

# CONNECT+

by *Nineteen*<sup>™</sup>

## Connecting Buyers with Sellers

CONNECT+ is a personalised matchmaking service designed to match quality buyers with relevant sellers, year-round, by utilising the expertise of the Nineteen team and its comprehensive database.

### HOW IT WORKS. THE +FACTOR

CONNECT+ brings quality buyers together with appropriate sellers. We have over 65,000 visitors that register for our events each year, each attending for a variety of reasons, one of which is to source new products for projects they have on the horizon.

CONNECT+ is a bespoke service whereby the team will engage with the buyer first to identify their requirements, delve deep in to the project specifics and understand:



What they're looking for?



Live or upcoming project?



Direct or tender?



Time frame and budget?

This information is analysed and the team then carefully match the buyer with suppliers that can meet their needs. A comprehensive briefing pack is prepared and passed on to a maximum of three exhibitors with a personal introduction so the seller can contact the buyer directly about the project.

### BUYER OR INFLUENCER

*“Solving a problem is often the first step to a lucrative relationship.”*

In some cases, the CONNECT+ team will introduce a ‘buyer’ with a ‘direct’ requirement. In others, we recognise that procurement may come via a framework or tender. Often, by the time a supplier is made aware of a tender, it’s too late. Conversations have already taken place.

With earlier intervention CONNECT+ can engage those specifiers and influencers with suitable solution providers to discuss their problems, and in doing so, demonstrate their market leadership.

### MONTHLY SUBSCRIPTION

## FREE-OF-CHARGE TO EXISTING EXHIBITORS

CONNECT+ is a Monthly Subscription service costing £499+ VAT per month and available to suppliers looking to connect with buyers and influencers.

We are delighted to announce that this service will be available complimentary to all existing exhibitors of Nineteen’s shows up to their next event.

### WHY NOW?

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In response to COVID-19, and whilst we await doors open to our award-winning shows, our visitors still have a need to source solutions, and our exhibitors, more than ever, need to be generating business. This is where we can help.

As we face a health and economic emergency, this is Nineteen’s way of connecting buyers and sellers, delivering ROI year-round.

Peter Jones, CEO, Nineteen Group

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### To find out more please contact:

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