



SPECIAL THANKS



SMALL BUSINESS NETWORK

Promote Tampa Bay's Small Business Community

- Maximize Opportunities for Exposure
- Small Business Network Directory

Business Action Group

- City of Tampa
- City of St. Pete
- Hillsborough County
- Pinellas County
- USF Small Business Development Center
- Tampa Bay Black Business Investment Corporation
- Hispanic Business Initiative Fund
- Tampa Bay & Company
- Tampa Bay Beaches Chamber of Commerce



SMALL BUSINESS NETWORK

BUYERS REGISTER

November 2011 – March 2012
(Companies with contracts to fulfill)



FORUM I

January 2012



SUPPLIERS REGISTER

January 2012 – March 2012
(Local small businesses)



FORUM II

March 2012



SMALL BUSINESS NETWORK DIRECTORY

Published April 2012



The **future** of business matchmaking!



8026 Vantage Dr.
Suite 221
San Antonio, TX 78230

The best, and most user-friendly
business matchmaking solution
-- at your fingertips!

WE ARE **MODERNIZING** BUSINESS MATCHMAKING



MY BUSINESS **MATCHES**.COM

What is **MBM**?

- MBM is an online, user friendly solution that matches, schedules meetings and tracks the business results between buyers and capable, qualified suppliers.



How MBM Works

The screenshot displays the website interface for the Tampa Bay Host Committee. At the top left is the logo for the 2012 Tampa Bay Host Committee, featuring a palm tree and a city skyline. To the right of the logo are two input fields: "Email:" and "Password: Forgot your password?". A "Sign-in" button is located to the right of the password field. Below the login area is a dark navigation bar with the following links: "Home", "General Information", "Register as a Buyer", "Register as a Supplier", "FAQ", and "Contact Us".

The main content area is divided into three sections. The left section, titled "Tampa Bay Host Committee Small Business Network", contains logos for the City of Tampa, Hillsborough County Florida, St. Petersburg (www.stpete.org), and Pinellas County Economic Development (www.PCED.ORG). The middle section features a large portrait of a smiling man in a suit, with the text "REGISTER AS A BUYER" below it. The right section features a group of four business professionals in business attire, with the text "REGISTER AS A SUPPLIER" below it. A red oval highlights the "REGISTER AS A SUPPLIER" text, and a red arrow points to it from the right side of the page.

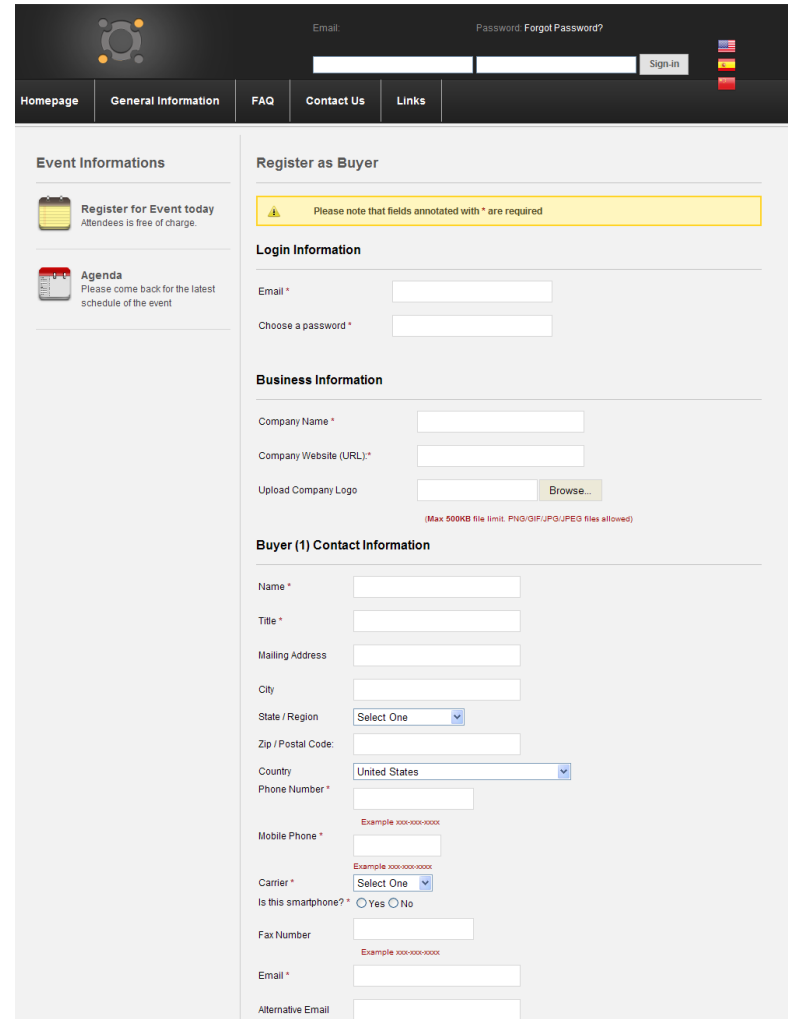
At the bottom of the page, there is a footer with the text "Home | Contact" and "© Copyright 2012 mybusinessmatches.com . All Rights Reserved". On the right side of the footer is the logo for MYBUSINESSMATCHES.COM, which consists of a stylized 'M' icon and the text "MYBUSINESSMATCHES.COM".

How MBM Works

- Before users are allowed to register they **must enter the last four digits of the identification number you used to obtain your certification or registration from any one of these four Host Committee approved certifying entities: [City of St. Petersburg](#), [City of Tampa](#), [Hillsborough County](#), or [Pinellas County](#).**
- If you do not hold a current certification or registration from any of these entities, you are not eligible to register as a supplier for this event. Please contact one of the four approved certifying entities.

How MBM Works

- Enter basic company information
- Tell us who will be coming on behalf of your company.
 - Up to two people from each company can participate at the matchmaking.



The screenshot shows the registration page for a buyer on the MBM website. The page has a dark header with a logo, navigation links (Homepage, General Information, FAQ, Contact Us, Links), and a sign-in section with email and password fields. The main content area is divided into two columns. The left column contains 'Event Informations' with links to 'Register for Event today' and 'Agenda'. The right column is titled 'Register as Buyer' and contains a yellow warning box, 'Login Information' (Email, Password), 'Business Information' (Company Name, Website, Logo), and 'Buyer (1) Contact Information' (Name, Title, Address, City, State, Zip, Country, Phone, Mobile, Carrier, Smartphone, Fax, Email).

Event Informations

- Register for Event today**
Attendees is free of charge.
- Agenda**
Please come back for the latest schedule of the event

Register as Buyer

Please note that fields annotated with * are required

Login Information

Email *
Choose a password *

Business Information

Company Name *
Company Website (URL):*
Upload Company Logo
(Max 500KB file limit. PNG/GIF/JPG/JPEG files allowed)

Buyer (1) Contact Information

Name *
Title *
Mailing Address
City
State / Region
Zip / Postal Code:
Country
Phone Number *
Example xxx-xxx-xxxx
Mobile Phone *
Example xxx-xxx-xxxx
Carrier *
Is this smartphone? * Yes No
Fax Number
Example xxx-xxx-xxxx
Email *
Alternative Email

How MBM Works

- Select the business categories of the good or service you provide.
- Matches are made based on the categories you select. It is the most important step!!

Interested Business Category

Select business category/categories * that your company is interested in buying opportunities or services from

Click on [+](#) to view subcategories. Shaded box means that there are sub categories

IMPORTANT NOTE: Only 5 main categories may be selected.

Selected categories

<input type="checkbox"/> Advertising & Publishing +	
<input type="checkbox"/> Advertising (Wireline, Wireless) +	
<input checked="" type="checkbox"/> Newspaper/Magazine +	<input checked="" type="checkbox"/> Consulting (Staffing & Professional Services)
<input checked="" type="checkbox"/> Television/Radio +	<input checked="" type="checkbox"/> Advertising (Wireline, Wireless)
<input type="checkbox"/> Direct Mail +	<input checked="" type="checkbox"/> Newspaper/Magazine
<input type="checkbox"/> Bill Inserts +	<input checked="" type="checkbox"/> Television/Radio
<input type="checkbox"/> Labor +	
<input type="checkbox"/> Book, Pamphlet, Brochure +	Common Systems
<input type="checkbox"/> Common Systems +	<input checked="" type="checkbox"/> Battery Plant Products
<input type="checkbox"/> Construction +	
<input checked="" type="checkbox"/> Consulting (Staffing & Professional Services) +	
<input type="checkbox"/> Content & Programming Services +	
<input type="checkbox"/> Credit & Collections +	

[+](#) Do not see your category click here.

Where are your opportunities available? International National States

Terms & Conditions

Register as Buyer By clicking this button, you state that you have read and agree to the [Terms of use](#)

Accept


How MBM Works

- Tell us more about you
 - Upload a video
 - Upload a brochure
- Buyers will be able to review your profile prior to meetings.
 - The more information you provide, the better buyers will know you!

Products and/or Services

Enter specific keywords describing your business specialty (up to 300 characters)

Upload Video (Max 10MB file limit. FLV video file)

 Example <http://www.youtube.com/watch?v=MyBusinessMatches>

Upload Brochure (Max 10MB file limit. .pdf, .doc)

Business Certification

Company Data

Is your business presently certified as a MWBE/MWBE-DVBE with the National Minority Supplier Development Council, Women's Business Enterprise National Council or government agency?

Is Certified

Array

If no, skip to the next section.

If your company is certified as MWBE/MWBE-DVBE, please list the certifying agency.

Certification Type (1)

Upload Certificate

Certification Type (2)


Upload Certificate

Showcase Your Business

SUPPLIER'S PANEL

- > Dashboard
- > Edit Profile
- > New Profile
- > View Matches
- > Buyer Follow-up
- > Supplier Directory
- > Change Password
- > Logout

IBS



0:17 / 0:19

Supplier Profile

Company Name	IBS
Physical Address	Street
City	San Antonio
State / Region	TX
Country	US
Principal Owner	Jeff Vigil
Phone Number	111-111-1111
Fax Number	
E-mail	info@interblockstudios.com
Website (URL)	www.interblockstudios.com

Products, Goods or Services

- Prepared Foodstuffs; Beverages, Spirits And Vinegar
- Communication
- Mineral Products
- Base Metals and Articles of Base Metal

Download Brochure

Certifications

- Veteran-Owned Business
- Small Business

Where opportunities are available

My Business Matches - help
Offline

My Business Matches - help
Mon - Fri 9am - 5pm CST

Example of Supplier Profile with:

- Video
- Brochure
- Description

GO BACK



Steps to Matching

1. Buyers register
 - Select Business Categories they have contract opportunities in
2. Suppliers register
 - Provide company data
 - Select Business Categories they provide a good or service in
3. MBM System matches Buyers with Suppliers
4. Suppliers log into their matchmaking console to view their matches
5. Suppliers request meetings with Buyers
6. Buyers have the option to accept or decline meeting (*this is why it's important to fill your profile with as much information as possible*)
 - If Buyer accepts, suppliers receive a notification and can then schedule a meeting
 - If Buyer declines, supplier receives a notification and cannot schedule a meeting

Best **Practices**

- **Showcase your business**
 - Upload videos, brochures and company descriptions.
- **Do your homework**
 - Know who you're meeting with and what opportunities they have
- **Dress to impress**
 - No one can promise you a contract, but first impressions count
- **Practice your pitch**
 - Be quick, be effective and always be closing
- **Follow Up**
 - Develop a relationship with Buyers

The **future** of business matchmaking!



THANK YOU!



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Facebook: 2012 Tampa Bay
Host Committee



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www.2012Tampa.com





★ ★ ★ ★ ★ ★ ★ ★ ★

2012 TAMPA BAY HOST COMMITTEE

**SMALL BUSINESS
NETWORK**

★ ★ ★ ★ ★ ★ ★ ★ ★

A rectangular badge with rounded corners. The top and bottom sections are dark blue with a row of nine white stars each. The middle section is red with the text "2012 TAMPA BAY HOST COMMITTEE" in white, and "SMALL BUSINESS NETWORK" in large, bold, white capital letters.