



DOMESTIC & HOME CARE EUROPEAN FORUM

Conferences | Experience sharing | Networking

29th November 2022 - Paris

Where
the industry's
key players meet

How to become a partner

EFsi
European Federation
for Services to Individuals



salon
des services
à la personne
et de l'emploi
à domicile



WHY THIS EVENT IS IMPORTANT AND WHY FRANCE IS THE VENUE?

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The global COVID-19 crisis highlighted:

- ➔ the **major role of the Domestic and Care Industry**,
- ➔ the **need for a pan-European vision and cooperation** in addition to the multiple national strategies and policies for family support.

What is special about this event compared to conventional EFSI events?

- ➔ More business oriented
- ➔ More networking
- ➔ Provides a unique European perspective on PHS prospects

Why France:

- ➔ Jointly organised with the **Salon des services à la personne***
- ➔ **France is one of the most advanced countries in Europe** for economic and political PHS initiatives , strategies and innovative technology

* *Salon des services à la personne* = *Services to individuals trade-show*

WHERE THE INDUSTRY'S KEY PLAYERS MEET

WHO IS THIS FORUM FOR?

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This forum is aimed at decision makers of:

- ➔ Providers of Personal and Household Services
- ➔ Domestic Work European professionals
- ➔ Business partners (IT, insurance, social voucher issuers, HR services...)
- ➔ Employers' organisations
- ➔ And any other (private - for profit and not for profit - or public organisations) European domestic and home care player aiming at benchmarking European initiatives or expanding their activities.



80 expected participants



FEES FOR PARTICIPANTS

- ➔ **Forum and walking diner fees****
- ✓ Package Forum + Networking walking diner =
 - ✓ € **300** excl. VAT
 - ✓ Early-bird before 31th of July : € **200** excl. VAT
- ✓ International networking walking diner = € **100** excl. VAT

WHERE THE INDUSTRY'S KEY PLAYERS MEET

WHY BECOME A PARTNER?

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- ➔ **Promote your company:** be recognised as one of the leaders in leading with the future challenges in the PHS industry
- ➔ Identify **business opportunities**
- ➔ Set up potential pan-European **cooperation, partnerships and M&A**



**Ready to support
this first show?**

Turn the page!

WAYS OF SPONSORING?

3 PACKAGES

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| Your logo* on | Bronze | Silver | Gold |
|--|--------------------------|--------------------------|---|
| -the dedicated web page | ✓ | ✓ | ✓ |
| -the event program (with short description* of your company) | ✓ | ✓ | ✓ |
| * available on the website | ✓ | ✓ | ✓ |
| * included in the emails | ✓ | ✓ | ✓ |
| * distributed in the conference room | ✓ | ✓ | ✓ |
| -confirmation emails | ✓ | ✓ | ✓ |
| -the powerpoint templates for presentations | ✓ | ✓ | ✓ |
| -the press release announcing the Forum (+short description*) | ✓ | ✓ | ✓ |
| Promotion in the conference room and during conference | | | |
| -your communication material* in front of / in the conference room (TBP) | ✓ | ✓ | ✓ |
| -distribution of goodies* to the participants in the conference room | ✓ | ✓ | ✓ |
| -inclusion on the panelists' list | | ✓ | ✓ |
| Promotion during the international networking cocktails | | | |
| -your communication material* in the VIP room | ✓ | ✓ | ✓ |
| -welcome speech for guests | | ✓ | ✓ |
| Free tickets to the forum & the international networking drinks | 3 | 7 | 12 |
| | € 3.500 excl. VAT | € 5.500 excl. VAT | € 10.000 excl. VAT Exclusive partner |

* to be provided by you

** Paiement terms: on order / In case of cancellation (deadline to be precised): the event will be organized in a 100% digital way and sponsors will get 40% of their engagement refunded

SALON DES SERVICES A LA PERSONNE (Since 2007)

IT'S ALL ABOUT THE PHS INDUSTRY

A leading event | A yearly rendez-vous



⇒ Who is there ?

- ✓ Professionals, employees and individuals/families
- ✓ Exhibitors: referent public and private players, NPO's, national federations, Domestic & Home Care professionals, providers (IT, insurances, HR services..), employment national representatives ...

⇒ Jointly organised with **Silver Economy Expo, the B2B services and technology for seniors trade show**

⇒ An **hybrid format**, in Paris & online

⇒ Key figures :

- ✓ **226 exhibitors in 2021** (120 for Salon des Services à la Personne / 106 for Silver Economy Expo)
- ✓ **10 to 12,000 visitors on average**



AGENDA

SHARE INSIGHTS & EXPERIENCE

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➔ **Workshop #1 – The Domestic and Home Care services of tomorrow (11:00 – 12:30)**

This first workshop will gather PHS professionals sharing their views on the opportunities and challenges for the sector as we look ahead on the next three years. They will address the role of private actors in delivering Domestic and Home Care in the future, as well as potential room for new business models (e.g., live-in care, franchising, digital labour platforms, etc.). The various speakers will also highlight the regulatory and political risks for the sector and the impact of the COVID-19 pandemic on the sector.

➔ **Workshop #2 - PHS Development opportunities in Europe: what can we expect in the years to come? (14:00 – 15:30)**

This conference will invite participants to discuss which EU countries offer the best development opportunities. As such, experts will share their opinion on latest policy developments and the opportunities they might bring – or not – for PHS professionals in certain countries such as Belgium, Germany, France, Spain, and Sweden. Speakers will be invited to discuss their experiences and confront them with similar past evolutions in other countries.

➔ **Workshop #3 – How to attract, professionalise and retain Domestic and Home Care workers? (16:30 – 18:00)**

Workforce and capacity constraints are a threat for growth in the Domestic and Home Care services. Therefore, participants to this workshop will share their position on what PHS providers can do differently to increase workers' retention and professionalisation. What role can digitalisation play? Furthermore, the Domestic and Home Care services workforce is diverse and relies heavily on migration. How can we ensure that the sector drives equity and inclusion, thus becoming a better workplace? This session will present a selection of three case studies to inspire new ideas and thinking and help PHS providers tackle these critical challenges.

➔ **International networking walking diner (19:00 – 21:30)**

FOR FURTHER INFORMATION... CONTACT US!

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