



FREQUENTLY ASKED QUESTIONS

What is a reverse trade show? A reverse trade show allows suppliers, consultants, contractors, etc. the opportunity to meet with procurement professionals from numerous government agencies at one time at one location. The government agencies are the 'exhibitors' and the vendors are the 'attendees'. The vendors walk around the trade show floor and talk to agencies about the products and services they have to offer.

What are the benefits of attending the reverse trade show?

The benefits include:

1. Meet with procurement professionals from all sectors of governmental agencies from our region in one place at one time. Each attendee will also receive a directory of all participating agencies.
2. Guaranteed face time with approximately 30 public agencies.
3. No booths for vendors to set up or tear down.
4. Make new and maintain existing relationships during the networking lunch and breakout sessions.
5. An excellent way to learn how to successfully contract with public agencies.
6. Learn what goods and services agencies are currently contracting for.

Who is hosting the reverse trade show? The Copper Chapter of NIGP is hosting the reverse trade show. The Copper Chapter of NIGP is a non-profit organization whose membership includes purchasing professionals from throughout southern Arizona. The Copper Chapter is an affiliate chapter of NIGP, the Institute for Public Procurement (www.nigp.org). All proceeds from the reverse trade show go to the Copper Chapter's scholarship program.

Will tickets be sold on the day of the event? Yes, tickets will only be sold at the event at the late registration price of 150 per person.

What is the refund policy? Refunds will not be offered but registrants may transfer registration to another party within your organization. Please update the registration information if transferring tickets.

When will registrants receive badges? Badges will be available at the sign-in tables on the day of the event. Sign-in will begin at 8:30 AM.

Who should I contact if I have further questions? Please direct all questions to Info@CopperChapter.com