

Mid-Atlantic

2020 REVERSE TRADE SHOW

"WHERE PURCHASERS AND BUSINESSES COME TOGETHER"



**FRIDAY
APRIL 3,
2020**



**9 - 3
AM PM**



**Dover Downs
Hotel &
Conference Center**

1131 N. Dupont Hwy, Dover, DE 19901



EDUCATIONAL SESSIONS
to sharpen your skills in
selecting and reviewing
potential Vendors

**Only
\$65.00**

**Registration Includes:
2 Hours of Education
Buffet Lunch ~ Free Agency Table!**



CONNECT with local
vendors and increase
your resources during
one on one meetings

EDUCATIONAL SESSIONS:

- *Legal Aspects of Purchasing & Handling
FOIA Requests
- * Using Cooperative Purchasing & Piggy
Backing on Agencies Contracts
~ Buffet Lunch ~
Face To Face Meetings with Vendors

EVENT SCHEDULE:

- 8:30 Registration/ Meet & Greet
- 9:00 Session I
- 10:15 Session II
- 11:30 Giveaways /Scholarship Award
- 12:00 Lunch
- 1:00 Reverse Trade Show

**SPACE IS LIMITED! ~ REGISTER TODAY!
GROUP DISCOUNTS AVAILABLE!**

TO REGISTER- GO TO WWW.DPPA1.ORG

NEED MORE INFORMATION?

Please contact Clifton Crawford at 302-395-5262 or email
clifton.crawford@newcastlde.gov.



REGISTRATION DEADLINE: FRIDAY, MARCH 2, 2020

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2020 REVERSE TRADE SHOW

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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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