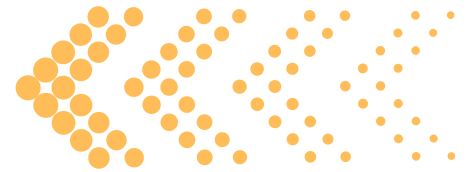


Join Us for the 2nd Annual Procurement Matchmaking Event

Connect, Collaborate, and Create Opportunities!



Are you ready to make meaningful connections for your business? Join us at the **DGS Procurement Forum** this November and be sure to take part in our **2nd Annual Procurement Matchmaking Event!**

Procurement Matchmaking returns this year in its own dedicated timeslot outside of the expo vendor fair to provide a valuable opportunity for small businesses to engage in pre-scheduled, one-on-one meetings with participating buyers looking for suppliers that provide a specific product or service. Matchmaking appointments are limited in availability and are offered to registered participants on a first-come, first-served basis. So, please register today!

Registration Timeline: May 15 - October 16, 2026

 **REGISTER NOW**





Matchmaking Guide

Why Should You Attend?



1. Customized Connections:

- Participants are matched based on specific needs and capabilities, ensuring relevant and meaningful interactions, increasing the likelihood of a partnership.

2. Streamlined Networking:

- Save time by meeting multiple potential partners in a structured environment, rather than attending numerous events.

3. Insightful Conversations:

- Suppliers can discuss their unique offerings and gain valuable feedback from Buyers about their specific needs and expectations.

4. Strategic Partnerships:

- Establish lasting relationships with key stakeholders that can lead to future collaborations and projects, enhancing the chances of securing contracts.

5. Market Insights:

- Gain insights into procurement processes and best practices, helping you better position your business.

6. Earn LMS Credit for Participating:

- Buyers will earn 1.5 LMS credit hours for successfully keeping their appointments throughout the Matchmaking Event.



Business Matchmaking + Supplier Connect: A Powerful Partnership

Feature	Matchmaking	Supplier Connect Expo
Structure	Highly structured with scheduled 1-on-1 meetings	Informal or semi-structured social interactions
Meeting Format	Pre-arranged appointments based on compatibility	Open mingling or casual conversations
Purpose	Focused on deals, partnerships, and procurement goals	Building connections, visibility, and general outreach
Matching Criteria	Yes - based on business needs, capabilities, or goals	No - attendees connect freely
Audience	Buyers, suppliers, procurement professionals	Broad range of professionals across sectors
Outcomes	Targeted leads, faster deal flow, strategic relationships	Broader networks, brand awareness, potential referrals

The environment will be conducive to sourcing, enabling attendees to share insights, establish relationships, and ultimately drive successful business outcomes. Don't miss the chance to maximize your networking potential in this unique setting!

Registration will be Key for a Successful Matchmaking Experience!

1. **Registration Process** (Register here: <https://forms.office.com/g/eTiJAHm8Sh>):
 - To ensure a successful matchmaking experience, small businesses must register in the matchmaking system and enter their NIGP codes or commodity codes. This step ensures that they are categorized correctly, making it easier to match them with relevant buyers.
2. **Buyers' Registration:**
 - Agencies and prime contractors must also register and input relevant NIGP codes for the products and services they are seeking. This includes specific needs for current projects, general procurement categories they typically search for, as well as NIGP codes for solicitations they often find challenging to fulfill.
3. **Matching Process:**
 - The NIGP codes provided by sellers and buyers will then be used to identify potential matches. Therefore, when a buyer expresses a need for a particular product or service, they will be matched with small businesses that offer what they are looking for based on the NIGP codes they share.
4. **Appointment Setting**
 - Once matches are made based on the NIGP codes and industry alignment, we will assign the appointment schedules for the one-on-one matchmaking event. Matchmaking appointment schedules will be sent via email prior to the event.
5. **Matchmaking Session**
 - To best prepare for the matchmaking session, prepare your Capabilities Statement, bring your business cards, and arrive on time for your scheduled appointments. Also, be prepared with any questions you would like to ask potential buyers.

The environment will be conducive to networking, enabling attendees to share insights, establish relationships, and ultimately drive successful business outcomes. Don't miss the chance to maximize your networking potential in this unique setting!

DGS is excited to offer both Matchmaking and the Supplier Connect Expo vendor fair at the 2026 Procurement Forum!



REGISTER NOW

DGS/DPS/VIP

Public Procurement Forum | forum.dgs.virginia.gov
Email | forum@dgs.virginia.gov