Who are we?
The International Business Network

As one of the largest buying groups in Europe, the BME is the perfect partner for building a worldwide network between purchasers, suppliers, institutions and politicians. We perform a bridging function to synchronize the procurement interests between German companies and international markets.

In order to support the procurement interests of our members, we maintain close contact with political institutions locally and abroad. We are steadily expanding our worldwide network and in many areas, we actively support our members in planned sourcing measures.

Contact bme-international@bme.de
What we offer
Added value & efficiency

- **Support in sourcing markets**
  - Sourcing Guides: Publications on sourcing, market & provider information
  - Delegation trips with pre-qualified B2B Meetings: “Sourcing-Days” or seminars incl. know-how transfer & supplier search

- **Qualified expert network**
  - CPO expert councils (CEE, Mexico, Southern Europe) know-how exchange, sourcing & process information

- **Policy & Representation**
  - Access to Policy makers eg. The German Ministry of Economic Affairs & the European Commission
  - Participation in Official Minister Delegations and political conferences

- **Qualified partner network**
  - Supplier Network in EU & non EU-states via partnerships with the German chamber network, foreign chambers, agencies, Industry associations and other institutions

- **International congresses & events**
  - International Sourcing / Supply conferences (Eastern Europe & EU + China)
  - Know How platform China: China CPO Round Table 2020

Contact bme-international@bme.de
Event formats for members
Individual events can be found on the ‘Save the Dates’ slides

<table>
<thead>
<tr>
<th><strong>Sourcing Days</strong></th>
<th><strong>Delegation Trips</strong></th>
<th><strong>Forums &amp; Conferences</strong></th>
<th><strong>Other BME Events</strong></th>
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<td><strong>Key Facts:</strong></td>
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<td>generally 1-2 day</td>
<td>generally 1 day</td>
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<td>min. 10 buyers</td>
<td>max. 10 buyers</td>
<td>Varies between 15-40</td>
<td>Subject specific</td>
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<td>buyers</td>
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<td>Seminar with</td>
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Contact bme-international@bme.de
# Price Breakdown

**Buyer, Supplier & Consultants**

<table>
<thead>
<tr>
<th></th>
<th>Buyers</th>
<th>Suppliers</th>
<th>Service providers &amp; Consultants</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Price</strong></td>
<td>€295</td>
<td>€395</td>
<td>€995</td>
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<tr>
<td><strong>Supplier list</strong></td>
<td>€695*</td>
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<tr>
<td><strong>Membership required</strong></td>
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<tr>
<td><strong>Cost per company at event</strong></td>
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<tr>
<td><strong>Scheduled B2B meetings</strong></td>
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<td><strong>Meet &amp; Greet Table</strong></td>
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<td><strong>Market knowledge exchange</strong></td>
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<tr>
<td><strong>Presentations, Dialogs &amp; Panel discussions</strong></td>
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<td><strong>Additional Participant</strong></td>
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<td>+ €545</td>
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*Meet suppliers from one specific country  ** Meet suppliers from multiple countries*
The B2B Process

How does it work?

1. Voice your interest
2. Supplier search
3. Supplier Overview
4. Register €695 (List included)
5. Supplier Evaluation
7. Purchase supplier list €295

Send us an Email at bme-international@bme.de
Fill out the RFI profile template (Free of charge)

The RFI template you provide is then used to search for suppliers that meet your needs.
You will receive the supplier list overview excluding contact details.
Select suppliers you would like to meet.
Receive your personalized B2B meeting schedule.

Contact bme-international@bme.de
Sourcing Activities to Look Forward
Your B2B-Matchmaking Platform in Europe

Meet Italy's Best (10 Mar.)*
Sourcing Day Pilsen (29 Apr.)*
Sourcing Seminar Serbia* (13 May)
Western Balkan Purchasing Initiative (16 June)
Sourcing Seminar Macedonia* (23 Sept.)
CEE Procurement & Supply Forum (27 Oct.)

Maghreb Purchasing initiative (24 Nov.)
Sourcing Seminar Russia*
Meet Ireland’s Best*
Meet Portugal’s Best*
Sourcing Days Italy*

*Exclusive for members of the BME
Western Balkan Purchasing Initiative
450 Participants | 700 B2B-Matchmaking Meetings

Commodity Focus: Metal, Plastics & Electronics

145 Qualified suppliers | 7 Countries

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Need more information?
Don’t hesitate to contact us

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