

Mid-Atlantic

2020 REVERSE TRADE SHOW

"WHERE BUSINESSES AND PURCHASERS COME TOGETHER"



**FRIDAY,
APRIL 3
2020**



**9:30 to 3
AM PM**



**Dover Downs
Hotel &
Conference Center**

1131 N. Dupont Hwy, Dover, DE 19901

Vendor Educational Sessions

Sessions include how to do business with New Castle County, State of Delaware, Maryland & Pennsylvania.

Buffet Lunch

Get to know the attending procurement specialists while enjoying a buffet lunch.

Face to Face Meetings

Visit with different agencies to learn how to maximize the procurement process, increase your networking opportunities and meet representatives from State, County, City & Municipal agencies.

SEATS ARE LIMITED ~ REGISTER TODAY!

TO REGISTER, PLEASE GO TO WWW.DPPA1.ORG



NEED MORE INFORMATION?
Please contact Clifton Crawford at 302-395-5262 or email clifton.crawford@newcastlede.gov



REGISTRATION DEADLINE: FRIDAY, MARCH 2, 2020

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FREQUENTLY ASKED QUESTIONS



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WHAT IS A REVERSE TRADE SHOW?

A reverse trade show is an event where buyers of different agencies exhibit at booths / tables and vendors are able to network with them. This event is a perfect opportunity for vendors to interact with many different agencies during one event. This event is perfect for small, new, minority, women, veteran and disabled persons owned businesses who want to learn how to do business with state and local agencies.

HOW MUCH TIME IS SPENT DURING THE ONE ON ONE MEETINGS?

Traditionally, each vendor will spend anywhere from 5-15 minutes with each agency. This is just enough time to find out what opportunities are available and to exchange contact information.

HOW MANY INDIVIDUALS CAN REGISTER?

There are a limited number of seats at this DPPA sponsored event. Most vendors register 2 people in order to have time to meet with all the agencies. The agency can register up to four.

WHAT IS INCLUDED IN MY REGISTRATION?

When you arrive you will receive your name badge(s), event booklet and educational seminars. You will be treated to a buffet lunch before your one-on-one meetings.

WHAT IS THE REFUND POLICY?

If you cancel prior to February 3, 2020 the refund amount will be 95% of the original cost. After February 3, 2020 the amount of refund will be 50% of the original cost.

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