

HOW DOES A BCI AEROSPACE / ABE MATCHMAKER WORK?

Vetting process:

You must discuss the event with a team member of ours, so we can determine whether it is a **good fit** for your firm.



Verdict:

We candidly turn you down to avoid disappointment if there's no good match, or allow you to **proceed to registration** when we see some potential.



Registration – Step 1:

If you're selling services, parts or capabilities, you must **select one of our packages, agree with our terms and email us a signed copy of the booking form.**



Registration – Step 2:

Fill out an online form and carefully provide **technical details about your company** (capabilities, services, products, applications, requirements,



Online profile:

We'll create an account as well as a detailed profile presenting your company. **You're ready to go!**



SCHEDULING YOUR ONE-ON-ONE MEETINGS

The online catalog will go **live two weeks prior** to the event and feature all the participants' profiles. You'll have **a full week to review and send out meetings requests** to relevant contacts.



A **customized meetings schedule** will be put together with your requests that were approved. BCI AEROSPACE / ABE does not commit to a specific number of meetings. However, we typically **pre-arrange 14 meetings on average per vetted company** over two days.



Vendors have a cubicle in which their meetings will be held. It comes with hard walls, a company sign, a table and chairs. You must decorate it with your graphics to increase your visibility and chances of attracting more contacts and securing additional meetings during the event.

Buyers (supply chain, engineers, procurement, technical folks) **hop from one cubicle to another** based on their itineraries.



The event will be closed to the public and **totally reserved for the vetted professionals** whose profiles were in the online catalog.