



MBDA FIRST VIRTUAL MATCHMAKER EVENT

25-30 September 2019

The U.S. Department of Commerce, **Minority Business Development Agency (MBDA)**, in collaboration with **My Business Matches (MBM)**, launched the first-of-its-kind virtual matchmaker involving Federal Agencies.

This virtual event was designed to provide greater flexibility to all minority-owned firms, which contribute over \$1.4 trillion in annual economic output to the U.S. economy, and directly account for more than 7.2 million U.S. jobs.

It was created to provide greater flexibility to participants and conduct virtual engagement meetings between Buyers and Suppliers regardless of location.

How to go virtual and save money

MBDA event connected over 30 buyers with more than 400 Minority Business Enterprises in 24 states, including Puerto Rico. The virtual matchmaker helped to save money, go green and improve business deals:

MORE THAN
\$ 89,000

were saved in **flights, per diem, lodging and meals** by choosing the best virtual matchmaker tool

MORE THAN
1400

messages were sent between participants

MORE THAN
220

travel days were saved from their business after MBDA event

MORE THAN
100

virtual meetings were secured by each Minority Business Enterprises



The event minimized the use of paper and Co2 emissions

Success cases

“ Regardless of their geographical location, business owners never have to leave their office, saving tens of thousands of dollars in travel and productivity compared with a traditional face-to-face events.”

Jeff Vigil, President and CEO

MY BUSINESS MATCHES

“ This is the best thing since the invention of the wheel! It’s a fantastic initiative - kudos to the MBDA team. I hope other agencies quickly adopt a similar approach to matchmaking. and look forward to participating again soon.”

Andre Cadogan

GALT GROUP INC.

5 simple steps to get on line



1 Once registered, participants receive a Magic Link with access to the platform. No downloads required.



2 Participants can “Click” on “My Meeting Maker” and browse through their matches, view company profiles, and save their favorite suppliers for later. They can even download results for later Market Research.



3 Participants can send invitations to request meetings with as many companies as they like.



4 Once invited - participants MUST accept or decline an invitation in order for the meeting to take place.



5 They can meet via our non-intrusive video technology without ever leaving the system and no “MESSY” APPS to download. They will only be prompted to use your camera and microphone. Simple as that!

More about MBM technology solution

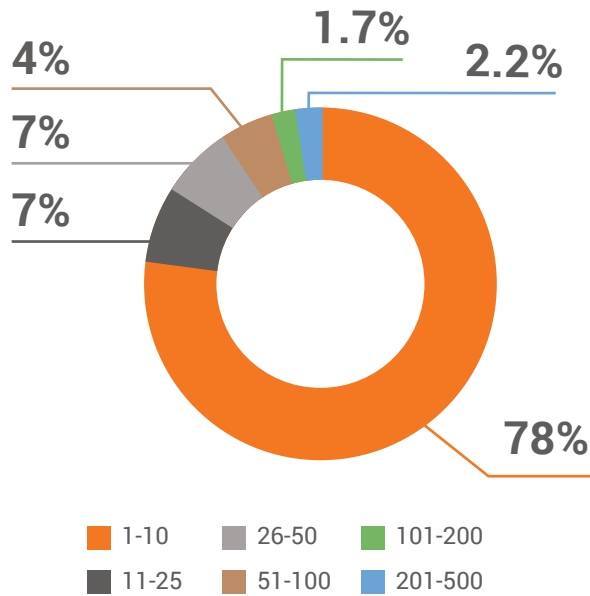
MBM cloud-based application bridges sourcing needs with QUALIFIED procurement ready suppliers. The solution provides buyers and decision makers insight on the best procurement ready supplier for their opportunities due to our **Compatibility Scoring Module technology**. Buyers and decision makers can create a customized “scorecard” that include socioeconomic categories, diverse certifications, government and past performance, business certifications and revenue which will be used to generate a compatibility scorecard to a “Best Match”

Global experience

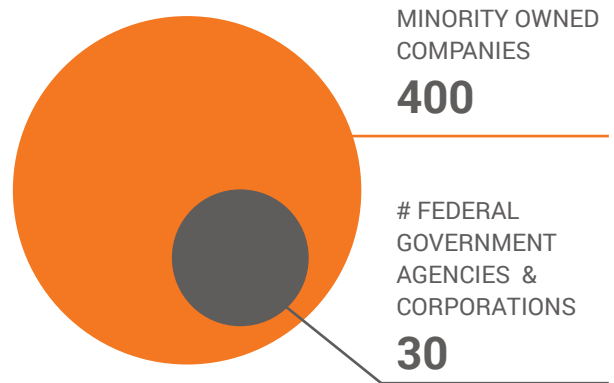
MBM has worked with different federal agencies such as the U.S. Government, U.S. Department of Veterans Affairs, Small Business Administration, U.S. Department of Commerce, Chambers of Commerce, as well as private companies, such as Walmart USA, CVS Health, AT&T and international institutions such as Inter-American Development Bank, ProMexico, ProComer, Puerto Rico Emprende, Centro de Exportación e Inversión de la República Dominicana, among others.

Event Analytics

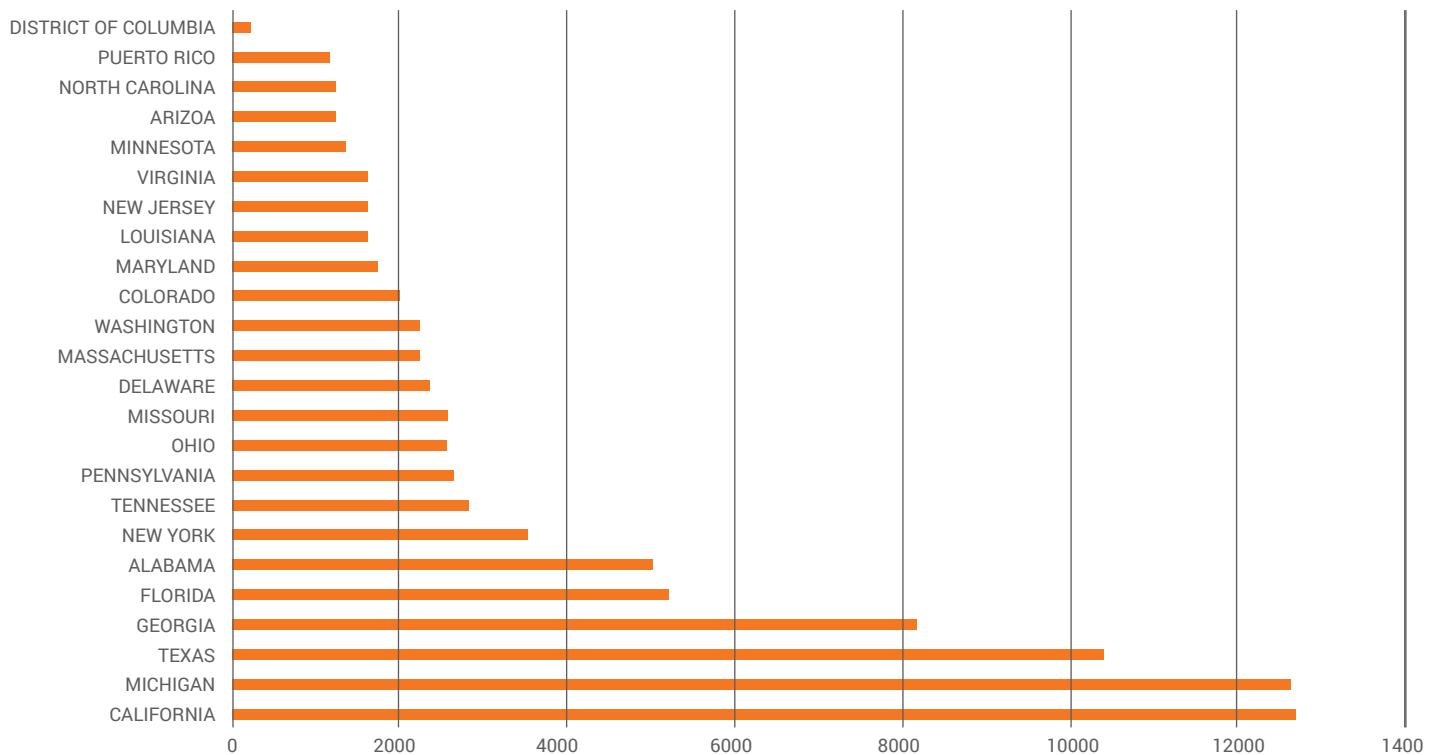
Number of **EMPLOYEES (MBEs)**



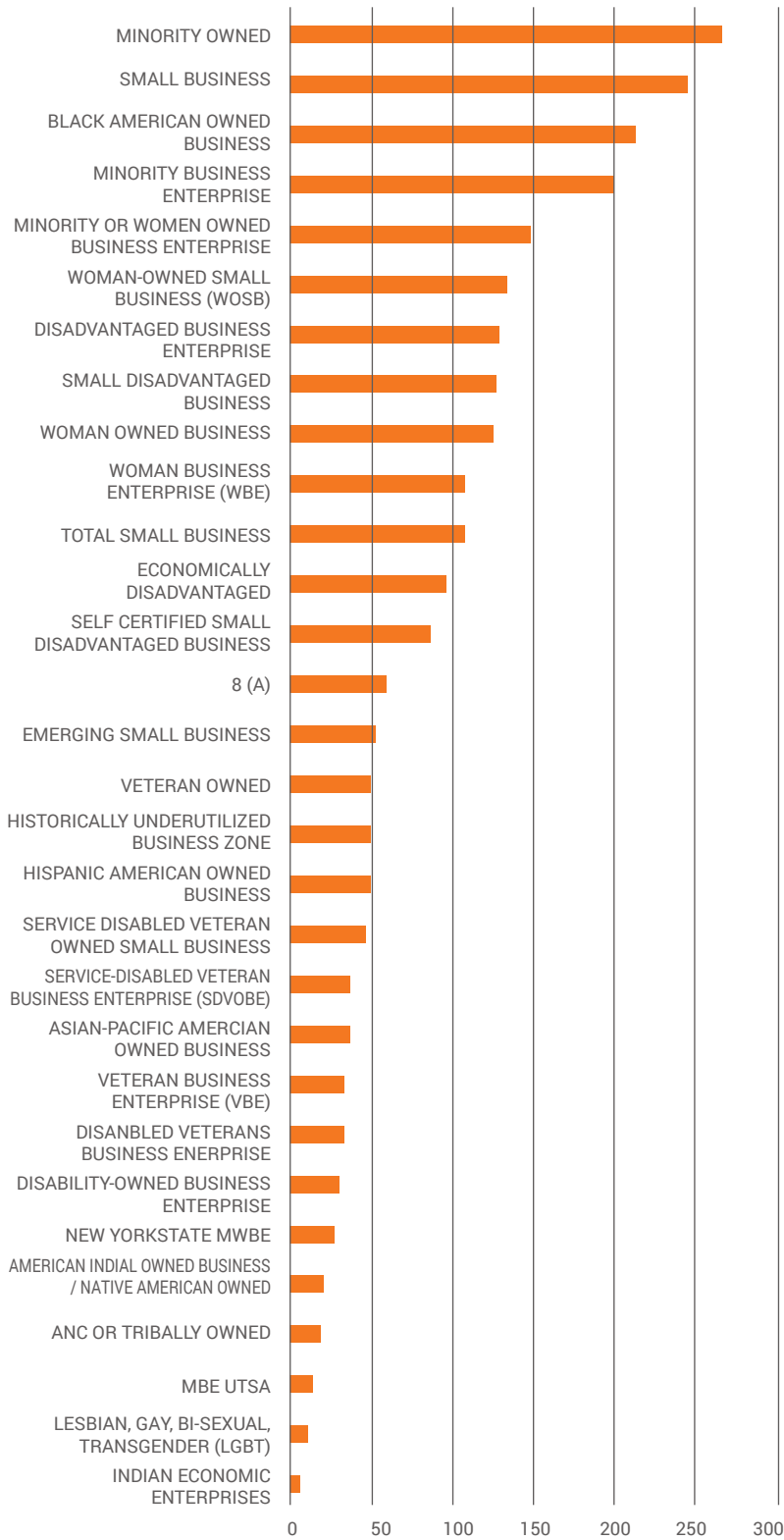
About the **MBDA VIRTUAL EVENT**



Savings by **STATE**



SOCIAL ECONOMIC Category



Devices user for VIRTUAL MEETINGS



DESKTOP

69.5%



MOBILE

28.3%



TABLET

2.1%