

Guidelines of Membership Privileges 2018



غرفة عجمان
AJMAN CHAMBER





Guidelines of Membership
Privileges
Ajman Chamber
2018



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Ajman Chamber is keen to improve its own role to make Ajman an economic competitive destination with a distinguished work environment, aiming to serve its members and affiliates, through a variety of initiatives and activities. Thus the Chamber has come a long way in the field of business and service diversification. The Chamber's strategic plan is based on primary axes, such as, supporting business continuity and consolidation in the Emirate of Ajman, and promoting investment opportunities of its members and the business community in and out the UAE.





Contents

About the Guide	4-5
Legislative and Legal Privileges	6
Privileges of Inter-Institutional Trade Development	7-8
Access to Information	9-10
Estimate, Support and Stimulate Members	11-12
Promoting the skills of employees of the member institutions	13
Membership categories and privileges	14-17

Leadership position of Ajman Chamber in integrated services privileges to its members

As Providing high quality services to its members and caring for their interests is one of the chamber's priorities, and due to its keenness to offer innovative services to private establishments operating in the Emirate of Ajman and its free zones, Ajman Chamber has launched the guide of membership privileges to cover the members' requirements in accordance with the classification of its activities and categories.

Ajman Chamber is one of the leading chambers in the Middle East to produce this distinguished guide, which was designed and prepared after several standard comparisons with other chambers of commerce around the world which were well-known for providing services to their members.

Objectives of the Guide:

The Membership Privileges Guide aims to:

- 1 - Enhance the Chamber's role for which it was created.
- 2 - Provide a package of value added services to its members.
- 3 - Enable members to choose innovative services to help them achieve their goals and rationalize the efficient use of resources.
- 4 - Enhance economic and trade relations between the members.
- 5 - Strengthen the relationship between the members and the Chamber.
- 6 - Provide members with administrative, technical and specialized services to carry out their work efficiently.
- 7 - Stimulate private institutions to be more integrated into activities, and access to commercial and marketing opportunities.
- 8 - Strengthen the role of private institutions in attaining sustainable development in the Emirate of Ajman in particular and the United Arab Emirates in general

Beneficiaries of the guide, and how to be implemented:

Members and affiliates of Ajman Chamber are the ones to benefit of this guide, based on their categories, and classification matrix mentioned at the end of the guide.

Importance of the Guide, and the Impacts of its Implementation:

The value-added services of the guide are considered as a crucial improvement step adopted by the Chamber's management, which always sought to provide the best services and practices to its members. The importance of using the guide can be highlighted through:

- Saving the guide's users' time and cost and improving the performance quality at the institution.
- Developing and training the employees in accordance with best practices and competitive prices
- Access to high standard administrative and legal advice at competitive prices
- Strengthening trade relationships between the organizations operating in the Emirate of Ajman, including free and industrial zones.
- Enhancing partnership between Ajman organizations and supporting sustainable development.
- Increasing the enterprise marketability and trade opportunities inside and outside the Emirate of Ajman through the appropriate communication and promotion channels provided by the Chamber.
- Honoring distinguished organizations in the Emirate of Ajman for their contributions to support sustainable development

Update the Guide:

The Guide of Membership Privileges in Ajman Chamber is consistently updated in accordance with changes of internal and external environmental factors, especially the ones related to legislative and legal aspects at the federal and local levels. In addition to the feedback of members participating in the membership privileges services, whether through questionnaires, interviews, E-mail or other means. Update process and its approval shall be through by Board of Directors Members. The contents are updated and documented through the following table:

Date	Statement	Update Details
July 2018	Issuance of Guide of Membership Privileges	First Edition

Legislative and Legal Privileges

A green-tinted photograph of a gavel resting on a laptop keyboard, with a pair of scales of justice in the background.

We aim at assisting you to develop your organization business through the current Legislative services provided by the Chamber at the federal and local levels. The proper understanding of this legislation shall help you to implement the proper legal practices inside and outside the organization, in terms of obligations and rights. The appropriate implementation of these laws and legislation may also reduce risks, rationalize spending, and decrease internal and external conflicts of the enterprise, as well as the optimal use of time as a result of reducing risks and conflicts and maximizing return on investment

These distinguished legislative services are demonstrated in the following points:

1.1 Interests of Members in the context of the federal economic legislative system

- As your business grows within the United Arab Emirates, the Chamber helps you to fully understand the federal laws which regulate activities such as economic and commercial ones, and control human resources, labor and environmental health and safety systems.
- The Chamber website, www.ajmanchamber.ae, provides a list of federal laws and regulations of the country. The historic and sectorial classification of these laws speeds up access to the required information
- Respond to the organizations' queries about federal laws and legislation
- Provide legal advisory through giving permission to the representatives of institutions to visit the legal department of the Chamber in order to get information and answers on issues related to federal and local laws and regulations.
- Provide awareness workshops, when requested, at the institutions headquarters to explain the updated federal laws, at nominal prices

Privileges of Intra-institutional Trade Development



The Government of Ajman adopts a set of development plans, including supporting private sector as a fundamental partner in achieving comprehensive and sustainable development in the Emirate. The Chamber supports commercial, industrial and agricultural activities, and creates a positive environment for business growth and investment, maintaining the national identity, and taking into consideration the interests of the Chamber members to provide them with high quality services.

In light of the foregoing, the Chamber works to promote cooperation and trade between the organizations operating in the Emirate of Ajman through the following mechanisms:

2.1 Development of cooperation and intra-trade according to the divisions and economic, commercial and market activities in Ajman

One of the key interests of Ajman Chamber is to support private enterprise in general; medium and small ones in particular to grow, increase exports, contribute to the gross product of the Emirate of Ajman, and participate in the process of sustainable development. Ajman Chamber aims to:

- Cooperation and inter-integration between the organizations operating in the Emirate of Ajman through providing them with the required information regarding cooperation and trade exchange between the service providers and requesters of the institutions, thereby to strengthen inter-trade exchange and increase the GDP of the Emirate and participate actively in the process of sustainable development.
- Provide detailed information about each economic activity.
- Hold specialized seminars for no more than one day at the chamber building to discuss the methods of enhancing cooperation and integration between enterprises working in a specific field and others.

2.2 Development of cooperation and trade between organizations operating in the free trade and industrial zones and local organizations

Ajman free zones experience is one of the successful experiences in the area of managing and supporting free zones to achieve their objectives. It aims to attract foreign investments, increase exports, transfer new technology, strengthen manufacturing through competitive advantages and contribute to sustainable development.

Although traditional free zones aim to enhance importation through customs exemptions on imports and exports to overseas markets, many countries with free zones aim to strengthen cooperation between free trade, Industrial or joint enterprises and local trade, industrial and service enterprises in order to achieve integration, and rely on local organizations to enhance importation and supply, or manufacturing for companies operating at free zones. Therefore, Ajman Chamber endeavors to strengthen the relationship between free zones institutions and local ones through the following mechanisms:

- Prepare lists containing commercial and industrial establishments operating in free zones according to the nature of their activity.
- Hold one-day meetings to encourage cooperation and integration between free zone institutions and local ones.
- Invite representatives of some establishments to review their experiences during the meetings organized by the Chamber.
- The Chamber opens the door to participate in these specialized forums at nominal prices.



Access to Information

3.1 Databases

Databases are a supportive guide to get categorized data and information that provide a clear vision to facilitate making appropriate decisions. Therefore, Ajman Chamber offers its database to facilitate reaching economic and commercial data such as:

- Preparation of registered institutions
- Classification of enterprises according to classification factors in the Emirate of Ajman
- Foreign investors
- Export data
- Import data
- Exporters
- Importers
- Investment opportunities in Ajman and other Emirates.

Conditions of Use Data:

- **Commitment of the organization and its employees to not alter the data or its sources**
- **Provide the source of access data**
- **The proper use of data for supporting economic activities of institutions.**
- **Intellectual property rights of information sources from Ajman Chamber**
- **Any failure to comply with the terms above led to legal liability of users.**

3.2 Opportunities and Support to Trade Missions

Ajman Chamber aims at helping member enterprises to benefit from trading opportunities inside and outside the United Arab Emirates through the available investment data, such as:

- Provide data of investment opportunities in Ajman covering several sectors.
- Provide data about local and foreign investors who would like to start a partnership with the enterprises operating in Ajman
- Facilitate communication with foreign trade missions of the United Arab Emirates in order to obtain information
- Facilitate and arrange visits of business delegations abroad

3.3 Engagement in Economic Activities

Ajman Chamber provides a variety of information coincide with the interests of investors and institutions operating in the Emirate, aiming to strengthen its relations with these enterprises through the followings:

- 1 Provide information about economic activities that shall maximize investment revenues, and shorten the recovery period to be consistent with the nature of current projects of the joined enterprises.
- 2 Assist the members to engage in economic activities through helping them prepare the feasibility study.

3.4 Support Members Through the Updated Legal Information System at both local and federal levels:

- Provide local and federal laws and regulations related to economic sectors, “The main focus of investors and private institutions”.
- Provide legal answers and clarifications on legal questions and inquiries.



Support and Stimulate Members

Ajman Chamber is keen to provide innovative privileges and services to its members in order to reinforce their status locally and internationally. These services include:

4.1 Certificate of Sponsorship

Requirements for granting a Certificate of Sponsorship:

- A valid trade license, renewed sequentially for 3 consecutive years
- Valid Membership of Ajman Chamber.
- The enterprise shall have a good reputation in the chamber.
- Its record shall be free from complaints by public or private institutions, individuals or civil community and its institutions.
- The application shall be submitted, identifying the concerned entity.

4.2 Certificates of Appreciation

Ajman Chamber is proud of its members, who provide high quality of performance and achievements, to contribute to the Emirate economic growth, and community service and welfare. Therefore, it issues appreciation certificates to the distinguished member thus that contributes to strengthen the enterprise reputation among its customers, promote its business internally and externally, and support expansion strategies.

Requirements for Obtaining Certificates of Appreciation:

- The value of institution exports amounted more than 5 million dirhams annually during the last three years.
- Emiratization shall not be less than 10%.
- The organization has patented a new product or service inside or outside the United Arab Emirates.
- Community Engagement and Social Responsibility of the enterprise.

4.3 Dissemination of Institutions Success Stories Through the Chamber Social Media Channels

Ajman Chamber is proud of the effective organizations supporting the national economy in the Emirate of Ajman through their activities in different domains. These organizations apply the best practices to achieve excellence in work through constant improvement, overcome work challenges and difficulties, and turn these challenges into opportunities for improvement, achievement, expansion and growth. The Chamber is pleased to publicize success stories and institutional excellence through its social communication channels.

4.4 Usage of the Chamber's logo for the Members' Publications and Websites

Ajman Chamber has a prestigious reputation among national and international institutions. So organizations participating in membership privileges can benefit from this reputation by using the Chamber's logo as follows:

- Add the Chamber's logo to the institution website.
- Place the Chamber's logo on the institution's publications and external correspondence (appendix).

***Subject to terms and conditions**

Develop Skills of the Member Institutions Employees



5.1 Discount on programs, training workshops and conferences offered by the Chamber

Ajman Chamber provides the opportunity for its members and employees of member institutions to invest in its human resources through giving the permission to attend training programs, workshops, meetings and conferences organized by the Chamber at competitive prices.

- A discount of 10% - 30% out of the total investment of programs, workshops or conferences for the member institutions employees.
- Honor the outstanding participants in performance and interaction during training programs.
- Provide the organization with opportunities to enrich training programs activities, as a speaker or to run some meetings and discussions held by the Chamber.

5.2 Hold specialized panel discussions for members to handle the requirements of development and challenges according to the economic activity nature and working groups meetings.

Ajman Chamber is keen to care of its members' interests and provide them with methods of marketing and management, through planning annual meetings for them to discuss development requirements and dealing with the expected challenges.

Service Specifications:

- Allow members to attend specialized panel discussions to exchange views and proposals for more performance improvement.
- Cooperation and coordination between Ajman Chamber and other institutions operating in different sectors to deal with the expected challenges administratively, financially and marketing to find the appropriate solutions.



Classification of Membership Privileges According to Categories

Ajman Chamber works to promote the interests of the institutions operating in the Emirate of Ajman and help them achieve their various objectives, through the updated membership privileges services provided by the Chamber, and based on the activity classification and institutions categories, as follows:

Membership Privileges (Category I)

1. Care of member's interests in legislative, economic and federal and local systems.
2. Develop cooperation and intra-institutional trade.
3. Develop cooperation and trade between enterprises operating in the free trade and industrial zones and local ones.
4. Use of databases.
5. Priority access to information related to investment opportunities and participation in foreign exhibitions.
- 6 .Obtaining information about practicing economic activities.
7. Support members through the updated legal information system.
8. Support and mediation in case of conflict between members
9. Obtaining certificates of sponsorship
10. Obtaining certificates of appreciation
11. Disseminating the enterprise success stories through the chamber's social media channels.
13. Use the chamber's logo for the institution publications and website.
14. Benefit from the discounts on programs, training workshops, and conferences offered by the chamber
15. Participate in the specialized seminars organized by the chamber.

Membership Privileges (Category II)

1. Care of member's interests in legislative, economic and local and federal systems.
2. Develop cooperation and intra-institutional trade.
3. Develop cooperation and trade between enterprises operating in the free trade and industrial zones and local ones.
4. Use of databases.
5. Obtaining information about practicing economic activities.
6. Support members through the updated legal information system.
7. Support and mediation in case of conflict between members
8. Obtaining certificates of sponsorship
9. Obtaining certificates of appreciation
10. Use the chamber's logo for the institution publications and website.
11. Benefit from the discounts on programs, training workshops, and conferences offered by the chamber
12. Participate in the specialized seminars organized by the chamber.

Membership Privileges (Category III)

1. Care of members interests in legislative, economic and federal systems.
2. Develop cooperation and intra-institutional trade.
- 3 . Obtaining information about practicing economic activities.
4. Support members through the updated legal information system.
5. Support and mediation in case of conflict between members.
6. Obtaining certificates of appreciation
7. Use the chamber's logo for the institution publications and website.
8. Participate in specialized seminars to deal with development requirements and challenges.

Membership Privileges of Category IV

1. Interests of members in legislative, economic and federal systems.
2. Develop cooperation and intra-institutional trade.
3. Obtaining information about practicing economic activities.
4. Support members through the updated legal information system.
5. Support and mediation in case of conflict between members
6. Obtaining certificates of appreciation



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