

Very Important Companies (v.i.c)



ENTERPRISE SECTOR SURVEY

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**VERY IMPORTANT
COMPANIES**

V.I.C. - DEFENITION



Very Important Companies are companies that receive a few surveys every year and therefore deserve special treatment and a different approach in data collection

V.I.C PROCESS– WHY?



The need for the development of this working system arise because a lot of companies complained about:

- highly burden of respond
- non organized working process conducting by the organization (I.c.b.s)
- non proportional use of the statistic ordinance
- refused to collaborate with the I.c.b.s request

The reasons for those complains



- Significant increase at the number of the surveys.
- Significant increase at the complexity of the surveys
- non organized working process conducted by the organization:
 1. Different questionnaire were delivered to the companies at different time of the year.
 2. Different interviewers contact the same responder and that caused him confusion.
 3. The responder got to many calls for miss understanding at the returning questionnaire.

EXAMPLE



External reasons



external reasons that not connected to the I.c.b.s and caused addition difficulties for collaboration:

- The opening of the Israeli market to the global village Increased the competition for the Israelis companies.
- General and long economic rescans in Israel and in the world that enforce the companies to reduce cost.
- Lack of motivation to collaborate with the government needs due to lack of support from the government.

GOALS OF THE V.I.C APPROCH



1. To conduct an organized working process
2. To improve the working process with those companies
3. To reduced the burden of responded
4. To increase the collaboration with those companies.
5. To achieve better result for the surveys.
6. To preserve the reputation of the I.c.b.s.

V.I.C APPROCH



V.I.C. approach include:

- appointing a coordinator that will be responsible for all the connection with the company:
 1. Conduct a meeting with the responder in the company - **pro active approach**
 2. informed the responder about all the surveys that his company participate at the same year – **transparency**
 3. to determine time schedule that be correct for both sides.

V.I.C APPROCH



4. looking for similarities between the surveys that the company participating at in order to reduce the Burden of responded. ➡
5. To check the participating importance of the company in each of the surveys. ➡
6. To be in routinely contact with the company in order to supervise the process, to solve problems and to ensure the proceeding of the work.
7. to strength the connection and the trust between the parties.

Criteria/reasons for being included at the V.I.C. group



1. **Big companies** – while the size defined by the number of employees and by the extent of revenues.
2. **Number of surveys** –participating in more than three surveys.
3. **Strong objection for collaborating** - companies that not answering conditions 1 and 2 but conducting difficulties at the working process.

Summary



The different approach and attitude towards the V.I.C is highly significant for the organization.

This new working system is one of the solutions for the hard problem of the burden of responded which the organization recently faced.



Thanks for
listening!!!



Data about employees

General data about the company

Data about revenues, export, import etc'...



SAMPLE LAYERS



	1-4	5-9	10-19	20-29	30-39	40-49	50-74	75-100	100+
Metal	19	32	58	7	89	112	15	17	56
WOODS	57	18	95	45	15	44	32	11	58
PLASTIC	69	89	15	88	97	7	66	63	4
ELECTRICITY	57	18	95	45	15	44	32	11	58
FOOD	17	72	58	99	44	2	7	56	69
PHARMCY	25	14	57	81	55	12	5	17	9
CHEMICALS	57	18	95	45	15	44	32	11	58
TEXTILE	19	32	58	7	89	112	15	17	56
MECHINE	25	16	13	59	51	74	23	11	85
DIMONDS	17	72	58	99	44	2	7	56	69
PAPERS	69	89	15	88	97	7	66	63	4

