

# #BCTECHSummit

**May 14 - 16, 2018**  
**Vancouver Convention Centre**

Delivered By:



## B2B MEETINGS FAQs

### **Q. What are the B2B Meetings at the #BCTECH Summit?**

**A.** The business-to-business (B2B) Meetings at the #BCTECH Summit offer an opportunity for technology buyers, innovation scouts and government procurement specialists to meet with innovative B.C.-based technology solution providers (SMEs). Facilitated meetings ensure that tech buyers are matched with B.C. technology companies who have solutions to their needs, expediting the process of technology adoption.

### **Q. Who can participate at the B2B Meetings?**

**A.** The B2B Meetings involve two groups:

- (1) Tech buyers, government procurement specialists and innovation scouts seeking innovative solutions to solve their business needs/challenges/pains. Companies and organizations in all sectors (for profit, non-profit, agencies, etc.) are invited to participate.
- (2) B.C. companies with a technology solution.

Successful B2B Meeting participants must be registered for the #BCTECH Summit. Interested applicants can purchase their tickets here: [www.bctechsummit.ca/register](http://www.bctechsummit.ca/register).

### **Q. What are the benefits of participating in the B2B Meetings?**

#### **A. Benefits for B.C. tech companies:**

- Expand your customer base, explore channel partnership opportunities, access global markets and meet influencers who can help accelerate the growth of your business.
- Access government procurement specialists with substantial buying power.
- Open to small and medium sized B.C. tech companies at any stage of growth.

#### **Benefits for tech buyers, innovation scouts and government procurement specialists:**

- Meet with innovative B.C. tech SMEs whose offerings address your identified business needs/challenges/pains.
- Meet the founders and developers who are driving our dynamic tech community, leading innovative companies and creating solutions that are being deployed in global markets.
- Make smart investments.

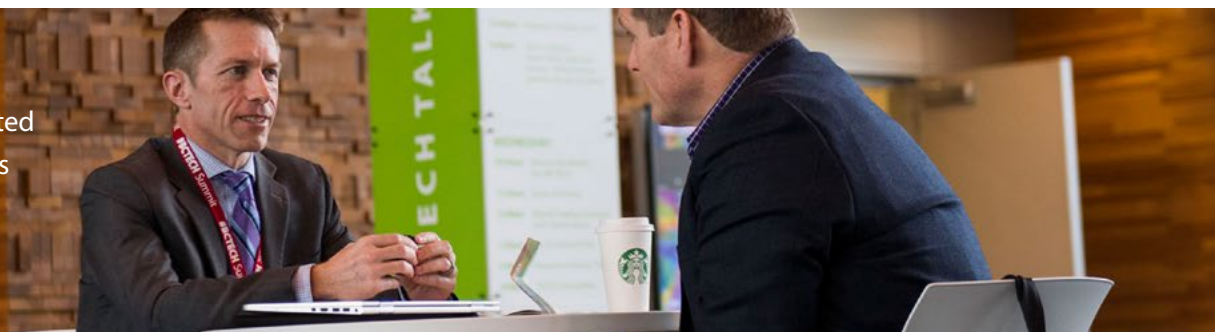
### **Q. When will the B2B Meetings be held?**

**A.** The B2B Meetings occur over the two days of the #BCTECH Summit, May 15 and 16, 2018, at the Vancouver Convention Centre.

### **Q. When is the application deadline?**

**A.** The application deadline for both tech buyers and SMEs is April 1, 2018.

2017 #BCTECH Summit:  
**250** B2B Meetings connected  
**109** SMEs and **39** buyers



**Q. How long are the meetings?**

**A.** The meetings are scheduled for 20 minutes, with a 10-minute buffer for participants to transition between meetings.

**Q. How do I sign up?**

**A.** Applications are now being accepted for both sides of the B2B Meetings. The deadline to apply is April 1, 2018.

- **Apply** as a Tech buyer, Government procurement specialist or innovation scout
- **Apply** as a B.C. tech SME

**Q. How will I know if I am accepted?**

**A.** Once your application is submitted, the #BCTECH Summit will review and approve your application. In late March, the #BCTECH Summit will open up opportunities for tech buyers to make specific requests for meetings with B.C. SMEs. In addition, the #BCTECH Summit will match SMEs to buyers. Matches are not guaranteed.

Matches will be made after the April 1, 2018 application deadline. Successful applicants will be notified in late April/early May on their matches, and will be provided with the schedule of meetings for May 15 and 16 at the #BCTECH Summit.

**Q. Can I go back to my application to edit my profile?**

**A.** Yes. When you submitted your application, you registered a username and password. This allows you to go into your profile and update as needed. It is important to have your profile updated by the application deadline of April 1, 2018 to ensure the #BCTECH Summit has all the information needed to match appropriately.

**Q. What happens if there are no matches?**

**A.** Matches are made based on the tech buyers' needs and the solutions submitted by B.C. SMEs. Every effort is made to create matches that can provide business opportunities for both sides at the B2B Meetings. Should your organization not be matched, your application will be kept on file until the #BCTECH Summit in case an opportunity arises. Additionally, the BC Innovation Council will make an effort to facilitate connections between companies after the #BCTECH Summit.

**Q. I've been matched, but what if the times scheduled don't work for me?**

**A.** The #BCTECH Summit makes every effort to schedule based on your availability. It is important to update your company profile, including your company representatives and their availability, before April 1, 2018 in order for the #BCTECH Summit to schedule accordingly.

**Q. How do I prepare for my meetings?**

**A. For B.C. SMEs:** You were matched based on the need of the tech buyer. Tech buyers indicated their specific business needs and challenges, which are outlined in their profiles. It is important for you to review these needs and prepare for a 20-minute discussion on how your solution will solve their problems.

**For tech buyers:** You were matched based on the solution you require for your business need, challenge or pain. The 20-minute discussion at the B2B Meetings will provide an opportunity for you to learn more about the tech solutions provided by the B.C. SMEs and examine how they can solve your needs.

**Q. Who can I contact if I have more questions about the B2B Meetings or my application?**

**A.** Please send an email to [b2b@bctechsummit.ca](mailto:b2b@bctechsummit.ca) and a member of the #BCTECH Summit will respond to your inquiries.

For more information about **B2B Meetings** or to learn more about the #BCTECH Summit, visit [bctechsummit.ca](http://bctechsummit.ca). Thank you for your interest in the B2B Meetings.

We look forward to receiving your application.



[bctechsummit.ca](http://bctechsummit.ca)

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