

BUSINESS-TO-BUSINESS (B2B)

One of the Breakout Sessions at this year's Summit will be for diverse suppliers-*only* where the Department will host its first Business-to-Business (B2B) session. If you are unfamiliar, B2B refers to a situation where a commercial business transaction is conducted between companies. This typically occurs when:

- A business is sourcing materials for their production process, e.g. a food manufacturer purchasing salt
- A business needs the services of another for operational reasons, e.g. a food manufacturer employing an accountancy firm to audit their finances
- A business re-sells goods and services produced by others, e.g. a retailer buying the end product from the food manufacturer

B2B sessions are popular amongst diverse businesses and have proven to be a successful approach for businesses looking for partners, growth opportunities, and/or tiered contracting.

If you are interested in participating in the B2B session, it is strongly advised that you prepare a Capability Statement to share with other diverse businesses prior to attending the session.

MATCHMAKING SESSION

Matchmaking is one of the most effective ways to build relationships between insurance companies and California's diverse suppliers.

Last year, we hosted our first matchmaking session and received positive feedback. This year we are offering two 2-hour matchmaking sessions – one in the morning and one in the afternoon – consisting of one-on-one meetings between diverse businesses and insurance companies.

Meetings will be based on an assessment of insurer needs and diverse business capabilities; as such, it is strongly advised that businesses prepare a Capability Statement to share with the insurer prior to meeting with them.

This year's matchmaking session will be facilitated by [SMA Global](#), a renowned firm that specializes in business matchmaking. They have worked with us to create an [event website](#) that will help us carry out an effective and organized matchmaking experience.

Please remember to [register](#) for the Matchmaking Session by Monday, October 19.

NOTE: *Matches are based on insurance companies' needs assessments. As such there is a possibility that some diverse suppliers signing-up to participate in matchmaking may not be scheduled for a meeting. Even if some diverse suppliers are not scheduled for one-on-one meetings, there will be a plethora of opportunities available for them to network with insurers throughout the day.*

STAKEHOLDERS ONLY

We invite all stakeholder groups to bring informational materials about their organizations or groups to share with Summit attendees. Please deposit all materials at the registration table when you check-in at the Summit and Department staff will ensure all items are displayed accurately and neatly.