the recruitment sector. With offices in Amsterdam and Eindhoven Taylor Wessing's representation in the Netherlands finds itself right in the heart of the county's financial district as well as its tech hub.



Bullhorn is the industry leader in cloud-based CRM and operations solutions for the recruitment industry. Its automated data capture and customer insight technology helps companies engage candidates and win customers. Today, more than 8,000 companies rely on the Bullhorn platform to help increase sales, improve service delivery, and streamline operations. Bullhorn's commitment to innovation-driven design and development has been at the forefront of its products and service offerings since inception.

Saffery Champness
CHARTERED ACCOUNTANTS



Saffery Champness are trusted advisers to the recruitment sector, providing professional services to a wide range of recruitment, executive search and staffing companies of various sizes and from many sectors. They are also a member of the Nexia International network. Nexia is a leading global network of independent accounting and consulting firms that gives clients access to a broad range of accounting and tax specialists in over 100 countries worldwide.

About APSCo



The Association of Professional Staffing Companies (APSCo) was formed to give all firms involved in the recruitment of professional talent that have a commitment to excellence, the specialist support and distinctive voice they need to be successful.

It gives candidates and employers a trusted badge of quality whilst providing member firms with an innovative range of services designed for them by recruitment experts.

APSCo is the only recruitment trade body with an international profile with separate operations in the UK, Germany, Singapore and Australia.