



The Association for
Supply Chain Management,
Procurement and Logistics



Overview

BME-International

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What we offer

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BME International | B2B Meeting Process Guideline:

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Forums & Seminars

BME | Events – Local (Germany):

Save the Dates 2019 – 1st half & 2nd half

Event Impressions Gallery

International Business Network

Global markets are a huge challenge for international purchasing organizations.

Selecting the **best options from a large number of potential markets** and a vast army of potential suppliers is risky, cost-intensive and consumes a lot of time. In order to support the procurement interests of our members, we maintain close contacts 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.

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.

BME International Introduction – What we offer:

**Value for
buyers &
sellers:**
B2B Services



**Creating a
living
network:**
International
events



**Visibility of
know how:**
Publications &
guides

Sourcing support
Connectivity
B2B-Network
A B2B-
Conferences
B Sourcing-Days
C B2B-Seminars

Members Only

Think tanks:
Expert-Councils

1. Germany
2. D-A-CH
3. Europe
4. Asia / China
5. Industries
6. Cluster

**Procurement
is a driver:**
Politics &
economy

Competence
Support
Knowledge

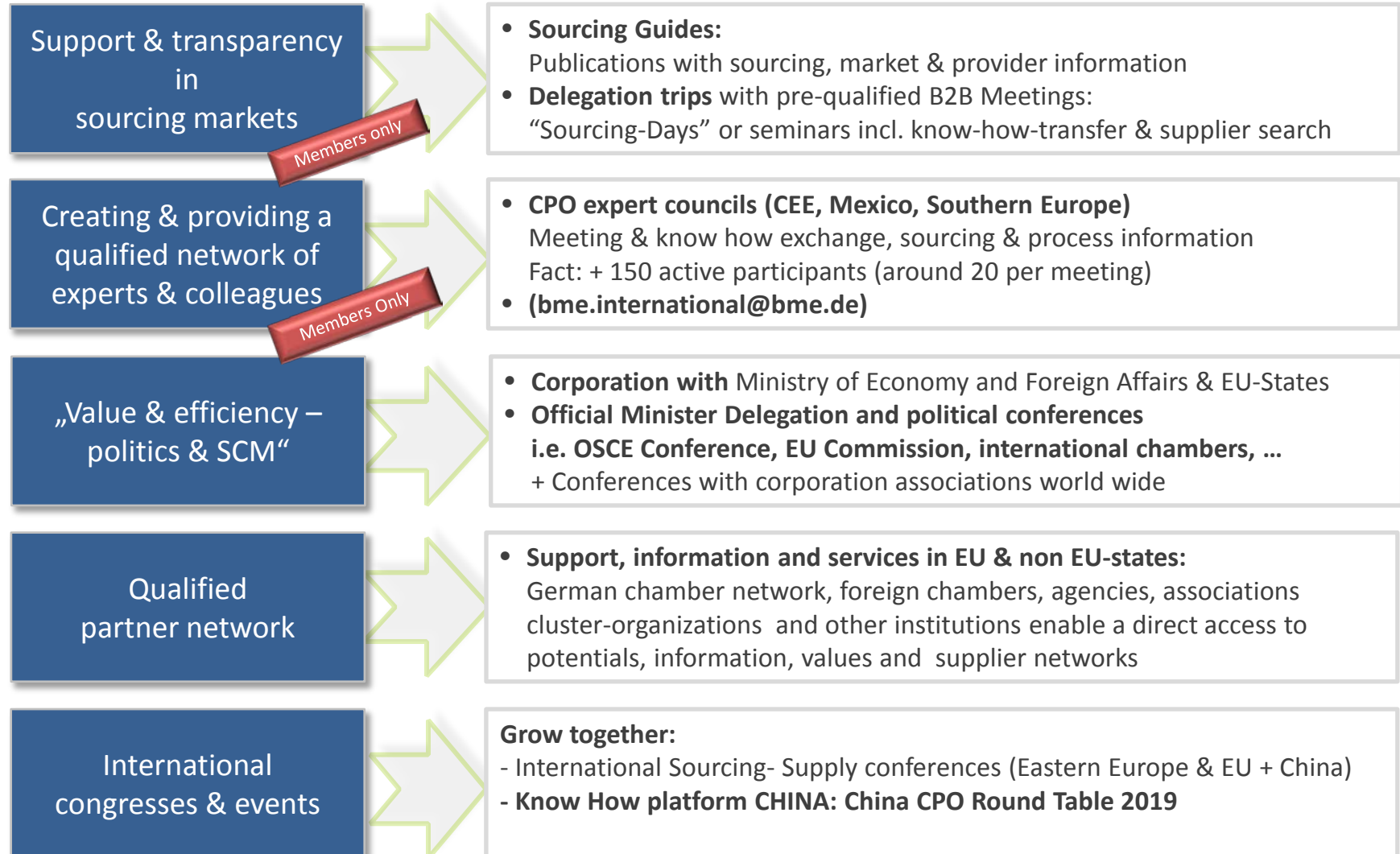
... Sourcing guides
... Young
professionals

Transparency
Network
Know how

- A Mexico
- B CEE & SEE
- C NAFTA

Creating
relevance
... for Industry 4.0
... in Institutions
... in Emerging
Markets
i.e. OSCE, EU,...

BME International Introduction – What we offer (Detailed)



2019 Upcoming Events International – Event Type Outline

Please see below the array of event types we offer:

You will find the individual events on the 'Save the Dates' slides, highlighted in the same colours as categorised bellow.

Sourcing Days	Delegation Trips	Forums & Conferences	Other BME Events
Price: €695 pp	Price: €695 pp	Price: €545 pp	Price: varies
Membership Requirement: Yes	Membership Requirement: Yes	Membership Requirement: No	Membership Requirement: varies
Key Facts: <ul style="list-style-type: none"> - generally 1 day - min. 10 buyers - not industry specific 	Key Facts: <ul style="list-style-type: none"> - generally 1-2 day - max. 10 buyers - industry specific 	Key Facts: <ul style="list-style-type: none"> - generally 1 day - Varies between 15 - 40 buyers - not industry specific 	Key Facts: <ul style="list-style-type: none"> - generally 1-2 days - Subject specific
Includes: <ul style="list-style-type: none"> - B2B meetings (pre-scheduled) - Extended supplier list - Generally an evening event (optional) 	Includes: <ul style="list-style-type: none"> - B2B meetings (pre-scheduled) - Extended supplier list - Seminar with presentations 	Includes: <ul style="list-style-type: none"> - B2B meetings (pre-scheduled) add. €495 per company - Extended supplier list - Presentations - Dialogs - Panel discussions - Generally an evening event (optional) 	Includes: <ul style="list-style-type: none"> - Presentations - Panel discussions - Workshops - Networking - Exhibitors
Excludes: <ul style="list-style-type: none"> - Presentations - Dialogs - Panel discussions 	Excludes: <ul style="list-style-type: none"> - Dialogs - Panel discussions 	Excludes:	Excludes: <ul style="list-style-type: none"> - B2B meetings (pre-scheduled) - Extended supplier list

2019 Upcoming Events International– **Save the dates** (B2B, market transparency & congresses)



Upcoming international B2B-Events & Conferences 2019



Meet Italy's Best:

B2B Matchmaking | **19 Mar. 2019; Milan, Italy**

Sourcing Day Pilsen:

B2B Matchmaking | **14 May 2019; Pilsen, Czech Republic**

6th Western Balkan Initiative : (This is a government funded event, which is free of charge. Everyone can voice their interest to participate, however only a selected number of applicants are chosen to participate)

B2B Matchmaking | **05 June 2019; Dortmund, Germany**

Sourcing Seminar Minsk:

B2B Matchmaking | **May; Minsk, Belarus**

Sourcing Day South Africa:

B2B Matchmaking | **Date TBC; Johannesburg, South Africa**

Sourcing Seminar Bosnia & Herzegovina:

B2B Matchmaking | **Date TBC; Sarajevo, Bosnia-Herzegovina**

Sourcing Seminar Russia:

B2B Matchmaking | **Date TBC; Moscow**

More information? Please contact: bme.international@bme.de

2019 Upcoming Events International– **Save the dates** (B2B, market transparency & congresses)



Upcoming international B2B-Events & Conferences 2019



Sourcing Day Italy:

B2B Matchmaking | **Sept; TBC, Italy**

6th CEE Procurement & Supply Forum:

B2B Matchmaking | **Oct 2019; TBC**

Sourcing Day Catalonia:

B2B Matchmaking | **TBC; Barcelona**

Sourcing Day Portugal:

B2B Matchmaking | **26 Nov. 2019; Lisbon**

Sourcing Seminar Kosovo:

B2B Matchmaking | **TBC**

Delegation Trip Macedonia

B2B Matchmaking | **TBC; Skopje, Macedonia**

General Information:

Members only

Participation at B2B-Events – low-risk, value orientated & step by step

- **Process:** Expression of interest (free of charge) – supplier search for your specific needs – after quick check, delivery of the qualified results (for small fee) – If you see potential: participation at the event incl. all services (add. fee)

More information?

Please contact: bme.international@bme.de



BUYERS:

1



• Purchase Supplier List ONLY:

- This includes: Short supplier profiles with contact details and geographical location of organisation in digital (Excel) format for free use within the company.

295 €

2



• Event participation (conferences & forums):

- Participation charged per person
- This includes: Entrance, access to workshops or lectures & catering
If provided: Evening reception & download of documents

545 €

A

• Additional services as part of the event:

- Calculated: per company/event
- Available only in combination with event participation
- Booking to be done 3 weeks prior to the event

B2B-Matchmaking: Table with scheduled B2B meetings according to your own pre-selected suppliers

495 €

Meet & Greet Table: Table labelled with company name in a meet and Greet area, no scheduled meetings, supplier to approach on their own accord

295 €

3



• Delegation trips, sourcing days and B2B seminars:

- Available only for BME members
- Market information / Supplier lists / Scheduled B2B meetings/ Display of reference parts possible

695 €

SUPPLIERS:

1



• B2B Matchmaking:

- This includes: Entrance, access to workshops or lectures, opportunity to approach buyers at meet and greet tables, catering
- Opportunity to present your company portfolio to your pre-selected buyers in B2B meetings

295 €

SERVICE PROVIDERS & CONSULTANTS:

1



• Event participation :

- This includes: Entrance, access to workshops or lectures, opportunity to approach buyers and suppliers, as well as catering

995 €

STEP 1

Voice your interest in the event by sending us your [RFI profile template](#) (Free of charge)

STEP 2

RFI template is now used to **search suppliers according to your demands**

STEP 3

We get back to you with a **number of supplier that responded to your profile**

STEP 4

[Register](#) for the event and get your individual supplier list inclusive (€695) or purchase the list only (€295)

STEP 5

Send us your **evaluation of the suppliers**

STEP 6

Receive a time schedule of your B2B meetings prior to the event

STEP 7

Participate in the B2B Meetings

BME International – B2B Matchmaking Process Guideline

FORUMS & CONFERENCES

STEP 1

Voice your interest in the event by sending us your [RFI profile template](#) (Free of charge)

STEP 2

RFI template is now used to **search suppliers according to your demands**

STEP 3

We get back to you with a **number of suppliers that responded to your profile**

STEP 4

[Register](#) for the event and get your individual supplier list inclusive (€545) or purchase the list only (€295)

STEP 5

Evaluate the suppliers, decide whether you would like to add pre-scheduled B2B meetings to your registration

STEP 6

Register for B2B Meetings (€495 per company, not per person)

STEP 7

Send us your **evaluation of the suppliers**

STEP 8

Receive a time schedule of your B2B meetings prior to the event

STEP 9

Participate in the B2B Meetings

2019/ 1st & 2nd half

BME GmbH | Events Local- Save the dates



BME Events & Conferences 2019



4th BME Global Pharma Supply Chain Congress

The only true Peer-for-Peer Event for Supply Chain Leaders in Pharma, MedTech & Global Healthcare | **12-14 February 2019, Frankfurt**

eSolution days 2019

Biggest platform & exhibition for eSourcing & eSolution problem solving | **12-13 March 2019, Düsseldorf**

Disrupting Procurement 2019

Get out of the box – Unlock the potential of digital Procurement | **2-3 April 2019, Berlin**

Silicon Valley Tour 2019

Top-class exchange on Industry and Purchasing 4.0. | **04-07 June 2019, San Francisco**

European Procurement Excellence (EPE) – CPO-Congress:

Only for top procurement executives | **25 June 2019, Dresden**

IT Sourcing 2018, IT meets procurement

Exchange of tactics & strategies for comprehensive solutions in management & IT outsourcing | **09-10 September 2019, Düsseldorf**

54th BME Symposium:

Europe's largest procurement event | **13-15 November 2019, Berlin**

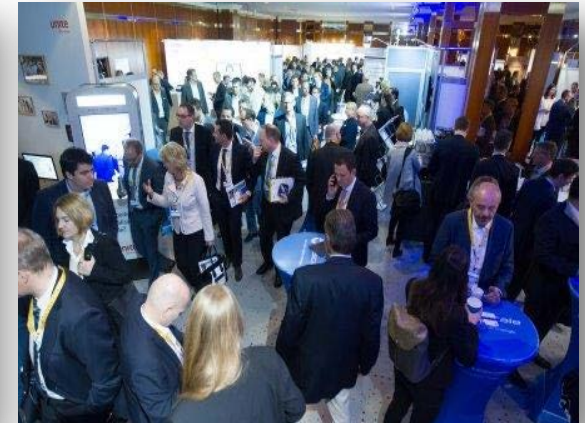
4th Lake Constance Supplier Dialogue 2019

Exchange with suppliers in the automotive & aerospace sector | **November 2019, Friedrichshafen (Lake Constance)**

More information?

Please contact: bme.international@bme.de

BME Events Local – Event Impressions Gallery



<https://www.bme.de/infocenter/bildergalerien/>

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