

SPEECH TEXT OF ERDAL BAHÇIVAN, ICI CHAIRMAN OF BOARD OF DIRECTORS FOR ASSEMBLY MEETING IN OCTOBER

Born 92 years ago out of Anatolian territories following the great victory of the three-year-long War of Independence, our state was declared a Republic and gave voice to people for state the government. Moving towards its centenary, the Republic has established a deep-rooted sense of belonging in our nation. I fully believe that our Republic will gain further strength in the future and move steadily ahead.

With that firm belief in mind, I wish you all happy Republic Day. I would like to hereby commemorate the founder of our republic Atatürk and his fellow officers. I would like to also honor our glorious martyrs with grace and our veterans with gratitude who made a homeland out of these territories.

National elections will be held next week. National will is the bedrock of democracies. The choice of the nation is above anything else. I would like to express my wish for peaceful elections guided by the democratic maturity and common sense of our society. I hope that the results of the elections will benefit our nation.

We have decided to convene our meeting for October without any guests. The main item of the agenda for this month is "Opinions and Propositions of Members of the Assembly for a Stronger and More Effective Istanbul Chamber of Industry in a Rapidly Changing World".

It has always been and will always be important for us to be in contact with you, our Esteemed Members of the Assembly, so that we can benefit from your ideas, opinions and criticisms.

With the democratic elections in May 2013, you empowered us to launch projects based on a participatory and collaborative work approach nurtured with a union of common sense and reality.

We have to constantly develop and renew our business methods in the face of increasing competition. As the strongest supporter of our members, our Chamber needs to adjust to this dynamic work environment as well and overhaul its services according to the developing needs of its members. With an eye to member satisfaction, we must engage in constant and effective communication with our members to get to know and understand their needs better.

To serve this purpose, Istanbul Chamber of Industry started the Member Relations Management - CRM Project. The main objective of the project is to pool all sorts of information about our members in a huge databank in order to offer member-oriented services and to engage in constant and sustainable communication with them.

Recently, Istanbul Chamber of Industry was among participants from 40 countries in the meeting "Chambers Preparing For the Future" organized by Eurochambers in Luxembourg. During the meeting we observed that European chambers have started to use CRM systems effectively.

The data collected from these systems not only enable new services for members but also contribute to devising public policies for the business world. We will unveil the CRM Project soon with a similar objective in mind. We want to create new values for our members.

I would like to particularly emphasize that the propositions and evaluations you will be sharing with us today will considerably help our efforts to render Istanbul Chamber of Industry stronger and more effective.

I want to also note that we won't be contented with your propositions and evaluations expressed today. We will be very pleased to draw a higher participation among you, esteemed members of our assembly, for our monthly meetings, with a higher number of colleagues taking the floor during the meetings to enrich our discussions in the assembly. One thing is a fact: Not enough members of our assembly participate in the assembly visits to Anatolia organized in order to tighten our bonds with chambers of commerce and industry in Anatolia and to seek new areas of cooperation. We expect higher sensitivity on this issue from the esteemed members of our assembly.

We face a similar problem in joint meetings of our Sectoral Committees, the **main pillar** of our chamber. Through broader participation in these meetings, our organizational **base** can voice their concerns, seek solutions with a shared wisdom in stronger and more effective ways.

As the saying goes, "Two heads are better than one." And we're stronger together. So long as we collectively adopt this approach, I believe that we will be more motivated to work hand in hand towards a stronger and more efficient Istanbul Chamber of Industry.

I would like to now share with you my opinions on the main item of our agenda.

The rapidly changing world of today turn us into different human beings compared to our ancestors. They never went through anything like the fast-paced change we experience today. For instance, the shape of plow didn't change for perhaps two or three centuries, whereas today, our computers and mobile phones are outmoded by new technologies in only about three years.

Our age is defined by change. In the words of the renowned futurist Alvin Toffler "Change is not merely necessary to life - it is life." These words are a testament to how our lives are bound by change.

Although change is inevitable in our day, not everybody readily embraces and opens themselves to change. There are several reasons behind this resistance: The fear of the unknown, lack of knowledge about change, failure concerns and challenges of learning new concepts.

What's considered a virtue is not to predict, adapt to and be swept by change but to give direction to it and make a difference. This virtue calls for "proactive" attitude. Being proactive ahead of possible situations, assess possibilities and act out according to a plan create impact in the results of change and will be the winners of change in our age.

What marks the 21st century is not only change itself but change management. "If you don't know where you want to go, then it doesn't matter which path you take". This quote points out

to one fact: You need substantial and far-reaching preparations if you want to succeed in a world defined by multidimensional and fast-paced changes.

Laying emphasis on communication, participation, cooperation and transparency play a key role in achieving change and transformation.

As is laid out in our Work Programme for 2013-2016, Istanbul Chamber of Industry has not been and will not be a bystander during a process of radical change. The chamber has assessed risks and opportunities as a whole with a confidence shaped by acknowledging rights and wrongs within a global and holistic perspective.

Istanbul Chamber of Industry tries to adapt to global change within a holistic vision evidenced by the Congress, communication strategies, relations with the Ministries, our crucial stakeholders; a new approach towards drawing closer to our **base**; our approach towards education and emphasis on university-industry cooperation.

The Industry Congress is undoubtedly one of the most important platforms to apply our holistic vision. Long and devoted efforts have earned our Congress a new format in sync with the spirit of the new age, able to catch up with international trends and to broaden the future perspectives of our members.

Our next-generation interactive Congress is marked by the concepts of "creating together" and "cooperation". Our Congress held in Haliç Congress Center on October 8, 2015 hosted numerous chambers of industry and commerce across Anatolia, becoming a platform on its own.

We are delighted to announce that our Congress drew as many as more than 2200 participants this year, well beyond our expectations. However, we would have been equally pleased to host a larger number of our Members of Assembly and Members of Sectoral Committees in our Congress.

Our Chamber is aware that the concept of "cooperation" is of critical import for our country. It is within this perspective that we develop senior-level and effective cooperation with our stakeholders for education, an area we lay strong emphasis on.

We took an important step to serve this end. We work towards reinforcing vocational and technical schools in Istanbul by covering their educational, social and economic needs. The school-industry cooperation model for Istanbul will help maximize the level of qualified workforce our industries require. We signed a protocol for a project with the Minister of National Education and Minister of Social Security on October 9, 2015. We believe that the project will yield the desired results. Our Istanbul Chamber of Industry Foundation also works on creating a strong impact in our educational activities thanks to its renewed vision.

Our reviewed vision for university-industry cooperation earns industrialists very efficient and valuable benefits. The strategic cooperation between our Chamber and Istanbul Technical University in 2015 brings together entrepreneurs, companies, investors and professionals in a wide ecosystem called **ITU SEED Entrepreneurship Ecosystem**. Our chamber is one of the main stakeholders.

The Big Bang 2015 Award Ceremony to be held on November 14, 2015 is a fruit of the strategic partnership between our Chamber and ITU SEED.

As I have just mentioned, we place strong emphasis on our relations between each of our members. In addition to our general meetings, we have recently started to organize regional meetings to lend an ear to the problems of our members and create more effective solutions. The main objectives for our regional meetings include bringing together public agencies and regional industries to solve the major problems and fulfill the needs of regions. These efforts will in turn result in a synergy to resolve the issues more efficiently.

So far, we carried out regional meetings in Silivri, Arnavutköy and Tuzla districts, with planned meetings in Küçükçekmece, Beylikdüzü, Esenyurt and Ümraniye currently underway. We have been happy to observe the keen interest of regional industrialists to our meetings, a clear evidence of a well-timed decision for this new work system. We expect our members of the Assembly to bring forward your propositions to resolve the issues of your region.

In light of our vision for change, we adjusted our communication infrastructure to the needs of the day. We also redesigned our Sanayi Periodical, the oldest economy periodical of Turkey, to serve this purpose. We improved its print quality and offered free delivery to our members. Sanayi Periodical is now available on mobile phones and tablets as well. You can now download the application of our periodical on your mobile phones or tablets. We also took steps towards developing the impact of our Chamber on social media as well.

Last but not least, I would like to share with you another issue.

This year, Turkey will take over the term presidency of G20 which accounts for 85% of world economy and 80% of world trade. For about a year, subgroups of G20 have carried out various events in Turkey.

I was an active participant in these events as Member of the Executive Committee of B20, business forum of G20. Similarly, I will be present in the G20 Leaders Summit to be held in Antalya between November 14 and 15, 2015.

As I conclude my speech, I would like to greet you all with love and respect on behalf of the board of directors and on my behalf.