



Presentation of the Transcommerce-Transartisanat system

Who are we?

Transcommerce-Transartisanat is a system integrating the whole process aiding the transfer/acquisition of artisanal, commercial, hotel, and service enterprises.

This system, managed by the *Chambres de Commerce et d'Industrie* (Chambers of Commerce and Industry) and the *Chambres de Métiers et de l'Artisanat* (Chambers of Trades and Crafts) in partnership with the business transfer professionals, functions today in 10 regions: Auvergne, Burgundy, Centre, Limousin, Nord – Pas de Calais, Lower and Upper Normandy, Pays-de-la-Loire, Poitou-Charentes, and Rhône-Alpes.

Transcommerce-Transartisanat is:

- a proximity network bringing together:
 - 150 Technical Advisers in the *Chambres de Commerce et d'Industrie* and *Chambres de Métiers et de l'Artisanat*,
 - 3,200 professionals: Notaries, Estate Agents and Accountants,
- a participatory network in which the local and regional levels share experiences and skills
- a network that evolves regularly developing new counselling tools for those transferring or acquiring businesses, but also tools for the use of professionals to help them in their advisory role.
- an Internet site www.transcommerce.com diffusing nearly 10,500 offers, and recording 25,000 connections per month
- partnerships with national, regional, and local Internet sites to enhance the publicity of the offers.

Services

Increasing transferors' awareness of the need to anticipate and prepare the transfer of their business.

- Mailing,
- Practical Transfer Guide
- Individual interview, enterprise visit

Helping heads of enterprise putting their firms on the market

- Drafting a complete diagnosis of the concern to be transferred
- Help in defining a fair price thanks to an objective and motivated evaluation

Promoting the enterprises on offer:

- site www.transcommerce.com and partnership sites
- advertising periodicals
- regional and Chambers of Commerce press



Finding acquisition candidates, giving them a helping hand and helping them finalise their project.

- Participating in trade fairs and professional forums
- Practical Guide to the Acquisition
- E-mail alerts
- Personalised Search Service
- Aid with the project's technical and financial arrangements
- Developing bank partnerships

Observation of the transfer market (acquisition rate, market value of businesses transferred, development of transfer prices, acquirer profiles...)

Ways and means

You wish to transfer your enterprise:

- Publicise your sale offer. To do this, obtain a pre-diagnostic slip from the *Points Accueil* (information desk) in the *Chambres de Commerce et d'Industrie* and the *Chambres de Métiers et de l'Artisanat* or from the Professionals of the Notaries or Estate Agents network.
- The diffusion of your offer will be assured for a year on specific promotion supports: advertising periodical and Internet site www.transcommerce.com and partner sites.
- You will be given a Practical Guide to Transferring to help you ask the right questions, to prepare your transfer as well as possible and facilitate your dialogue with the business transfer Professionals.
- A diagnosis and evaluation of your business can be carried out; in this way you will have a dossier presenting your enterprise you can give to a potential Acquirer.

You wish to acquire a business...

- Consult the offers for sale on the site www.transcommerce.com and benefit from the services offered by the network: creation of account, e-mail alerts, personalised search.
- Subscribe (free offer) to 3 numbers of the Transcommerce-Transartisanat advertising periodical of your choice.
- Discover, on the site www.transcommerce.com, 12 video sequences, entitled "les conseils de Charlotte pour reprendre une entreprise (Charlotte's advice for acquiring an enterprise)", presenting the unavoidable steps in acquiring an enterprise.
- You will be offered a Practical Acquisition Guide. It will allow you to identify the various steps necessary for the construction of your project more effectively.
- A *Point Accueil*, in each *Chambre de Commerce et d'Industrie* and *Chambre de Métiers et de l'Artisanat* is available to develop with you your creation/acquisition dossier.

How to contact us?

All the contacts are available, by region and Department, on the site www.transcommerce.com
 -> Rubrique Experts Partenaires - Points Accueil CCI - CMA

Interregional co-ordinator:

Chambre Régionale de Commerce et d'Industrie Auvergne
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To download the brochure presenting the network, its tools and its results, [click here](#).

