



Business Matchmaking and Tradeshow – July 18



The East Tennessee Purchasing Association will host its Annual Business Matchmaking & Tradeshow Event on July 18, 2013. This year's event returns to Knoxville after taking the event to Johnson City in beautiful Upper East Tennessee last year. We are very excited to share what we believe to be is an even bigger and better event this year. We believe that this is an exceptional opportunity to maximize your firm's advertising dollars through having over 30 procurement representatives from various local, state and federal governmental agencies under one roof at one time.

The purpose of the event is simply to match small/mid-sized businesses with governmental agencies that have contract opportunities for products/services and to create relationships to build future business opportunities.

This event brings together numerous small/mid sized businesses who meet in pre-scheduled face-to-face appointments with approximately 30 procurement officials from the public sector. Thus far, the confirmed participating procurement officials represent such organizations as the **State of Tennessee, City of Knoxville, City of Chattanooga, City of Johnson City, The University of Tennessee, Knox County, Oak Ridge National Laboratory, Roane County, B&W Y-12, Anderson County, Sullivan County, Metropolitan Knoxville Airport Authority, Knoxville's Community Development Corporation, Knoxville Utility Board, the Public Building Authority of Knox County and Knoxville, Tennessee** and more.

There are three possible ways to participate in this event: You may register for Business Matchmaking either 1) As an attendee for no fee to meet with Matchmakers or 2) As a Tradeshow Vendor for a fee of \$200 or \$400 to meet with Matchmakers, have lunch with the Matchmakers and set up a booth to display your goods and services. You may also register for a "Meet-N-Greet" Breakfast for \$25.

Business Matchmaking Attendee Registration

Have appointments to meet with
Matchmakers for no cost

Business Matchmaking Tradeshow Vendor (\$200 or \$400) Registration

Have appointments to meet with
Matchmakers, have lunch with the
Matchmakers & set up booth in
Tradeshow

Meet-N-Greet Breakfast Registration \$25

Limited to first 40 registrants –
exclusive mixer over breakfast with
the Matchmakers

Key points about the event:

- The Business Matchmaking and Tradeshow takes place from 9 a.m. to 3:30 p.m. on July 18, 2013 at the Rothchild Conference and Catering Center located at 8807 Kingston Pike, where there is plenty of free parking.
- Register online now at www.etpanews.org. For questions, on the event or registration contact Ms. Penny Owens at powens@cityofknoxville.org
- Register early for a guaranteed spot with the deadline being on May 30, 2013.
- The Business Matchmaking program consists of 10-minute appointments between small/mid-sized businesses and matchmaking entities who **have pre-registered**.
- The number of appointments assigned will be limited based on demand. However, cancellations and no-shows happen so if you have registered, we will try to work you in for additional appointments as openings occur.
- Tradeshow participation cost is \$200 or \$400 per booth. The higher cost is for a premium booth location.
- For an additional fee of \$25 per person you may also participate in a "Meet-N-Greet" breakfast gathering in an informal setting prior to the start of the event with many top procurement representatives. Breakfast is from 8:15 a.m. – 8:45 a.m.

In summary, this event will provide a unique marketing/advertising opportunity to your company in that you will have the opportunity to interact with approximately 350 other small/mid-sized businesses as well as 30(+) procurement representatives who have many needs and blanket the East Tennessee region.

Don't miss this exciting opportunity – Register today!!

Sponsored by members of the East Tennessee Purchasing Association