



Procurement Matchmaking will be featured for the first time at the 2025 DGS Procurement Forum, providing a valuable opportunity for businesses to engage in pre-scheduled one-on-one meetings with participating buyers. This segment of the event is limited in availability and is offered to business participants registered for the overall conference on a first-come, first-served basis.

We are excited to introduce this new component at the DGS Procurement Forum as it can be mutually beneficial for both buyers and suppliers. This initiative allows for targeted networking and the chance to discuss specific needs and offerings in a more personalized environment. Participants will have the chance to establish meaningful connections, explore potential partnerships, and gain a deeper understanding of the procurement processes of various organizations.

Benefits of Procurement Matchmaking:

- Increased Visibility:** Businesses gain exposure to new markets and potential clients.
- Targeted Connections:** Matchmaking is based on specific criteria such as NIGP codes, industry, and purchasing goals, ensuring relevant and meaningful business relationships.
- Economic Growth:** This initiative promotes local economic development by supporting businesses and contributing to job creation.

Business Matchmaking + Supplier Connect A Powerful Partnership

Feature	Matchmaking	Supplier Connect
Structure	Highly structured with scheduled 1-on-1 meetings	Informal or semi-structured social interactions
Meeting Format	Pre-arranged appointments based on compatibility	Open mingling or casual conversations
Purpose	Focused on deals, partnerships, and procurement goals	Building connections, visibility, and general outreach
Matching Criteria	Yes - based on business needs, capabilities, or goals	No - attendees connect freely
Audience	Buyers, suppliers, procurement professionals	Broad range of professionals across sectors

The environment will be conducive to sourcing, enabling attendees to share insights, establish relationships, and ultimately drive successful business outcomes. Don't miss the chance to maximize your networking potential in this unique setting!



Registration will be Key for a Successful Matchmaking Experience!

1. Registration Process:

- To ensure a successful matchmaking experience, businesses must register in the matchmaking system and enter their NIGP codes along with their industry affiliations. This step ensures that they are categorized correctly, making it easier to match them with relevant buyers.

2. Buyers' Registration:

- Agencies and prime contractors must also register and input relevant NIGP codes for the products and services they are seeking. This includes specific needs for current projects, general procurement categories they typically search for, as well as NIGP codes for solicitations they often find challenging to fulfill.

3. Matching Process:

- The NIGP codes provided by sellers and buyers will then be used to identify potential matches. Therefore, when a buyer expresses a need for a particular product or service, they will be matched with businesses that offer what they are looking for based on the NIGP codes they share.

4. Appointment Setting

- Once matches are made based on the NIGP codes and industry alignment, we will assign the appointment schedules for the one-on-one matchmaking event. Matchmaking appointment notifications will be sent via email prior to the event.

5. Matchmaking Session

- To best prepare for the matchmaking session, prepare your Capabilities Statement, bring your business cards, and arrive on time for your scheduled appointments. Also be prepared with any questions you would like to ask potential buyers.

Please Note: The Supplier Connect is a more informal networking event designed with a broader, more diverse audience to build connections with. The focus of this Matchmaking is fostering interactions among participants, with general outreach and relationship building as the goal.

Buyers and Sellers wishing to participate in both the Matchmaking and Supplier Connect should bring additional team members as these events will take place concurrently.

DGS is excited to offer both Matchmaking and the Supplier Connect vendor fair at the 2025 Procurement Forum!



DGS/DPS/VIP

Public Procurement Forum | forum.dgs.virginia.gov
Email | forum@dgs.virginia.gov