



Government Procurement Conference



Procurement Conference

Learn how to build government
relationships

Procurement Opportunities

Find out what opportunities
are available

Procurement Matchmaking

Meet with buyers and
increase your exposure



28th Annual Government Procurement Conference (GPC)

The Government Procurement Conference is a national conference fostering business partnerships between the Federal Government, its prime contractors, and small, minority, service-disabled veteran-owned, veteran-owned, HUBZone, and women-owned businesses. Now in its 28th year, the Government Procurement Conference has become the premier event for small businesses throughout the United States.

Participating firms will have the benefit of marketing their products/services to procurement representatives and small business specialists from government agencies. Companies may choose to set up an exhibit table to showcase their capabilities or simply come as an attendee.

FBCINC.COM/PROCUREMENT



SPONSORSHIP OPPORTUNITIES

SPONSORSHIP LEVELS: (Diamond, Platinum, Gold, and Silver sponsorship levels receive the following items):

- One Premium table space of your choice

Diamond Sponsor \$13,000 (Only two available- One (1) exclusive Prime Contractor & One (1) exclusive Small Business)

- Co-Sponsorship of Exhibit Listing/Conference Program (includes full page, 4 color ad with premium placement) - ad dimensions must be 8.5"(W) x 11"(H) with ¼" bleed
- Co-Sponsorship of the Exhibit Hall
- Sign for table identifying you as a Diamond Sponsor
- Conference Admission for 10 company representatives

Platinum Sponsor \$11,000

- Co-Sponsorship of Exhibit Listing/Conference Program (includes full page, 4 color ad) - ad dimensions must be 8.5"(W) x 11"(H) with ¼" bleed
- Sign for table identifying you as a Platinum Sponsor
- Conference admission for 8 company representatives

Gold Sponsor \$8,500

- Recognition in Exhibit Listing/Conference Program (includes half page, 4 color ad) – ad dimensions must be 8.5" (W) and 5.5" (H) with ¼" bleed
- Co-Sponsorship of Seminar Room
- Sign for table identifying you as a Gold Sponsor
- Conference admission for 6 company representatives

Silver Sponsor \$6,500

- Recognition in Exhibit Listing/Conference Program (includes quarter page, 4 color ad) – ad dimensions must be 4.25" (W) and 5.5" (H) with ¼" bleed
- Sign for table identifying you as a Silver Sponsor
- Conference admission for 4 company representatives

Bronze Co-Sponsor – Conference Bag \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Company logo on bag
- Recognition on Signage during the course of the appropriate break/appropriate time period
- Acknowledgment in the Exhibit Listing/Conf. Program (logo) & during the course of the Conf. Proceedings
- Conference admission for 2 attendees

Bronze Co-Sponsor – Conference Lanyard \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Company logo on lanyard
- Recognition on Signage during the course of the appropriate break/appropriate time period
- Acknowledgment in the Exhibit Listing/Conf. Program (logo) & during the course of the Conf. Proceedings
- Conference admission for 2 company representatives

SPONSORSHIP OPPORTUNITIES

Bronze Co-Sponsor – Digital Advertising Sponsor \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Advertisement on Digital Signage during the course of the conference
- Acknowledgment in the Exhibit Listing/Conf. Program(logo) & during the course of the Conf. Proceedings
- Conference admission for 2 company representatives

Bronze Co-Sponsor – Conference Program \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Recognition on Signage during the course of the appropriate break/appropriate time period
- Acknowledgment in the Exhibit Listing/Conf. Program(logo) & during the course of the Conf. Proceedings
- Conference admission for 2 company representatives

Bronze Co-Sponsor – Seminar Room \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Recognition on Signage in one of the Seminar Rooms
- Acknowledgment in the Exhibit Listing/Conf. Program(logo) & during the course of the Conf. Proceedings
- Conference admission for 2 company representatives

Bronze Co-Sponsor – Registration \$5,000

- One sponsorship table space of your choice (other than premium table spaces)
- Recognition on Signage in the Registration Area
- Acknowledgment in the Exhibit Listing/Conf. Program(logo) & during the course of the Conf. Proceedings
- Conference admission for 2 company representatives

Exhibit List Ad Full page - \$1,500 (does not include table space)

- Full page full-color in conference program
- Ad dimensions must be 8.5"(W) x 11"(H) with ¼" bleed

Exhibit List Ad Full page - \$1,500 (does not include table space)

- Half page full-color in conference program
- Ad dimensions must be 8.5"(W) x 5.5"(H) with ¼" bleed

Exhibit List Ad ¼ page - \$750 (does not include table space)

- Quarter page full-color in conference program
- Ad dimensions must be 4.25"(W) x 5.5"(H) with ¼" bleed

To inquire about sponsorships, contact you account manager or call the Federal Business Council at (800) 878-2940.



Procurement Opportunities

Exhibitors from Federal, State and local governments, and Federal Government large business prime contractors are looking for small, minority, 8(a), SDB, HUBZone Empowerment Contracting Program participants, service-disabled veteran-owned, veteran-owned, and women-owned businesses who provide the goods and services listed below.

Federal agencies post information on contract opportunities over \$25,000 on the Internet through FedBizOpps at <http://www.fedbizopps.gov>. Visit the FedBizOpps website to register for electronic notification of contract opportunities.

Subcontracting opportunities with large business prime contractors can be found at <http://web.sba.gov/subnet/>.

Additionally, exhibitors may bring procurement opportunities with them for distribution at the conference.





Procurement Matchmaking

Procurement Matchmaking will be offered as a value-added opportunity to meet with buyers in special, pre-scheduled one-on-one meetings with participating buyers during the conference. This portion of the event is limited in availability and is offered to small business participants registered for the overall conference on a first-come, first-served basis. Procurement Matchmaking "matches" small company "sellers" with participating "buyers" represented by government agencies and large business Prime Contractors. These buyers and sellers will convene for a series of one-on-one meetings that will occur throughout the event in a special matchmaking meeting room.

How Does Matchmaking Work? How Do I Participate?

- Register for the Conference—In order to participate in Procurement Matchmaking, each person must first register for the conference by completing the Attendee or Exhibitor Registration Form ([Click here to register](#)) and electing to participate in Procurement Matchmaking. Registration for the Procurement Matchmaking program will be offered on a first-come, first-served basis to the first 500 companies (up to 2 participants per company) that register for the overall conference and select participation in Procurement Matchmaking. Last year's conference had hundreds of companies waitlisted for matchmaking so don't delay in registering early.
- Receive Procurement Matchmaking Confirmation Email—Upon completion and verification of your registration in the Government Procurement Conference and Procurement Matchmaking, you will receive an email confirming your position in the Procurement Matchmaking event within 5 business days, beginning twelve weeks before the event. If the event is "sold out" you will be placed on a wait list. Please add gpconference@businessmatchmaking.com to be accepted by your email inbox to ensure you receive updates for matchmaking.
- Complete the Registration for Procurement Matchmaking—Your confirmation email will invite you to login to the Matchmaking registration page and complete your company profile in anticipation of being matched with buyers for a custom schedule. This registration process will entail providing special keywords and descriptions that will be used to match your company with participating procurement representatives for a customized matchmaking meeting schedule.
- Set your Custom Face-to-Face Schedule of Matchmaking Meetings—Approximately two weeks before the event, the Matchmaking Team will send you an email inviting you to return to the system to begin the matchmaking scheduling process. During this process you will be presented with a schedule for the day and the selection of procurement representatives that match with your organization, based on the keywords and descriptions you provided at the time of registration. With this information, you will be able to build a schedule of appointments with your matches.



REGISTER TODAY

—
COME BE PART OF IT

VISIT

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