



# Join ECA as a Commercial Associate!

Are you a manufacture, supplier or service provider in the electrotechnical industry?

Become a Commercial Associate and get priority access to thousands of industry buyers and influencers, along with other significant benefits...



# Your gateway to the electrotechnical industry...

ECA is the UK's leading trade association for businesses that carry out electrical and electrotechnical design, installation, inspection, testing, maintenance and monitoring. Founded in 1901, ECA works with its Members and partners to help shape the future of our industry and beyond.

ECA has over 2,500 Member businesses, with a combined turnover of over £4 billion\*, ranging from SMEs to large, nationwide contracting businesses.

Commercial Associates have priority – and in some cases exclusive – access to decision-makers and influencers in Member companies, and many other businesses across the industry that actively engage with ECA and **ECAtoday**.



Since

**1901**



**2,500**  
Members

**£4 billion**\*  
Member turnover

\*Turnover from electrotechnical work

ECA can be a highly effective route to new customers, and to building lasting business relationships with ECA's Members and wider customer base.

Here are just a few examples of what's available:

- Editorial and content opportunities
- Regional and event opportunities
- Sponsorship and advertising opportunities
- Access to industry leading guidance & insight
- Exclusive discounts & offers
- Promotion of your Commercial Associate status



# Opportunities and benefits

Commercial Associates (CAs) have first option on sponsorship and partnering opportunities for ECA and FSA events, publications and industry initiatives.

## Get priority access and discounts on\*:

### ECA and FSA Events:

- ECA National event sponsorship/exhibiting
- ECA Regional event sponsorship/exhibiting
- ECA Cross-regional event sponsorship/exhibiting
- Prestige awards and initiatives sponsorship (e.g. ECA /FSA Industry Awards)

### Surveys:

- ECA Industry survey sponsorship

### ECAtoday:

- **ECAtoday** digital advertising/sponsorship
- **ECAtoday** e-newsletter advertising/sponsorship

**ECAtoday** is ECA's industry website and newsletter which reach thousands of key decision-makers in ECA Member businesses and beyond.

\*FSA is the Fire & Security Association, a specialist group of ECA

\*Terms of CA Service delivery apply. These are freely available to view via: [www.eca.co.uk/ca](http://www.eca.co.uk/ca)

## Promote your Commercial Associate status

- Use of the 'ECA Commercial Associate' logo
- Recognition and company listing on the ECA website
- Announcement of your Commercial Associate status across ECA's social media channels
- Tag ECA and **ECAtoday** on social media to alert the ECA team to your ongoing activities
- Potential to partner with ECA for industry reports, surveys and representation

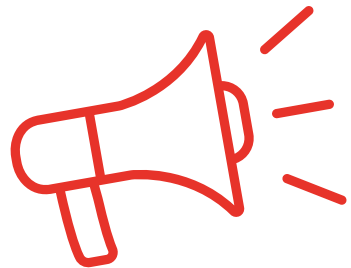


## Promote your products and services\*

- **Free** and exclusive annual product/service email listing to ECA Members
- **Free** annual product/service listing on **ECAtoday** digital
- **Discounted** advertising rates for **ECAtoday** digital and **ECAtoday** e-newsletter
- **Discounted** rates on sponsorship of / exhibiting at ECA regional, cross-regional and national events



**ECA**today



# Priority access to free opportunities\*

## Regional engagement and events

- Opportunities to present at ECA regional networking, CPD, and other events

## Editorial, content and photo opportunities

- At least one item of editorial content per year on **ECAtoday**
- Share your industry photos for potential use with **ECAtoday**

## Access to ECA's expert teams

- Free access and engagement with ECA's professional experts – covering technical, health and safety, and CSR

\* Terms of CA Service apply

## ECA Learning Library

Opportunity to contribute to ECA's developing 'Learning Library' - a live training and awareness resource for the ECA Team and Member companies.

## Exclusive opportunities

- Sponsorship of ECA webinars and digital presentations

**NEW**

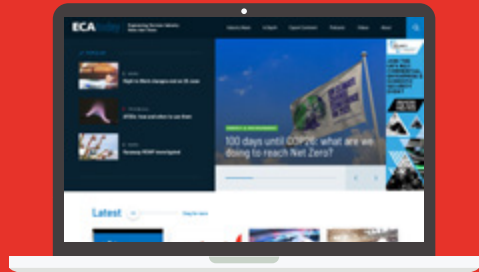
## Exclusive discounts and offers

- Access to discounted **BSI Online Standards** - 80+ key industry Standards available
- Access to a range of employee health and wellbeing products from leading industry provider **ECIS**



# Get news, updates and insight

- **Receive** ECA's dedicated Commercial Associate newsletter
- **Free access** to selected ECA Member only website content, including technical information and guidance
- **Free access** to ECA industry news and updates
- **Free access** to ECA industry surveys and reports





## Get closer to your customers with ECA!

As an ECA Commercial Associate, your business will be able to actively engage with ECA and reach thousands of potential customers through our highly regarded publications, other outputs and extensive national and regional events and initiatives.

### Showcase your business

Use your ECA Commercial Associate logo to promote your businesses close relationship with ECA and that you support ECA's activities to improve the business environment for our industry and its customers.

### Showcase your offering

Promote your products and services to ECA Members.

### Keep up to date

Access a host of expert ECA and other industry knowledge, updates and insight to keep you and your business at the forefront of the electrical and wider engineering services industry.



# What does it cost to become a Commercial Associate?

The annual fee to become an ECA Commercial Associate - and take advantage of the extensive opportunities and benefits outlined in this brochure - is based on the annual turnover of your business\*.

Up to

**£5m = £670**  
turnover per year

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**£5m-£12m = £1,340**  
turnover per year

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Over

**£12m = £2,680**  
turnover per year

\* As of 2024 - CA fees are subject to annual review and to CA Terms of CA Service. See [www.eca.co.uk/ca](http://www.eca.co.uk/ca) for the latest annual fees.

## Working together in support of our industry – the Commercial Associate Code

ECA expects all Commercial Associate businesses to meet the requirements of the Commercial Associate Code. (available to view at: [www.eca.co.uk/ca](http://www.eca.co.uk/ca)).

The Code includes your support for ECA's mission, which is to “lead the industry and Member businesses to growth and prosperity”. It also requires Commercial Associates to ensure that products and services conform to relevant industry standards, notably in the areas of safety, quality and the environment.

## ECA – Excellence in electrotechnical and engineering services

ECA and the FSA represent commercial and technical excellence across the UK electrotechnical and engineering services industry (**SELECT** represents the electrotechnical services sector in Scotland).

Depending on your organisation, you have a choice of routes to actively engage with ECA and its Members. Visit [www.eca.co.uk/join](http://www.eca.co.uk/join) for more information.





[www.eca.co.uk/ca](http://www.eca.co.uk/ca)

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