

MEMBERSHIP GUIDE

On your own, you grow your business.
Together, we advance and champion an entire profession.

Grow your business · **Understand** your market
· **Reduce** your costs · **Attract** talent · **Protect** your interests

www.cifl.com

» WHO WE ARE

Founded in 1960, the Comité Interprofessionnel des Fournisseurs du Laboratoire (CIFL) is France's leading professional association representing suppliers of Laboratory products, services and instrumentation.

As the collective voice of the profession, CIFL provides practical ways to grow your business, understand your market, reduce costs, attract talent and protect your interests.



MORE THAN **10 000** EMPLOYEES

MORE THAN **3** BILLION € COMBINED

MORE THAN **90%** OF THE LABORATORY MARKET REPRESENTED

MORE THAN **85%** SMES AND VERY SMALL BUSINESSES

A MESSAGE FROM THE PRESIDENT



“ Dear Members,

Since 1960, CIFL has brought together and represented the companies that underpin France’s Laboratory sector: manufacturers, distributors and service providers working every day to support research, analysis and testing.

Our profession forms a sector that is discreet yet strategic and indispensable. With more than 10,000 employees, over €3 billion in combined turnover and representation of more than 90% of the Laboratory market, CIFL is now the voice of a major economic and scientific ecosystem.
In a rapidly changing environment, however, our role must extend beyond representing our profession. Our ambition is to deliver practical value to every one of our member companies.

That is precisely the purpose of this new guide. It presents CIFL’s wide range of services and initiatives under five pillars: Business, Market Intelligence, Financial Performance, Talent, and Legal & Regulatory Compliance.

Market research, statistics, training, member networking, recruitment support, group purchasing, debt collection assistance, regulatory monitoring and, of course, Forum LABO: all are tools designed to support the growth and performance of our businesses.

Above all, CIFL is a community: a place where we can share experiences, exchange ideas, anticipate changes in our market together and collectively defend our profession’s interests. The events we organise throughout the year are specifically designed to foster these exchanges and the sharing of expertise among members.

I hope, therefore, that this guide will be more than an introduction to our services. I hope it will inspire you to participate, exchange ideas and become even more involved in the life of CIFL.

Our association will be stronger still when its members are active and engaged.
Welcome to CIFL, and thank you all for helping our sector grow and gain recognition through your commitment.”

Loïc THOMAS, President of CIFL

FIVE PILLARS THAT TURN MEMBERSHIP INTO TANGIBLE VALUE

A simple guide: see at a glance the value each service brings to your business.



1 - Business

- Forum LABO
- Group Purchasing
- Member Networking Events

2 - Market Intelligence

- Market Research
- Statistics and Surveys

3 - Financial Performance

- Debt Collection Assistance

4 - Talent

- Training
- Job Board and Careers Forum
- University Partnerships

5 - Legal & Regulatory Compliance

- Business Owner Protection
- Charters and Regulations



FORUM LABO

Since its creation by CIFL in 1994, Forum LABO has offered major strengths that have contributed substantially to its success.

Forum LABO showcases the latest technological innovations for research, analysis, testing and process applications, spanning fields from analytical chemistry to life sciences.

Its scientific and technological focus, enriched by productive exchanges with learned societies, scientific associations and education and training providers across the Laboratory sector, makes it an essential meeting place for all industry stakeholders.

The event alternates between Paris in odd-numbered years and Lyon in even-numbered years.

Since 2025, CIFL has entrusted the organisation of the event to Oxygene Expo.

ADHERENT CIFL

CIFL members benefit from an approximately **30% discount** on Forum LABO stand rates and access to registration **three weeks ahead of other exhibitors**, enabling them to select their stand location with greater confidence and enhance their visibility

YOUR MEMBERSHIP BENEFIT | Lower your exhibiting costs, secure a better stand location and increase your visibility within the Laboratory ecosystem.

GROUP PURCHASING

Our partnership with Association **Réseau Mesure** has enabled us, since 2019, to offer a wide range of collectively negotiated purchasing terms. These help you optimise overheads across expenditure categories such as office equipment, shipping and training.
The partnership also provides solutions to help retain employees and attract talent, particularly for microbusinesses and SMEs.

Optimise your overheads

Haxoneo is an innovative group-purchasing platform for businesses of all sizes, including microbusinesses, SMEs and mid-sized enterprises. By pooling purchasing volumes, we can offer key-account pricing regardless of company size, generating average savings of 20% on indirect purchases. More than 200,000 products across over 60 purchasing categories are available.



Parcel shipping

If you use **TNT** or **FedEx** to ship parcels, the rates negotiated by our partner Réseau Mesure for CIFL members are particularly advantageous. Compare the costs and see for yourself.

Through this partnership, you can save an average of **35% on transport invoices**. There is no minimum or maximum shipment volume; the agreement is non-exclusive, and no charges arise if you do not ship with either carrier.

YOUR MEMBERSHIP BENEFIT | Access negotiated terms that would be difficult to secure independently and reduce your operating costs directly.



Give your employees greater purchasing power

You no longer necessarily need a Social and Economic Committee (CSE) to offer employee benefits. Are you looking for a way to retain existing staff and attract new talent?

Place des Salariés is a turnkey employee benefits platform, providing access to offers and savings on everyday purchases and leisure activities with minimal administrative effort for employers. It is especially suited to microbusinesses, SMEs and employee representative bodies.

Road safety training

Road-related incidents are the leading cause of fatal occupational accidents. In 90% of cases, they involve inappropriate human behaviour, such as fatigue, speeding, mobile-phone use or the influence of medication or alcohol.

With 10,000 employees, including 5,000 mobile workers, our Laboratory profession is particularly exposed to road risks. CIFL has therefore partnered with **Réseau Mesure** to give members access to **CENTAURE** training programmes that take these risks seriously.

Beyond the potential criminal liability of senior executives in the event of failures, an accident is first and foremost a human tragedy. **CENTAURE** specialises in risk prevention and eco-driving, and we have selected solutions specifically suited to our members.

YOUR MEMBERSHIP BENEFIT | Reduce operational risks and enhance your HR offering with solutions preselected and collectively negotiated by CIFL.

MEMBER NETWORKING EVENTS

Knowledge-sharing through networking between members is another of CIFL's key strengths.

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We regularly organise different types of events clubs, regional meetings and dinner discussions to encourage members to exchange experiences, advice and expertise in a welcoming atmosphere.

CIFL committees meet both in person and online to suit members' needs.
Meetings with buyers from major accounts, including public-sector organisations
(CNRS, INRA, INSERM, UGAP, AP-HP, etc.) and private companies (such as Sanofi), are also scheduled regularly.



To facilitate your business meetings, CIFL can make a meeting room at its offices available to you free of charge on an occasional basis.

Please contact your usual CIFL representative to enquire about availability or obtain further information.

YOUR MEMBERSHIP BENEFIT | Build relationships with peers faster, share best practices and create opportunities to connect with key decision-makers and buyers.

ANNUAL GENERAL MEETING

CIFL holds its Annual General Meeting each year. For our professional association, it is an opportunity to report to members on the initiatives undertaken on their behalf over the previous year and to present future priorities and services.

It is also a valuable occasion to welcome you to an attractive venue where you can network with peers and forge relationships among manufacturers, distributors and service companies. Each year offers a rich programme featuring an external guest speaker, designed to help your businesses and people develop in a friendly, engaging setting.



YOUR MEMBERSHIP BENEFIT | Gain a broader perspective on your business environment, understand your professional association's strategic direction and expand your network.

MARKET RESEARCH

For more than 20 years, CIFL has commissioned and funded Laboratory market research for its members, averaging two to three studies a year and representing approximately 20% of its budget.

We draw on the expertise of **ALCIMED** consultants, whose competencies span both business and science.



Broad-based studies :

Customer purchasing outlook by industry segment, evolving expectations, emerging needs and growth opportunities.

Regional studies :

Assessments of the economic importance and dynamism of Laboratories and industries across the regions of France.

Cross-cutting studies :

New expectations around services, purchasing digitalisation, sustainability requirements, new distribution models and forward-looking analysis.

YOUR MEMBERSHIP BENEFIT | Access sector-specific data and analysis that your company would otherwise have to finance independently, enabling evidence-based strategic and commercial decisions.

STATISTICS AND SURVEYS

To help you understand your market and benchmark your position against other companies in the profession, CIFL produces numerous statistical studies and surveys throughout the year, complementing its market research.

General thematic surveys
Salaries and bonuses; business travel expenses for mobile employees; company cars; after-sales service organisation; service invoicing; digital transformation, etc.

Economic statistics
Turnover by French départements; turnover by service or market; the quarterly CIFL index, etc. Surveys are processed confidentially and results are restricted to participants.

Product statistics
Chromatography; spectrometry; robotics; PCR and qPCR; titrimetry; pipetting; X-ray fluorescence and diffraction, etc. These are paid, confidential surveys, processed exclusively by a judicial officer and accessible only to participants.



YOUR MEMBERSHIP BENEFIT | Benchmark your business, identify trends, challenge your assumptions and manage performance using sector-specific indicators that are difficult to obtain independently.



DEBT COLLECTION ASSISTANCE

Non-payment and customer credit risk are now the leading causes of business failure in France.

In response, CIFL partnered with **CODINF** to launch **CODELAB**, the Laboratory Suppliers' Debt Prevention and Collection Committee. This service enables members to pool payment experience and gives them access to a tool for managing customer credit risk.

CODELAB members may issue amicable payment reminders, formal demands and applications for payment orders using CIFL and **CODELAB** letterheads.
Members also benefit from creditworthiness information provided by **Ellisphere** and access to **Euler Hermes** debt collection services.

YOUR MEMBERSHIP BENEFIT | Reduce exposure to unpaid invoices, professionalise your collection procedures and obtain valuable information to inform customer credit-risk decisions.

INTER-COMPANY TRAINING

Training employees is not only an employer obligation; it is also an investment in the short, medium and long term. Businesses that train their people generally aim to develop their skills and expertise, strengthening both competitiveness and growth.

CIFL has selected training programmes tailored to your professions, with specially negotiated rates for members. Employees can exchange insights with peers who face similar professional challenges, while maintaining strict confidentiality concerning their business activities.

Each course brings together 8 to 12 participants and is delivered in person and/or online.
Sales training is fee-paying and lasts one or two days. Depending on the topic, courses are specifically designed for office-based or field sales engineers, after-sales service technicians, managers or back-office staff.

E-marketing and digital transformation courses are provided free of charge as webinars.



YOUR MEMBERSHIP BENEFIT | Develop your teams' skills through training tailored to the realities of Laboratory suppliers and benefit from negotiated rates. Your membership entitles you to **two free training courses**.

JOB BOARD
AND CAREERS FORUM

Having the right people is essential to your business's growth and long-term success.

As recruitment becomes increasingly challenging across the Laboratory profession, CIFL helps by providing a job board on its website. As a CIFL member, you can post job vacancies and browse requests for employment, internships and work-study placements.

The service also helps raise your company's profile as an employer in the Laboratory sector.

Promoting careers: through video testimonials featuring young employees of member companies, CIFL raises awareness of opportunities across our professions to attract new talent.



YOUR MEMBERSHIP BENEFIT | Promote vacancies to a qualified sector-specific audience and benefit from collective communications that highlight the profession's career opportunities.

UNIVERSITY PARTNERSHIPS

To support our members, especially in recruitment, a major challenge for the future of the Laboratory profession, CIFL has launched initiatives to raise awareness of our careers among education and training providers.

CIFL has made it its mission to promote work-study programmes that combine scientific and commercial skills. For many years, we have partnered with the following schools and universities : ESTBA Paris (third-year undergraduate level), University of Cergy-Pontoise (second-year master's level), BiotechCo-ChemtechCo Grenoble (second-year master's level), ESTA Belfort (second-year master's level) and Sup de Vente (second-year master's level), among others.

These educational partnerships aim to connect our members' needs with students' aspirations.
They take tangible form through advocacy and CIFL visits to educational establishments,
where members share their experience and highlight the professions and future career opportunities available in our sector.



YOUR MEMBERSHIP BENEFIT | Help raise awareness of your professions, build closer links with talent pools and collectively enhance the sector's attractiveness.

BUSINESS OWNER PROTECTION

CIFL has been a member of **Les Entrepreneurs** (formerly **CPME**) since 2015, enabling its own members to benefit from broader representation. This affiliation also provides access to **GSC** cover through a single association membership fee.

GSC (Garantie Sociale des Chefs d'entreprise) is unemployment insurance designed for company directors and other corporate officers.

Unlike employees, corporate officers, including managing directors of SARLs and chief executives or general managers of SAs and SASs, do not normally qualify for unemployment benefits following business failure or removal from office. In the event of involuntary loss of their professional activity, **GSC** provides company directors and self-employed business owners with compensation linked to their previous income.

GSC is a voluntary insurance scheme requiring individual enrolment. The premium may be paid by the company.



YOUR MEMBERSHIP BENEFIT | Benefit from broader professional representation and access protection schemes designed for business owners and executives.

CHARTERS AND REGULATIONS

To help members protect their own interests and those of their employees, CIFL has developed charters specifically tailored to the Laboratory profession.

We recommend using these charters within your company and with your customers. You may also adapt them to your company's requirements, drawing on the documents available free of charge on our website.

Code of Professional Conduct (Mandatory for all members.)

CIFL Members' Ethical Charter
Through CIFL, the Laboratory profession collectively, and each member company individually, commits to acting as a fully engaged, responsible partner, mindful of the issues facing the profession.



YOUR MEMBERSHIP BENEFIT | Save time with reference frameworks already adapted to your sector, and underpin your internal practices and customer relationships with shared professional principles.

Charters for your employees

Acceptable Use of Email Charter :
Internet-based email is intended for professional use. Employees undertake to use email appropriately and responsibly.

IT Equipment Use Charter :
Employees are provided with IT equipment, including internet access. As a general principle, use must remain strictly work-related, subject to occasional and reasonable exceptions.

Road Safety Charter :
Approximately 50% of Laboratory supplier employees work in the field, particularly in sales and after-sales services. Road safety is therefore an important employee safety issue for our profession. CIFL developed this charter to raise awareness among companies and their employees of safe driving practices.

Remote Working and Home Office Charters :
CIFL has developed two remote-working charters for members, one for mobile employees working from home and one specifically for office-based employees. The latter has proved particularly important since its introduction in 2019.

YOUR MEMBERSHIP BENEFIT | Use sector-specific frameworks to formalise internal rules, raise staff awareness and strengthen HR and operational practices.

Charters for your customers

Payment Terms Charter :
Differences in payment periods and excessive delays can undermine balanced commercial relationships. Reducing payment times is now an objective embedded in French and European regulations.

Employee Safety and Equipment Decontamination Charter :
This charter aims to protect all members' employees when handling potentially contaminated equipment while providing services.

Suppliers must therefore distribute the document to customers so it can be displayed at every service location.



YOUR MEMBERSHIP BENEFIT | Set clear expectations with customers, support field teams and rely on shared documents adopted across the profession.

COMMUNICATION

CIFL places a strong emphasis on communication and provides a wide range of tools to keep members and other industry stakeholders informed, including influencers and specifiers, buyers, educational establishments and associate members.

Our **committees**, each chaired by a Board member, exchange views and explore topical issues such as HR and social affairs, after-sales services and evolving service models, statistics, standards and regulations (WEEE, anti-gift legislation, etc.). They provide members with access to a wealth of information.

Through weekly **newsletters**, our members receive updates on developments affecting the profession, helping them stay informed about economic news, structural changes and current market conditions.

All major association events are also featured on our website and social media channels.



YOUR MEMBERSHIP BENEFIT | Stay informed, contribute to collective positions and benefit from representation that gives your business concerns greater weight.

OUR TEAM IS HERE TO HELP

HOW TO VISIT US

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