

Ohio Business MATCHMAKER

Where government and business come together

Making the Most of the Ohio Business Matchmaker

March 27, 2024



Learning Objectives

Understand the
Ohio Business
Matchmaker

Determine if it is
Right for You

Registration
Process

How to Prepare



Department of
Development



Small Business
Development Centers





What is the Ohio Business MATCHMAKER ?

Where government and business come together



The Details: May 8-9 2024 - Dayton, Ohio



Who Should Attend?

Small
Businesses

Government
Buyers

Prime
Contractors

What Type of Small Businesses Should Attend?



Local Governments

Townships

Cities

Counties

Airports

Community Colleges

Transportation Authorities



State Government Agencies

State Agencies

State Universities

Boards and Commissions

National Guard



**Department of
Rehabilitation
& Correction**



**Department of
Transportation**



Federal Agencies

Great Mix of Federal Agencies

Defense Acquisitions

Professional Services

Facilities/Support

Administration/Support

Parts

Labs/Research

Construction



Prime Contractors

NORTHROP GRUMMAN

The logo for Northrop Grumman, featuring the company name in a blue, italicized, sans-serif font. A blue curved line starts below the text and extends to the left.

BATTELLE

The logo for Batelle, featuring the company name in a bold, blue, italicized, sans-serif font.

It can be done™





Event Format

Agenda

May 8th 2024

<u>Time</u>	<u>Activity</u>	<u>Location</u>
2:00pm-5:00pm	Registration and Buyer and Exhibitor Set Up	McLin Gym
12:00pm-2:00pm	Roundtable Discussion with Small Business Contractors	Berry Rooms
2:15pm-4:00pm	Roundtable Discussion with Contracting Professionals	Berry Rooms
4:15pm-6:00pm	Business Networking Reception	McLin Gym



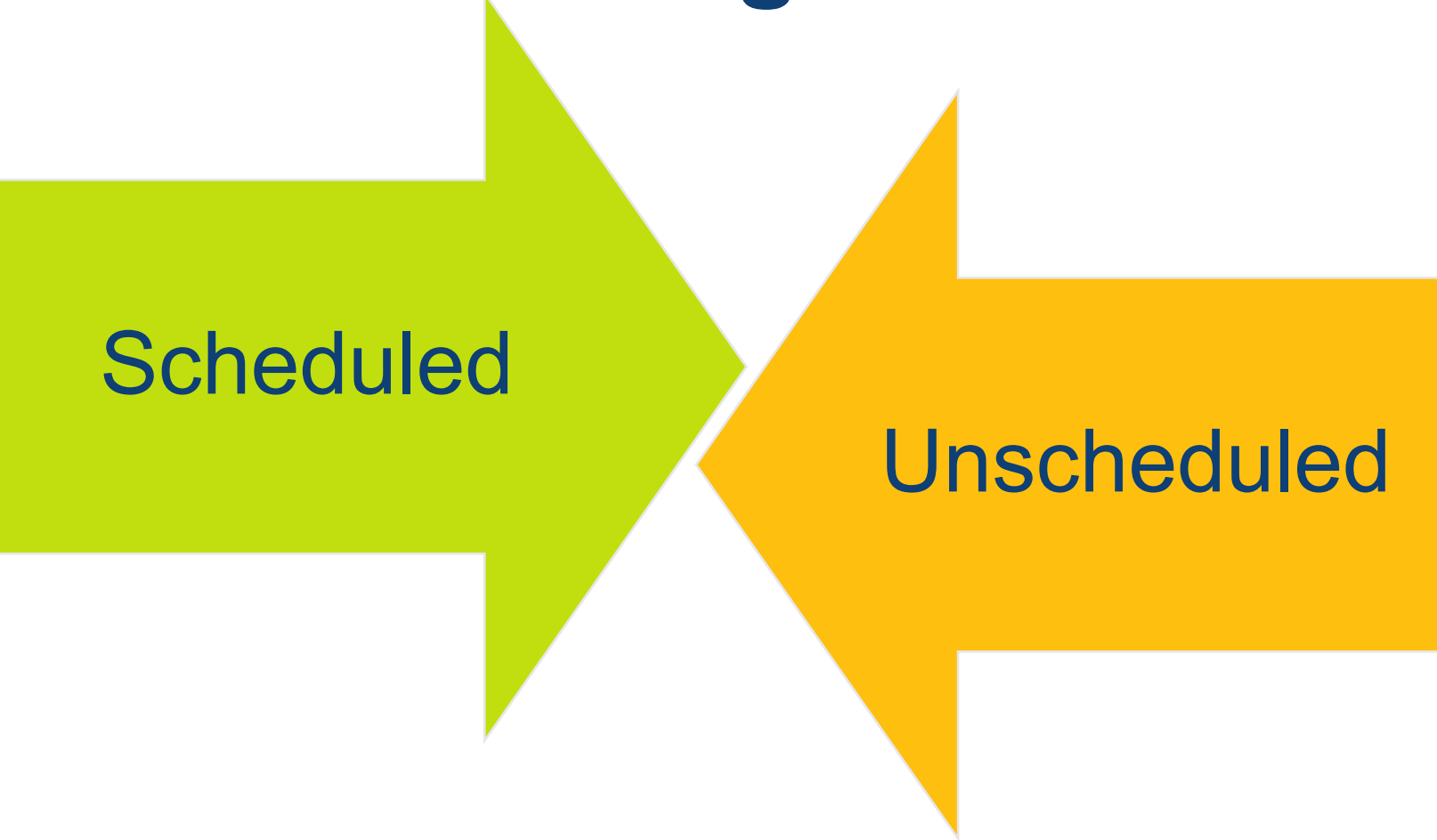
Agenda

May 9th 2024

<u>Time</u>	<u>Activity</u>	<u>Location</u>
7:30am-8:00am	Registration and Breakfast	McLin Gym
8:00am-9:00am	Welcome and Introductions	McLin Gym
9:00am-11:00am	Scheduled Matchmaking	Arena
11:00am-12:00pm	Unscheduled Matchmaking	Arena
12:00pm-1:00pm	Lunch	McLin Gym
1:00pm-2:30pm	Scheduled Matchmaking	Arena
2:30pm-3:30pm	Unscheduled Matchmaking	Arena



What is Matchmaking



OhioBusinessMatchmaker.com

REGISTRATION

SUPPLIER

Small Business Package

Are you a small business looking for the opportunity to meet with federal, State, local agencies, and prime contractors to discuss your products and services? Then this package is for you. Each registration includes:

- 1 Ticket to the event
- Access to the business counseling with resource partners.
- Admission to the Networking Reception on the evening of May 8, 2024.
- Reception Appetizers on the evening of May 8, 2024.
- Breakfast and Lunch on May 9, 2024.
- Access to Lender's Row (bankers with experience financing government contractors)

REGISTRATION WILL OPEN AROUND
4/8/2024

Early Bird: \$99
After Early Bird: \$130
Walk In: \$180

BUYER

Government Agencies, Lenders and Large Prime Contractors

Are you a government agency, lender or prime contractor wanting to meet with small business to learn about their products and services? Then this package is for you. Please read the information below carefully when registering.

- Each registration includes one ticket. If more than one representative is planning on attending, everyone MUST register. This ensures an accurate count for catering and small business matching.
- Be sure to include your NAICS codes that your organization is currently procuring to ensure best matches (**excluding lenders**).
- Admission to the Networking Reception on the evening of May 8, 2024.
- Reception Appetizers on the evening of May 8, 2024.
- Breakfast and Lunch on May 9, 2024.

IF YOU ARE A SMALL BUSINESS, THIS IS NOT YOUR REGISTRATION LINK! PLEASE SEE INFORMATION AT THE TOP FOR REGISTRATION DATES.

[Register NOW](#)

EXHIBITOR

Small Businesses wanting to showcase product/service.

Are you a business that would like to exhibit your products for the event? Then this package is for you. Each exhibitor package includes:

- 2 tickets to the event (Any additional tickets must be purchased through the small business package option)
- Six foot table on the main floor of the arena to set up and display your product or service. (Electric unavailable)
- Access to the business counseling suite
- Admission to the Networking Reception on the evening of May 8, 2024.
- Reception Appetizers on the evening of May 8, 2024.
- Breakfast and Lunch on May 9, 2024.
- Access to Lender's Row (bankers with experience financing government contractors)

\$400



Department of
Development



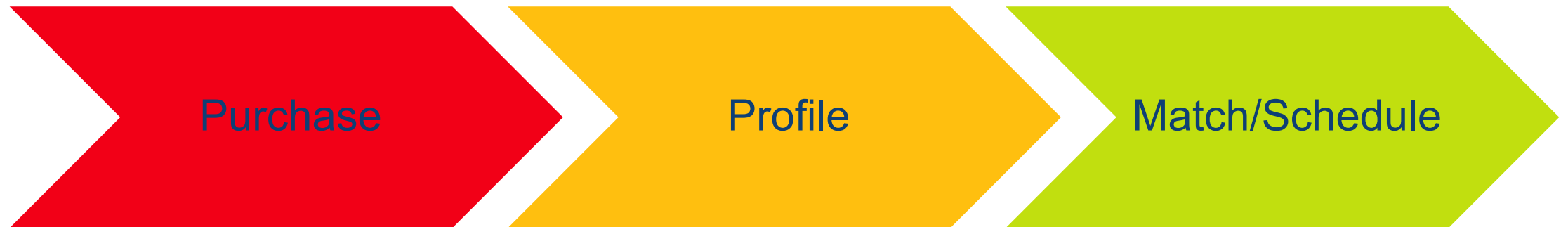
Small Business
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How to Register:

OhioBusinessMatchmaker.com

Three-Stage Process



Profile

 [Help](#) [Login](#)

Setup Step 2 Step 3 Step 4 Step 5 Step 6 Review

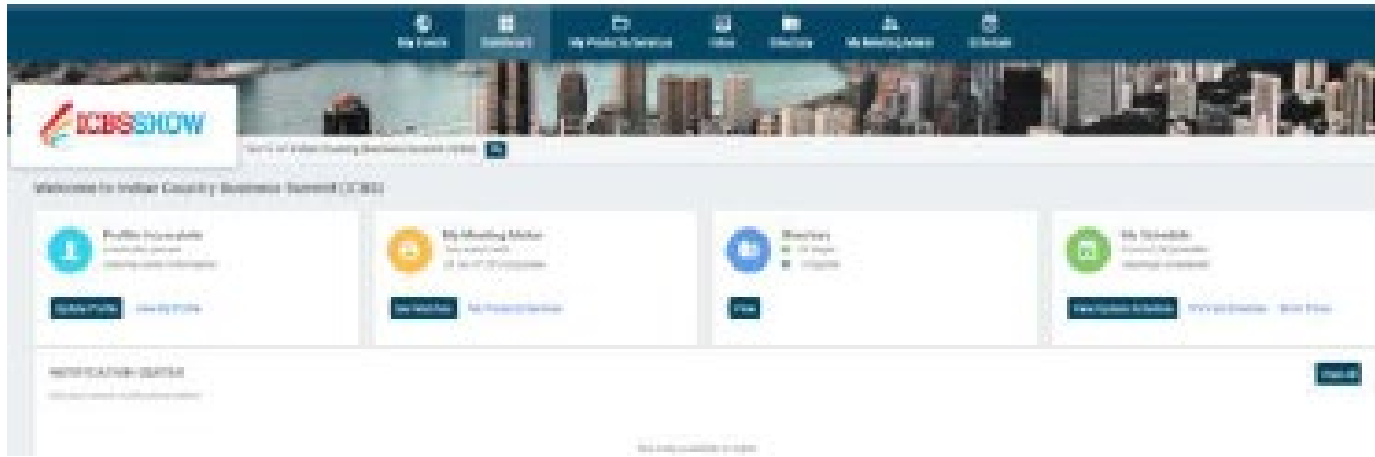
Company / Organization information

Company Name <input type="text" value="Erdmann Farm"/>	Zip / Postal Code <input type="text" value="37037"/>
Mailing Address <input type="text" value="111 Main St"/>	Country <input type="text" value="United States"/>
City <input type="text" value="Christiana"/>	Phone # <input type="text" value="6155558942"/>
State / Province <input type="text" value="Tennessee"/>	Organization website (URL) - Optional <input type="text" value="http://"/>

Click continue to proceed to next step

[GO BACK](#) [SAVE DRAFT](#) [CONTINUE](#)

Match/Schedule



Profile Incomplete

Looks like you are missing some information

[Update Profile](#)

[View My Profile](#)



Directory

● 29 Buyer
● 1 Supplier

[View](#)



My Meeting Maker

You match with 4 out of 16 companies

[See Matches](#)

[My Products/Services](#)



What to Bring



Making the Most of the Matchmaker



TRACK 1

(NEW TO OHIO BUSINESS MATCHMAKER)

10:00am-12:00pm

March 27, 2024

[Making the Most of the Ohio Business Matchmaker](#)

Join this webinar to learn how to best utilize the Ohio Business Matchmaker for your business. You will receive information on how to maximize your event registration to result in the maximum number of business to government matches. You will also receive recommendations on materials to bring, as well as best practices regarding what to do during and after the event to ensure follow-up opportunities.

[Register Now](#)

April 3, 2024

[Federal Government Marketing Strategies: Market Research and Capability Statements in Government Contracting](#)

This two-part training will focus on the fundamentals of Market Research in federal government contracting such as how to identify federal customers, how to research various contract vehicles, and how to find important agency points of contact. The second half of training will focus on Capability Statements - what they are, their use in federal government marketing, and how to create one for your business.

[Register Now](#)

April 10, 2024

[Understanding Federal and State Small Business Certification Programs](#)

This two-part training will first focus on small business certifications utilized by the federal government such as 8(a), HUBZone, Service-Disabled Veteran Owned, and HUBZone. The second half of training will focus on small business certifications used by the state of Ohio including MBE, EDGE & WBE.

[Register Now](#)

WEBINARS

TRACK 2

(RETURNING TO OHIO BUSINESS MATCHMAKER)

1:00pm-3:00pm

March 27, 2024

[Doing Business with the State of Ohio & the Ohio Facilities Construction Commission](#)

This two-part training will focus on doing business with the State of Ohio and the Ohio Facilities Construction Commission (OFCC). You will learn best practices on how state agencies buy goods and services, when they buy, and how your business can find state opportunities that meet their core capabilities. Join this training to learn about the state of Ohio's "Ohio Buys" portal, how to get your business registered, and how to navigate state opportunities.

[Register Now](#)

April 3, 2024

[Doing Business with the Ohio Dept. of Natural Resources \(ODNR\) & the US Environmental Protection Agency \(EPA\)](#)

The first session of this two-part training will focus on how to do business with the Ohio Department of Natural Resources (ODNR). Join this webinar to learn what, when and how ODNR buys. The second half of training will focus on how to do business with the Environmental Protection Agency (EPA). Learn what, when, and how the EPA purchases goods and services.

[Register Now](#)

April 10, 2024

[Doing Business with ARMY Corps of Engineers \(USACE\) & Wright Patterson Air Force Base \(WPafb\)](#)

The first portion of this two-part training will focus on how to do business with the ARMY Corps of Engineers. Learn the mission of the Army Corps of Engineers, how, what, and when the agency buys goods and services. The second half of training will

Pre-Event Webinars



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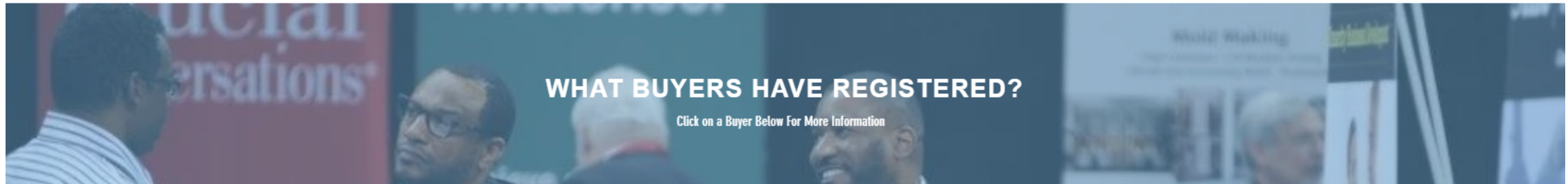
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#OhioBusinessMatchmaker

[HOME](#) [2024 WEBINAR REGISTRATION](#) [AGENDA 2024](#) [EVENT REGISTRATION](#) [REGISTERED BUYERS](#) [MATCHMAKER FAQ](#) [SPONSORSHIP](#)



WHAT BUYERS HAVE REGISTERED?

Click on a Buyer Below For More Information

FEDERAL BUYERS

[U.S. Army Corps of Engineers, Huntington Dist.](#)

[U.S. Customs and Border Protection](#)

[DLA Land and Maritime](#)

[Wright Patt Air Force Base, AFLCMC](#)

STATE/LOCAL BUYERS

[Columbus Metropolitan Housing Authority](#)

[Ohio Department of Health](#)

[Ohio Department of Insurance](#)

[Ohio Dept. of Administrative Services \(Procurem...](#)

[Ohio Dept. of Administrative Services \(State Prin...](#)

[City of Dayton, Dept. of Finance](#)

PRIME BUYERS

[Battelle](#)

[Fujifilm Healthcare Americas Corporation](#)

[Marker, Inc.](#)

[Elford](#)



APEX Accelerators: find.govcontracts.ohio.gov

The screenshot shows the Ohio APEX Accelerator website. At the top left is the Ohio state logo with the word "Ohio" in script and "APEX Accelerator" in a sans-serif font. A horizontal navigation menu contains the following items: HOME, ABOUT US, TRAINING AND EVENTS, RESOURCES, CONTRACTING NEWS, and CONTACT. Below the navigation is a large hero banner with a background image of a person in a military uniform. The banner text reads "Supporting Government, Growing Businesses, and Building Communities" with a red "LEARN MORE >" button. Below the banner are three smaller article thumbnails. The first thumbnail shows a classical building with columns and the text "FEDERAL ACQUISITION SERVICE EXTENDS AND ENHANCES TEMPORARY ECONOMIC PRICE ADJUSTMENT AUTHORITIES FOR MULTIPLE AWARD SCHEDULE CONTRACTORS". The second thumbnail shows a person at a computer with the text "WHITE HOUSE RELEASES POST-SOLARWINDS FEDERAL SOFTWARE SECURITY REQUIREMENTS". The third thumbnail shows a large building with the text "DOD CAN IMPROVE PLANNING FOR CONSORTIA AWARDS".



Other Resources:
sbdc.development.ohio.gov
mbac.development.ohio.gov



**Small Business
Development Centers**



**Department of
Development**

Minority Business Assistance Center





Questions?

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Ohio Department of Development

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