



Business Matchmaking at Women's Business Enterprise Council (WBEC)-West's 13th Annual Strategic Procurement Opportunity Conference

July 28, 2016

July 28, 2016 - PRESSADVANTAGE -

This year's 13th Annual WBEC-West Strategic Procurement Opportunity Conference and Awards Gala promises some tremendous targeted WBE networking and business matchmaking opportunities.

The conference catering to certified WBEs will be held in Las Vegas at the M Resort from Wednesday, September 07, 2016 to Friday, September 09, 2016 and features the theme, The future is built on relationships.

"This year our focus is all about making business connections today that might potentially lead to fruitful procurement opportunities in the future," stated Dr. Pamela Williamson, President of WBEC-West.

One of the best ways to connect WBEs to procurement opportunities is to match them with buyers (both Corporate and Federal) who are looking to mitigate risk with trusted suppliers they can rely on. This year's

conference provides various business matchmaking opportunities to build these connections.

Here are the business matchmaking programs at the 13th Annual WBEC-West Conference:

Roundtable Business Connections ? (Thursday, September 8, 2016)

Round Table Business Connections provides the opportunity for certified WBEs to connect with corporations and other WBEs in a round table group discussion. There will be a corporate/prime host of the table, who will connect with each WBE as well as provide an opportunity for WBEs to ask questions and interact.

The purpose of having this style of networking on the front end of the 13th Annual Strategic Procurement Conference is for WBEs to get to know each other and begin a conversation and/or relationship that can be developed over the next two days of the conference.

WBE2WBE Strategic Business Connections - (Thursday, September 8, 2016)

The WBE2WBE Strategic Business Connections will allow a select group of 40-50 WBEs to sit as buyers with all other certified WBEs who are attending the conference. If participants completed their registration for the Matchmaker Madness, they will automatically be included to be considered for one-on-one meetings with women CEOs who are the purchasing decision makers for their companies.

Throughout the conference, from registering on the event website to the Awards Dinner, participants will constantly be reminded of the importance of connecting and doing business with other certified WBEs.

Matchmaker Madness ? (Friday, September 9, 2016)

Matchmaker Madness is designed to help connect certified WBENC WBE and certified NMSDC MBE companies with corporations. The system matches corporations with WBEs based on current and/or upcoming procurement opportunities. These meetings offer the opportunity for WBEs to make an introduction to the corporations and begin developing a relationship. The meetings are 10 minutes for each pre-scheduled corporate Matchmaker.

Next Level Matchmaking ? Buyer Connection ? (Friday, September 9, 2016)

WBEC-West has partnered with MGM Resorts new construction group and has invited contract managers/buyers to meet one-on-one with our certified WBEs for a high valued 15 minute capabilities presentation. Next Level Matchmaking is industry specific, so do not encourage individuals not providing construction services to register.

For more information about the conference please visit: <http://wbecwestconference.com/>.

About Women's Business Enterprise Council West (WBEC-West)

WBEC-West, a regional partner of the Women's Business Enterprise National Council (WBENC), implements the certification standards of WBENC all across the west including, Arizona, Colorado, Southern California, Utah, Wyoming, Nevada, Hawaii and Guam. WBENC certification is recognized all over America and honored by 10,000+ major corporations. They also support corporations in their efforts to include WBENC Certified WBE's in their supplier diversity programs.

Learn more about WBENC certification and get certified today to start doing business with large corporations.

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WBEC-WEST

To create a network of informed, prepared, and engaged Women Business Enterprises and corporations through certification, education, and targeted networking events.

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