

Hosted Buyer Programme

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What is the Hosted Buyer Programme?

The Hosted Buyer Programme offers a structured, highly effective way for buyers to meet with new and existing suppliers.

Our team will organise a bespoke programme of hand-picked supplier meetings, relevant seminars and networking events to help fulfil your immediate to longer term project needs.

This focused approach will allow you to get the most out of your time at BEST/ The Infrastructure Show, and achieve maximum return from attending.

All of the Programme activities and meetings are **matched to your needs, organised on your behalf and completely free of charge** - all we ask for is that you give us a day of your time in return.

Qualifying criteria

Participants in the Hosted Buyer Programme must meet a set of qualification criteria, to ensure that that are genuinely interested in taking part, and looking to satisfy a real business need.

The Programme is aimed at senior personnel with an influence over procurement decisions or specifications. Participating Buyers are expected to provide the following attributes:

- Potential for future relationships with the exhibitors
- Live projects or a significant project pipeline
- Genuine interest to learn about new products, solutions and technologies
- A willingness to consider new products for future schemes
- Decision making authority



What you will receive:

As a Hosted Buyer you will have access to many benefits:

- Facilitated 'one-to-one' meetings with technical experts from selected exhibitors (matched to your needs)
- Free access and priority seating in all conferences and seminars
- Travel allowance - contribution towards your costs of up to £50
- VIP parking places
- VIP entry to the BEST show - access all areas
- Managed booking facility and secure online diary service
- Access to exclusive Hosted Buyer lounge, with complimentary refreshments
- Dedicated, free business centre - including online access, photocopier, scanner, fax
- Special offers and assistance with booking travel and accommodation
- Secure, free cloakroom facilities

Appointment setting system

The Buyer will select at least one day between 18-20 October 2010 in which to participate in the programme.

Buyers will need to complete a profile template with their professional information and details on specific projects and markets they working in, as well as new technologies or products they are looking for.

Once the participation date is confirmed, the dedicated Hosted Buyer Programme website will be updated with the buyer's profile.

Exhibitors to The BEST Show and The Infrastructure Show will have the opportunity to request meetings with individual buyers, which can be accepted or tentatively accepted by the Buyers depending on interest levels*.

As a Buyer you will also have the chance to request one-to-one meetings with participating exhibitors of your choice.

The Hosted Buyer Programme team will then manage requests/ invitations and meetings on your behalf.

The primary aim of the programme is for exhibitors to access relevant buyers, and match suppliers wants with the Buyer's preferences.

Each appointment will be scheduled to last around 30 minutes and appointments will appear in the individual online diary of both the Buyer and the exhibitor.

*Emap will charge an arrangement fee to the exhibitor for this service.



What you will need to do

Buyers in the Programme will be expected to meet with six exhibitors on the day that they agree to participate. These meetings will be scheduled and booked in advance and will be operated around a strict timetable.

Sufficient time will be built in throughout the day for Buyers to visit the main exhibition and attend seminars.

In the event that a Hosted Buyer Programme participant cannot attend for the full day, or can only attend for part of the day, a reserve person will be required to attend in their place. This reserve person must also meet the above qualifying criteria.



For more information on the Programme, please contact:

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