

Business-to-Business Speed Networking Event **Sponsored By Mentor Graphics**

How It Works

We will be running the networking session for approx 20-30 delegates, each person will spend 3-4 minutes (depending on final numbers) with each participant.

We would ask participants to prepare a short pitch about themselves, company details and what you are looking to get out of the event.

You may wish to summarise your information on paper with your contact details and give a copy to each participant to refer to after the event, after all they will have met a lot of new contacts in a short space of time, so make yourself memorable!

Benefits Of Business-To-Business Speed Networking

- ❑ The main purpose of the speed networking is to meet lots of new contacts in a short space of time saving valuable time and money
- ❑ Within a few minutes you can decide if you wish to spend more time with that person during the main forum networking events and if there is a possibility of a business relationship
- ❑ Helps maximise your time at the forum making sure you meet the people that can offer you real business opportunities
- ❑ If you take into account each participants business contacts, you are potentially connecting with hundreds of relevant industry people
- ❑ Increases your networking profile within the industry
- ❑ People like to do business with people they have met and like
- ❑ A great icebreaker, the informal format takes the awkwardness out of traditional networking, it is a fun and easy way to meet a wide variety of people

We recently held the first B2B Networking event at the IEF2009 forum, here are just some of the comments we received from delegates who took part:

“Well done for your nice organisation last week! From the participants' viewpoint it all seemed very smooth and well oiled. The speed networking was a lot of fun”.
Kensington Consulting

“Speed Networking was a great start to the forum! Perfect for small companies to establish a network” Evatronix

“Speed Networking is very good, a rapid way to meet many people in a short period of time” Sophia Business Angels

“Thank you . It was indeed one of the best conferences I have ever attended with a lot of interactive sessions . The B2B was a very good initiative, everyone meet each other before the forum had even started. I place on record my heartfelt thanks to Malcolm and his entire team...” Silicon Ventures