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**
- **Qualified expert network**
- **Policy & Representation**
- **Qualified partner network**
- **International congresses & events**

- **Sourcing Guides**: Publications on sourcing, market & provider information
- **Delegation trips** with pre-qualified B2B Meetings: “Sourcing-Days” or seminars incl. know-how exchange, sourcing & process information
- **CPO expert councils** (CEE, Mexico, Southern Europe) know-how exchange, sourcing & process information
- **Access to Policy makers** eg. The German Ministry of Economic Affairs & the European Commission
- **Participation in Official Minister Delegations** and political conferences
- **Supplier Network in EU & non EU-states** via partnerships with the German chamber network, foreign chambers, agencies, Industry associations and other institutions
- **International Sourcing / Supply conferences** (Eastern Europe & EU + China)
- **Know How platform China**: China CPO Round Table 2020

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# 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>Sourcing Seminars</strong></th>
<th><strong>Forums &amp; Conferences</strong></th>
<th><strong>Other BME Events</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Key Facts:</strong></td>
<td><strong>Key Facts:</strong></td>
<td><strong>Key Facts:</strong></td>
<td><strong>Key Facts:</strong></td>
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<tr>
<td>- generally 1 day</td>
<td>- generally 1-2 day</td>
<td>- generally 1 day</td>
<td>- generally 1-2 days</td>
</tr>
<tr>
<td>- min. 10 buyers</td>
<td>- max. 10 buyers</td>
<td>- Varies between 15-40</td>
<td>- Subject specific</td>
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<tr>
<td>- not industry specific</td>
<td>- industry specific</td>
<td>buyers</td>
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<td><strong>Includes:</strong></td>
<td><strong>Includes:</strong></td>
<td><strong>Includes:</strong></td>
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<tr>
<td>- B2B meetings (pre-scheduled)</td>
<td>- B2B meetings (pre-scheduled)</td>
<td>- B2B meetings (pre-</td>
<td>- Presentations</td>
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<td>scheduled)</td>
<td>- Panel discussions</td>
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<td></td>
<td></td>
<td>- Extended supplier list</td>
<td>- Workshops</td>
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<tr>
<td></td>
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<td>- Seminar with</td>
<td>- Networking</td>
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<tr>
<td></td>
<td></td>
<td>presentations</td>
<td>- Exhibitors</td>
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<td><strong>Excludes:</strong></td>
<td><strong>Alternative:</strong></td>
<td><strong>Excludes:</strong></td>
</tr>
<tr>
<td>- Presentations</td>
<td>- Panel discussions</td>
<td>- Meet &amp; greet</td>
<td>- B2B meetings (pre-</td>
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<td>scheduled)</td>
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<td></td>
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<td></td>
<td>- Extended supplier list</td>
</tr>
</tbody>
</table>

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>Supplier list</td>
<td>€295</td>
<td>€395</td>
<td>€995</td>
</tr>
<tr>
<td>Sourcing Days</td>
<td>€695*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sourcing Seminars</td>
<td>€695*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conferences &amp; forums Basic</td>
<td>€840</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conferences &amp; forums Premium</td>
<td>€1040**</td>
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</tbody>
</table>

**Meet suppliers from one specific country**

**Meet suppliers from multiple countries**

- Cost per company, not per person
- Must be selected by buyer

*Additional Participant*:

- Additional Participant with + €545
- Additional Participant with + €545
- Additional Participant with +395

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The B2B Process
How does it work?

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

2. **Supplier search**
   - The RFI template you provide is then used to search for suppliers that meet your needs

3. **Supplier Overview**
   - You will receive the supplier list overview excluding contact details.

4. **Purchase supplier list €295**

5. **Register €695 (List Included)**

6. **Supplier Evaluation**
   - Select suppliers you would like to meet.

7. **B2B Schedule**
   - Receive your personalized B2B meeting schedule

Contact bme-international@bme.de
<table>
<thead>
<tr>
<th>Event Description</th>
<th>Date/Details</th>
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</thead>
<tbody>
<tr>
<td>Meet Italy’s Best</td>
<td>10 Mar.</td>
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<tr>
<td>Sourcing Seminar Serbia</td>
<td>18 June*</td>
</tr>
<tr>
<td>Sourcing Day Pilsen</td>
<td>25 June*</td>
</tr>
<tr>
<td>Western Balkan Purchasing Initiative</td>
<td>8 Sept.</td>
</tr>
<tr>
<td>Sourcing Seminar Macedonia</td>
<td>23 Sept.*</td>
</tr>
<tr>
<td>Meet Portugal’s Best</td>
<td>Week 40/41*</td>
</tr>
<tr>
<td>CEE Procurement &amp; Supply Forum</td>
<td>27 Oct.</td>
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<tr>
<td>Sourcing Day Zaragoza</td>
<td>4 Nov.*</td>
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<tr>
<td>Maghreb Purchasing Initiative</td>
<td>24 Nov.</td>
</tr>
<tr>
<td>Sourcing Seminar Russia</td>
<td>*</td>
</tr>
<tr>
<td>Sourcing Days Italy</td>
<td>*</td>
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</tbody>
</table>

*Exclusive for members of the BME
6th Western Balkan Purchasing Initiative
16 June 2020, Mannheim | Free of Charge

Commodity Focus: metal, plastics & electronics

450 participants | 700 B2B-matchmaking meetings
50 buyers | 145 suppliers | 7 countries

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7th CEE Procurement & Supply Forum
27 October 2020, Prague | Refer to price list

Commodity Focus: metal, plastics & electronics

200 participants | 600 B2B-matchmaking meetings
30 buyers | 120 suppliers | 15 countries

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1st Maghreb Purchasing Initiative
24 November 2020, Dortmund | Free of charge

Commodity Focus: metal, mechanical engineering, electronics, plastic, chemicals, wood, packaging materials, glass, technical textiles, IT, design and logistic solutions

B2B matchmaking with suppliers from Tunisia, Algeria & Morocco

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Sourcing Day’s
Meet the best suppliers from one country

Sourcing day Pilsen | 29 April 2020
- Since 2018
- Up to 16 German Buyers
- 200+ Czech suppliers to choose from
- 350+ B2B Meetings
- Commodity focus: metal, plastic & rubber, electronics, tool and mould making, industrial automation

Meet Italy’s Best | 10 March 2020
- Since 2018
- One-on-one procurement analysis
- Detailed and individualized supplier search
- Customized supplier list
- Commodity focus: metal, plastic & rubber, electronics, wood (commodities outside the spectrum can be integrated)

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Sourcing Seminars
Deep dive into a new market

Serbia, Macedonia | Refer to Schedule
- Smaller groups between 3-4 selected buyers
- Funded by third party organizations
- Costs are generally covered
- Buyers are required to give company presentations
- Individual B2B meetings & option of company visits

Contact bme-international@bme.de
Olaf Holzgrefe
Head International & Affairs
Phone: +49 (0)6196 5828 – 343 | Email: olaf.holzgrefe@bme.de

Lisa Immensack
International Project Manager (Morocco & B2B)
Phone: +49 (0)6196 5828 – 345 | Email: lisa.immensack@bme.de

Anke Koch
International Project Manager (B2B Matchmaking)
Phone: +49 (0)6196 5828 – 161 | Email: anke.koch@bme.de

Marlene Grauer
International Project Manager (Public Procurement)
Phone: +49 (0)6196 5828 – 129 | Email: marlene.grauer@bme.de

Giselle Canahuati
International Team Assistant
Phone: +49 (0)6196 5828 – 186 | Email: giselle.canahuati@bme.de

Contact bme-international@bme.de