



CORKMEET
2010

International Business Networking

Ask the Buyer @ CORKMEET 2010

WHEN → Wednesday, October 6th 2010 (2-5pm)

WHERE → Radisson Blu Hotel, Little Island, Cork



in association with

The response from CORKMEET 2009 delegates was extremely positive and one area that we were asked to explore further was the involvement of multinationals and larger companies. We are working hard on addressing this for CORKMEET 2010 and are delighted to announce a new initiative for this year's event.

About The Ask the Buyer event

The aim of the Ask the Buyer event is to facilitate introductions between large industry, Government & Educational Institutions with delegates from SME's with advantages on both sides.

How It Works?

Delegates will apply to the CORKMEET team for the opportunity to meet the buyers. You can then select 6 buyers you would like to meet and we will try and facilitate up to 3 business meetings for you. The event will be limited to 160 CORKMEET delegates so you are advised to register your interest as soon as possible.

The Event

The format will be as follows:

- Tables of 10, made up of 1 buyer, 1 facilitator and 8 SMEs
- 3 sessions during the course of the afternoon
- 45 minutes per session

Each session will run as follows:

- Introduction and overview from buyers of their requirements and supplier process
- 3 minute introduction from each supplier about their service/product and why they feel it is relevant to the buyer
- Brief Q&A and wrap up

Benefits for Delegates

- You have the opportunity to gain much valued personal introductions with up to 3 buyers from large industry, Government & Educational Institutions
- Ability to gain a clear understanding of the procurement requirements of these large organisations and ask questions about the processes and procedures involved
- Pitch your business case to the buyers
- Potential to make introductions to 160 other businesses who will attend the event

Next Steps

If you would like to participate in this event at CORKMEET 2010, please contact the CORKMEET team on 026 20520 or visit www.corkmeet.ie. This event is only open to businesses and individuals who have registered for CORKMEET 2010.

www.corkmeet.ie

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