



BUSINESS ACCELERATOR

Buyers2Suppliers in Industry

18th of June 2013
World Trade Plaza
Bucharest

B2B meetings in several industry fields: mechanical, automotive, building materials, energy, etc. and related fields: packaging for industry, IT, logistics, and office supplies.

B2B meetings schedule

The concept is unique in Romania and consists of a **B2B meetings schedule** established according to the participants' options. Each meeting lasts for **30 minutes** and each company has between **6 and 10 meetings**.

A lot of networking opportunities

During the coffee breaks or the lunch break you will be able to interact with representatives of the companies that you won't see during the meetings.

WHY IT'S IMPORTANT FOR A PROCUREMENT MANAGER TO PARTICIPATE?

- **Efficient** : During one day you could meet many suppliers
- **Fast** : You can accept or reject meeting proposals
- **Modern**: You choose on the online platform the suppliers you want to meet
- **Transparent**: Explain your suppliers' selection criteria
- **International Scale** : This event is organized jointly with all the foreign Commerce Chambers in Romania, an opportunity to meet foreign suppliers.



HOW DOES IT WORK?

- 1 You have to complete the order form
- 2 We will send you the confirmation of your registration
- 3 You can sign in on the online platform, with a username and a password
- 4 First of all, you complete your profile. Then, you can send meeting requests to the companies you are interested in
- 5 Final schedule validation: all the invitations that are sent or received will be accepted or refused



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2012

- **180 participants:** general managers, procurement and sales managers
- More than **150 companies** from different industries
- More than **1.000 prescheduled meetings**
- **100% of the participants** expressed their interest to attend the 2013 edition



Contact CCIFER

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2013

AN EDITION DEDICATED TO THE INDUSTRY, which brings together manufacturing companies and their potential suppliers in order to identify new markets and expand their business network.

- More than **3000 contacts** in industry and industrial connected areas
- **Business executives** from various departments: procurement, sales, development
- Companies invited from **France**
- **Direct contact** between the companies with a schedule prepared according to their options and their business interests
- **Individual validation** of the pre-scheduled meetings

«We have a procurement function which is very important and we constantly try to diversify our suppliers. This can be an opportunity of development for the companies that are present here today and that wanted to meet us»

Frédéric BELLON, Procurement Manager - GDF Suez Romania

«For Michelin Romania, Business Accelerator was a good opportunity to meet entrepreneurs specialized in various fields, opened to collaborations and involved in the business environment in Romania»

Mihaela MIHALACHE, Purchasing Manager - Michelin

«It was a choice that I made quickly: we are in Romania for 5 years and we have developed with only one client, so we want to work with other clients, to further develop.»

Franck VIOLA, SCI

Organizer



Partners

