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

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## Event formats for members

Individual events can be found on the ‘Save the Dates’ slides

### Sourcing Days
- **Key Facts:**
  - generally 1 day
  - min. 10 buyers
  - not industry specific
- **Includes:**
  - B2B meetings (pre-scheduled)
  - Extended supplier list
  - Generally an evening event (optional)
- **Excludes:**
  - Presentations
  - Panel discussions

### Sourcing Seminars
- **Key Facts:**
  - generally 1-2 day
  - max. 10 buyers
  - industry specific
- **Includes:**
  - B2B meetings (pre-scheduled)
  - Extended supplier list
  - Seminar with presentations
- **Excludes:**
  - Panel discussions

### Forums & Conferences
- **Key Facts:**
  - generally 1 day
  - Varies between 15 - 40 buyers
  - not industry specific
- **Includes:**
  - B2B meetings (pre-scheduled) Extended supplier list
  - Presentations
  - Panel discussions
  - Generally an evening event (optional)
- **Alternative:**
  - Meet & greet

### Other BME Events
- **Key Facts:**
  - generally 1-2 days
  - Subject specific
- **Includes:**
  - Presentations
  - Panel discussions
  - Workshops
  - Networking
  - Exhibitors
- **Excludes:**
  - B2B meetings (pre-scheduled)
  - Extended supplier list

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# 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></td>
<td>Supplier list</td>
<td>Sourcing Days</td>
<td>Sourcing Seminars</td>
</tr>
<tr>
<td>Price</td>
<td>€295</td>
<td>€695*</td>
<td>€695*</td>
</tr>
<tr>
<td>Supplier list</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Membership required</td>
<td></td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Scheduled B2B meetings</td>
<td></td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Meet &amp; Greet Table</td>
<td></td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Market knowledge exchange</td>
<td></td>
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<tr>
<td>Presentations, Dialogs &amp; Panel discussions</td>
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<td>✔</td>
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<tr>
<td>Additional Participant</td>
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</tbody>
</table>

* Meet suppliers from one specific country cost per company, not per person
** Meet suppliers from multiple countries

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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

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Sourcing activities to look forward to
Your B2B-Matchmaking Platform in Europe

Meet Italy’s Best (10 Mar.)*
Sourcing Day Pilsen (29 Apr.)*
Sourcing Seminar Serbia (14 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
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

Contact bme-international@bme.de
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

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Need more information?
Don’t hesitate to contact us

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