

Meet the Buyer – FAQ's

Who is the buyer?

At these events, the State Government (and Local Government) representatives are the buyers. As the supplier, you will be able to circulate the room, visiting the various buyer stands to talk to the Government staff, letting them know what your product or service offerings are and find out about any opportunities that may be coming up.

Can I put up a display of products, brochures?

As this is not a trade show space is limited, there is not an opportunity to put up displays of your products, brochures etc. However you are able to bring handouts or small samples to provide to Government staff and other attendees on the day.

What can I do to prepare?

Have an “elevator pitch” ready that concisely presents your product or service offering. Do some research on the Government Agencies that will be there on the day, <http://www.sa.gov.au/directories/government>. Find out what types of things they buy and what their business plan is. Make sure you tailor your elevator pitch to highlight the synergies between your offer and the agency's focus.

What is the information provided during on-line registrations used for?

The information gathered from the on-line registration form is provided to the buyers in the form of a capability profile for your business. It may be retained by the agency for future reference. It is important that you provide detailed and concise information to provide the buyer with a clear understanding of your business. The information may also be used by the Office of the Industry Advocate to provide information to Ministers and the Premier on businesses in a particular location or within an industry sector.

Can I come if I haven't registered on-line?

Yes. On-line registrations will generally close 1 week prior to the event; however on-the-day registrations are always welcomed.

How do I find out about future events?

The Office of the Industry Advocate uses mailchimp to communicate with our stakeholders. When you register for an event, you will be added to this database. Alternatively, you can register your details [here](#) to be kept informed of all news and events from the Office of the Industry Advocate.

Contact

Office of the Industry Advocate

Level 13, 99 Gawler Place, ADELAIDE SA 5001

T: +61 8 8226 8956

E: oiia@sa.gov.au

www.industryadvocate.sa.gov.au

