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FAQ

What is a diverse supplier?

A company who has at least 51% designated underrepresented group (i.e. Minority Business Enterprise (MBE), Women's Business Enterprise (WBE), Veteran, LGBT, etc.) seeking to connect with Corporations for contract and networking Procurement opportunities.

What is a Diverse Supplier Walk-Through?

A company who has a 51% or more owner of a designated minority group (i.e. Minority Business Enterprise (MBE), Women's Business Enterprise (WBE), Veteran, LGBT, etc.) seeking to connect with Corporations for contract and networking opportunities.

What is a Corporate Walk-Through?

A company that desires to send one (1) or more individuals representing a Fortune 500 company and/or equivalent company of that size. The company aspires to do business with Diverse Suppliers.

How do I know if I am matched with a buyer?

Your dashboard will show the companies you've matched. Once you've matched with a buyer, you will need to schedule a meeting.

What do we do if we are interested in the Matchmaking session?

During the registration process you will create your profile identifying the categories you are looking for or can provide. Once your profile is created any matches you have will show on your dashboard. Matchmaker scheduling will open on Tuesday, July 23 and will close on Wednesday, August 21.

As a non-profit or government entity do I have to pay to participate?

Yes. However, this year there is special pricing at \$500 (\$450 Early Bird, through May 31st). This includes one conference attendee, meals, and one connecting and/or matchmaking table.

Is on-site registration available?

Yes, you may register on-site the day of the event with a credit card. However, the registration for Matchmaking and Pitch STL will be closed.

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Do you have a resource fair? Is it free?

Yes, during the Connecting Tables session companies/organizations are welcome to decorate their six foot table with company branded items and talk about their business, organization or upcoming opportunities. It is not free, you must be registered as a Non-Profit/Government, Corporate/Diversity Supplier or an event Sponsor.

Can the people attending the conference be different than those staffing the tables?

Yes, however, anyone attending the conference must be registered in advance. If your company is a non-profit or government entity cost is \$500 (\$450 Early Bird, through May 31st) for each for additional attendee.

What is Pitch STL?

Pitch STL is an opportunity for diverse suppliers to pitch their business to a panel of judges from the regional business community, an audience of other entrepreneurs, small business owners, potential partners, and community leaders for an opportunity to win a cash* prize and free tuition to the St. Louis Regional Chamber Diverse Business Accelerator (\$1000 value).

**Cash prize awarded in partnership with the Hispanic Chamber of Commerce/Greater St. Louis, St. Louis Minority Business Council, St. Louis MBDA and the Women's Business Development Center.*

What are the parameters for the pitch?

Any Diverse Supplier registered to attend the St. Louis Business Diversity Connect may participate, until we reach capacity of 12 participants. Each participant will be allotted a 5 minute time slot; 3 minutes for your pitch and 2 minutes for judges' questions. Slide decks are permitted, if sent in advance.

Pitch Coaching will also be available prior to the event.

What is a Connecting Table?

A six foot table in a designated room at the conference that allows an organization to engage with conference attendees in an open, non-scheduled environment. An organization can decorate the table with company paraphernalia. Two company representatives per table, both must register to attend.

What is a Matchmaker Table?

A six foot table in a designated room at the conference that allows an organization to meet suppliers for specific opportunities that the Corporation has identified beforehand, specifically for Diverse Suppliers. These meetings are pre-scheduled via our My Business Match Registration System. An organization **cannot** decorate the table with company branded items. Two company representatives per table. Appointments required.