

Groupe - Aéronautique Civile - Aéronautique de Défense - Transport - Défense - Sécurité

SMEs, key partners in Thales's development



As a world leader for high technologies, the Group’s growth is built on a multi-domain strategy through privileged partnerships with its clients and key market actors and through its global expertise to support technologies and industrial development locally. Thales’s innovation strategy is fed by industrial and scientific collaborations, and the Group has always considered SME’s as vital partners for its development and innovation research.



SMES AT THE HEART OF THE GROUP’S INNOVATION

To increase its competitiveness and benefit from all of the innovation market’s opportunities, Thales creates strong trust relationships with SME’s. Those economical actors participate in Thales’s industrial success – that is how 500 of them are closely associated in France with the Group’s research and development activities.

Thales’s policy towards its industrial environment – and in particular towards SMEs and medium-sized businesses (MSBs) – is created to maintain its strength against global competitors through the search of innovative opportunities on the suppliers’ market: vital subjects for the Group’s activity development. Hence, Thales executes a collaborative structured approach with its main suppliers whom are capable of giving it the most

significant competitive advantages and to share risks even before the conception phase and therefore to contribute to the development of the Group’s activity.

Key figures

- Every year, nearly 75% of purchases in France – 1.9 billion euros’ worth – are made with 3 800 suppliers of SME or MSB type.
- One created Thales job in France is equal to 3 new careers opportunities in the local supplier environment.

THALES’S ENGAGEMENTS

This contribution to our industrial environment implies willingness to develop and maintain high-quality relationships with our SME and MSB partners, based on an equity behavior

which shows through strong actions:

- 2006: Thales commits to the “Pacte PME” (a French organisation that gathers SME representatives: “Small Business Act”)
- 2010: Thales is one of the first to sign the “Responsible Suppliers’ relation charter”: it manages relationships between command donors and sets 10 engagements for responsible purchases policy.
- December 2012: Thales receives for the first time the quality label for “Responsible Supplier Relation”. It is the first state quality label given by the cross-enterprise mediation and the “National Assembly for Purchases” to four groups. To this day, 37 companies have received this quality label. It awards French companies that show durable and balanced relationships with suppliers.
- December 2012: By signing the “Innovative SMEs Charter” Thales commits to helping SMEs to give birth to their innovation projects and to contribute to their future development. In return, Thales is given access to innovative opportunities and secures its supply by reinforcing economical partnerships.
- February 2013: Signing of a bilateral convention with Jean-Yves Le Drian, French MoD, which supports SMEs in the defense business.
- 2015 : Amongst one of the first to have been given this quality label in December 2012, Thales’s price was renewed by the cross-enterprise mediation and the French purchasing association

THALES AND THE FRENCH “PACTE PME”

“Pacte PME” is a French organisation which gathers 20 professional organisations which represent different SMEs, 60 key public and private accounts and 25 industrial clusters. This engagement affirms the Group’s strong position with SMEs by sharing good practices, and by giving feedback to one another.



Thales actively takes part in a reinforcement pilot programme for SMEs. The goal is to develop the strategy and the structure of these SMEs which will enable them to be more competitive and increase their activity.

For the past three years, Thales has launched an annual barometer that measures the quality of the relationships between 350 large companies and its SME and MSB partners.

Thales has shown its willingness to actively listen and improve its relationships' quality through successive meetings with this panel - may it be for giving results in a very interactive manner, or for Thales’s response line for identified improvement.

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