

Procurement Matchmaking

Procurement Matchmaking is value-added opportunity to meet with BUYERS in special, pre-scheduled one-on-one meetings during the conference. This portion of the event is limited in availability and is offered to small business participants registered for the overall conference on a first-come, first-served basis. Procurement Matchmaking "matches" small company "SELLERS" with participating "BUYERS", represented by government agencies, large / Small Commercial business and Prime Contractors. These BUYERS and SELLERS will convene for a series of one-on-one meetings that will occur throughout the event in a special matchmaking meeting room.

How Does Matchmaking Work? How Do I Participate?

BUYERS:

1. Identify your NAICs and Keywords —

Buyers can add as many NAICs codes as they want they are not restricted to only one.

NOTE: If you are looking for specific contractors... limit your search...and if no matches we can adjust in a few weeks. If you are ok with a variety...then go for it.

2. Complete the Registration and Profile for Procurement Matchmaking as a BUYER—

<https://aiccnm.mybusinessmatches.com/>

This Match Making software process will use NAICs codes, special keywords and descriptions to match your company with participating Sellers for a customized matchmaking meeting schedule.

3. Your Custom Face-to-Face Schedule of Matchmaking Meetings—approximately one week before the event, the Matchmaking Team will send you an email with a schedule of business representatives that match.

Note: You can access your profile at any time and see your schedule in advance. Understand that this schedule will change as new Sellers upload their profiles.

Frequently Asked Questions about Procurement Matchmaking

1. How do you match BUYERS and SELLERS?

Utilizing the North American Industry Code System (NAICS), small businesses are able to highlight their products and services. Also, by entering keywords into our system, you will be provided matching NAICS descriptions. The Matchmaking system then uses the codes associated with these descriptions as the basis of determining which BUYER organizations match. It is up to each registered small business to enter their keywords and codes to get appointment schedule(s) before attending the event.

2. How Long Are the Matchmaking Appointments?

Appointments are in 15-minute increments with a five-minute break between each appointment.

3. How many appointments will I receive?

The total number of appointments will be based on how well you match up to the product and service needs of the SELLER(s). Keep in mind: the more complete your BUYER profile, the higher the likelihood of getting good matches.

4. What if I don't match with participating SELLERS?

To help ensure meaningful appointments, small businesses will not be scheduled with BUYERS who don't match the BUYER products or services. Many of the BUYERS' schedules will fill up early in the scheduling process. Our Matchmaking Team will do everything possible to assist you with securing appointments.

5. Can I register my profile onsite?

Due to the preparation that will go into the individual attendance and participation in the Procurement Matchmaking program, onsite registrations are discouraged. Changes to schedules due to “unforeseen circumstances”, BUYER or SELLER no shows, etc., will be accommodated immediately and reschedules will be offered if possible. An important note to BUYERS- SELLERS who fail to show after 3 minutes for a scheduled appointment with BUYERS will be rescheduled or miss out on their appointment. Buyers have the option to substitute a “standby” or pass on that appointment time.

6. Who are the BUYERS that were invited to attend?

Indian Health Services/ Los Alamos Labs/MBDA/Navajo Housing Authority/NMPNM/Sandia National Labs/US Army Corp of Engineers/University of New Mexico Procurement/ NNSA/ US Bureau of Indian Affairs/ US National Park and Forrest Service/Bernalillo County Procurement/ US Bureau of Reclamation/US Department of Agriculture/ Kirtland Air Force Base/ AFRL/ Flintco Construction/ Raytheon/ Arizona Public Service/ Tsay Corporation/ NM Community Capital/ HB Construction

7. Will small businesses be awarded contracts during Procurement Matchmaking?

Procurement Matchmaking provides unique opportunities for small businesses to meet with BUYERS who are motivated to TEAM, Award contracts or Sub-contract to smaller firms. While the program doesn't guarantee contracts, it does create opportunities for small businesses to hold personal, one-on-one meetings with potential clients that would have taken weeks or months—if ever—to research and schedule on their own.