

# CONNECT+

by *Nineteen*<sup>™</sup>

## Connecting Buyers with Sellers

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

*"2020 has been an incredibly difficult year to stay in touch, however, Connect + has enabled me to seamlessly engage with various high quality buyers"*

John Davies, Managing Director, Tdsi (Exhibitor)

*"Connect + is a straightforward platform, enabling us to engage with carefully selected suppliers in an unbiased manner. It also saved us time from trawling through the internet and is a great way of staying in touch considering the current economic climate."*

City of London Police Programme Director Security City, (Show Visitor)

### 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.

### 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?

**“**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

**”**

### To find out more please contact:

Jonathan Kinchin, Director, CONNECT+, Nineteen Group  
T: +44 (0)20 8947 9177 E: cwilliams@nineteengroup.com

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