


PROCON *and* EXPORT

PROCUREMENT OPPORTUNITIES

initiatives



Thursday, SEPTEMBER 22, 2011
7:30 a.m. – 4:00 p.m.
Disneyland Paradise Pier Hotel
1717 S. Disneyland Drive, Anaheim, CA 92802

EVENT HIGHLIGHTS:

Procurement

Business opportunities for small business enterprises through Business Matchmaking

Business Seminars

Listen and get connected to industry expert speakers on business development in the US and Asian global markets

Exhibits

Link corporate supplier and diversity managers with potential vendors

Export Initiative

Demystify the process and opportunities to exporting your products in a global economy

PARTICIPANT PRICING:

FREE entry for all ABAOC members

Non-members \$10
At the door \$20

Vendors/Exhibitors
\$100 per table

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WHO SHOULD ATTEND

EXHIBITORS

If your company is engaged in US and Asian business opportunities from a local, global, public or private growth initiatives, this is the prime event for your organization.

ATTENDEES

Buyers, Vendors, Suppliers, Certified MBE/WBE/DVBES, Commercial, Government, Trade Brokers, Business Owners all seeking opportunities in US and Asian Global Markets

SEMINARS:

DOMESTIC

Are you looking to foster business partnerships between the Federal Government, Prime Contractors, and small, minority, veteran-owned, HUBZone, and women-owned businesses?

Our objective is to share knowledge and best practices in advancing your public/private procurement needs through networking with our high-level procurement practitioners and experts in the field.

BUSINESS MATCHMAKING

Our Business Matchmaking Workshop graduates will have the opportunity to meet with several Buyers from large corporations and Government Procurement Officers, to jump-start their contracting process.

EXPORTING

Are you planning on taking your business global?

96 percent of the world's consumers live outside of the United States. Can you afford to ignore other markets?

In this track you will learn how to:

- Research your export markets
- Identify the right channel of distribution for your products
- Price your products and calculate shipping for export
- Understand Legal Aspects of International trade
- Promote your products or services - international sales and promotions
- Get paid and financing international markets

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