

Short Instruction for Suppliers PI Western Balkans – BME Matchmaking 9th Purchasing Initiative Western Balkans

Step 1 - Register

- Url: <https://www.bmematchmaking.com/register>
- Choose the option "I am a supplier".
- BME will approve your registration as soon as possible.

1. Please specify your business sector* Mandatory fields are marked with an asterisks (*).

I am a Buyer I am a Supplier

2. Company Details

Step 2 - Select Events

- Go to „Questionnaire“, mark here the event “9th Purchasing Initiative Western Balkans”.
- Note: If you are interested in further events, you can only select events in countries where your company has its headquarter or a registered subsidiary. BME will check and if possible approve your application for further events.
- There are no costs for this step.



How it works

- 1 Fill out and send the questionnaire to BME. Mark the events you are interested in. There are no costs for this step.
 - 2 BME and its partners will inform you as soon as you have access to the buyer profiles and can apply for the meetings.
- Note** You can only participate in events in countries where your company has its headquarter or a registered subsidiary. BME will check and if possible approve your application for further events.

1. Please select all events you are currently interested in

| | |
|---|---|
| <input type="checkbox"/> Mark all BME International B2B Events | <input type="checkbox"/> 2nd Sourcing Day Hungary 4 - 8 September 2023 |
| <input type="checkbox"/> 9th Sourcing Day Pilsen 20 - 21 June 2023 | <input checked="" type="checkbox"/> 9th Purchasing Initiative Western Balkans 11 - 12 October 2023 |
| <input type="checkbox"/> 10th Sourcing Days Italy 20 - 21 September 2023 | <input type="checkbox"/> 3rd Purchasing Initiative Maghreb 28 November 2023 |
| <input type="checkbox"/> 9th CEE Procurement & Supply Forum 15 November 2023 | |

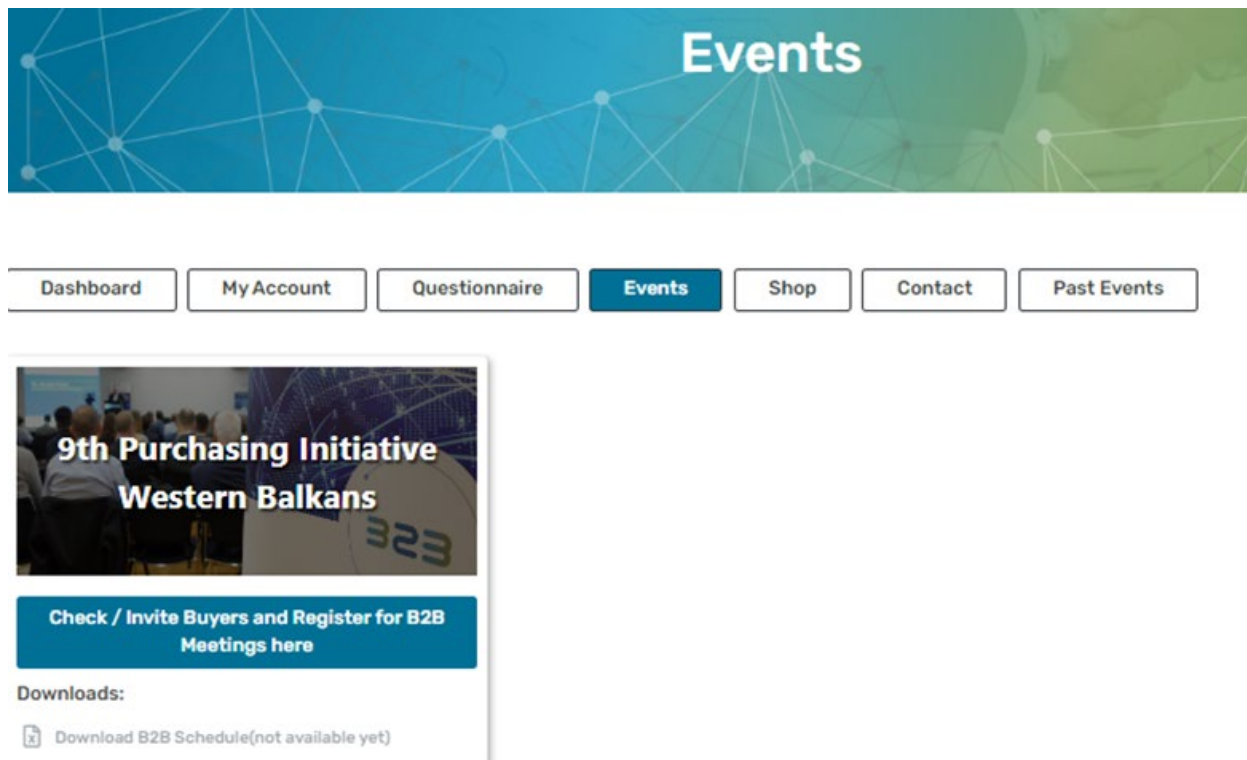
Step 3 - Questionnaire

- Fill out and send the questionnaire to BME. BME will check and approve it.
- You have now access to buyer profiles.

Note for participants of past event Sourcing Seminar Serbia: You can use your already filled out questionnaire. In case of interest in participating in this event log in, select the event "9th Purchasing Initiative Western Balkans", save it and send it to BME.

Step 4 - Evaluate buyer profiles and invite buyers

- Go to "Events", click on the button "Check / Invite Buyers".



- After clicking on the event, scroll down to the table with detailed supplier profiles.
- Evaluate supplier profiles that match your competences.
- To choose a supplier please see the table and in the column "Would you like to meet the supplier?" click on:
"Yes" – if you are very interested in meeting the buyer or
"Maybe" – if you want to meet the buying company only when there still some time left.
- After clicking **(only one time)** on "Yes", the button's color changes to **green**. After clicking on "Maybe," the button's color changes to **orange**.
- Please finish your evaluation until the **28th of July** at the latest.
- The buyers invite the suppliers too. BME and its partners will inform you about further procedure.

Buyer List

[Download all Buyer Profiles \(EXCEL\)](#)[Download Filtered Results \(EXCEL\)](#)Show entries

| Mark | Company Name | | CC | Main products | Turnover | Buyer registered | B2B Meeting | Like meeting | You like to meet buyer? | Sum Suppliers |
|--------------------------|--------------------------------------|--|---------|---------------|-----------------------|------------------|-------------|--------------|---|---------------|
| <input type="checkbox"/> | ALD Vacuum Technologies GmbH | | Open DE | Metal Working | 100 – 500 Million € | | | | <input type="button" value="Yes"/> <input type="button" value="Maybe"/> | 0 |
| <input type="checkbox"/> | Amazonen-Werke H. Dreyer SE & Co. KG | | Open DE | Metal Working | 500 – 1.000 Million € | | | | <input type="button" value="Yes"/> <input type="button" value="Maybe"/> | 0 |
| <input type="checkbox"/> | Aug.Winkhaus GmbH & Co.KG | | Open DE | Metal Working | 100 – 500 Million € | | | | <input type="button" value="Yes"/> <input type="button" value="Maybe"/> | 0 |

Step 6 - Register to B2B meetings

- After receiving an invitation to the event, go to “Shop” and **register** to B2B meetings **free of charge** (max 3 participants).



Booking B2B Meeting


How it works

Step 1 Register the participants of your company, with function and email. Maximum number of participants: 3

Step 2 After participants' registration you will be provided with a customized B2B matchmaking schedule. You will receive it around one week before the event.

9th Purchasing Initiative Western Balkans

Event Date: 11 - 12 October 2023 Partners: AHK Serbia + 7 AHKs in the Western Balkans Location: IHK Cologne

 **Book B2B Meeting/Register participants**

Participants

| | | | |
|--|--------------------------------------|--|------------------------------------|
| <input type="text" value="First and Last Name"/> | <input type="text" value="Company"/> | <input type="text" value="Job title"/> | <input type="text" value="Email"/> |
| <input type="text" value="First and Last Name"/> | <input type="text" value="Company"/> | <input type="text" value="Job title"/> | <input type="text" value="Email"/> |
| <input type="text" value="First and Last Name"/> | <input type="text" value="Company"/> | <input type="text" value="Job title"/> | <input type="text" value="Email"/> |

B2B Booking Costs: free of charge

Note:

- The AHK partners in the respective countries are available to answer any queries from suppliers: AHK Serbia + AHK Croatia + AHK Slovenia and the delegations in Bosnia-Herzegovina, North Macedonia, Kosovo, Albania & Montenegro

If you have any further questions, please do not hesitate to contact us. We are looking forward to your participation!