

2023 EXHIBITOR AGENDA

DATE	ACTIVITY	TIME
Monday, April 24, 2023	Supplier registration Oceanside Lobby (Front of Ben Porter Salon)	1:00 – 2:00 p.m.
Monday, April 24, 2023	Georgia's New Small Business and Supplier Diversity Initiative Oceanside 1/2/3	2:00 – 2:50 p.m.
Monday, April 24, 2023	Catch the Wave and Get on Board! Oceanside 6 Ben Porter Salon	2:00 – 2:50 p.m.
Monday, April 24, 2023	Hidden Gems Oceanside 1/2/3	3:00 – 3:50 p.m.
Monday, April 24, 2023	Financing Alternatives for Small Business Oceanside 6 Ben Porter Salon	3:00 – 3:50 p.m.
Monday, April 24, 2023	The State of Small Business Oceanside 1/2/3	4:00 – 4:50 p.m.
Monday, April 24, 2023	Don't Sink, Swim! Using Useful Data for Leads Generation Oceanside 6 Ben Porter Salon	4:00 – 4:50 p.m.
Monday, April 24, 2023	Exhibitor booth set up Ballrooms C-H	4:00 – 6:00 p.m.
Tuesday, April 25, 2023	Exhibitor booth set up Ballrooms C-H and Porte Cochere	7:00 a.m. – 1:00 p.m.
Tuesday, April 25, 2023	GPC 2023 EXPO open Ballrooms C-H, Pre-Function Lobby and Porte Cochere	3:00 – 5:30 p.m.
Tuesday, April 25, 2023	Statewide Contract Pipeline and Future Opportunities Ballrooms A/B	5:45 – 6:45 p.m.
Tuesday, April 25, 2023	Meet and greet with State Purchasing staff Oceanside Lobby	7:00 p.m. – 8:30 p.m.
Wednesday, April 26, 2023	GPC 2023 EXPO open Ballrooms C-H, Pre-Function Lobby and Porte Cochere	10:00 a.m. – 4:00 p.m.
Wednesday, April 26, 2023	Networking reception Oceanside Lobby and Outside Areas (Weather Permitting)	5:15 – 6:30 p.m.
Thursday, April 27, 2023	Exhibitor booth breakdown Ballrooms C-H, Pre-Function Lobby and Porte Cochere	7:00 a.m. – 12:00 p.m.
Thursday, April 27, 2023	PRX break down	7:00 a.m. – 11:59 p.m.

2023 EXHIBITOR SESSION DESCRIPTIONS

Catch the Wave and Get on Board!

Focus: Suppliers **Presented:** Series one

Presented by: Travis Horsley, Alex Irby, Kiaja Williams, Gerald Schaefer, Dr. Carl Hall, Tamar Semple-Forbes and Donnie Treadway

This session is specifically designed for incumbent suppliers holding statewide contracts with SPD. Improved onboarding of our statewide contract suppliers is critical to improving and building a successful relationship with the state. Come see what we've streamlined, including our administrative fee payment guidelines and the supplier portal. Don't get wiped out. . . Let's line up, take off, pop up, hang ten, and catch the wave of changes together.

Don't Sink, Swim! Using Useful Data for Leads Generation

Focus: Suppliers **Presented:** Series three

Presented by: Travis Horsley

This presentation will equip you with useful resources to develop sales leads to doing business with various levels of government within the state of Georgia.

Financing Alternatives for Small Business

Focus: Small and Diverse Businesses **Presented:** Series two

Presented by: Carolina Ramon and Howard Dent

This session discusses traditional and non-traditional options on how to finance a start-up or growing business. Presenters will explain the business credit analysis process and different financing options. Finance options include bank loans, Small Business Administration guaranteed loans, microloans, and non-bank lenders. This session will also cover the myths and realities of grant funding and how to pick the right financing options.

Georgia's New Small Business and Supplier Diversity Initiative

Focus: Suppliers **Presented:** Series one

Presented by: Julian Bailey and Crystal Brown

Join this session to learn more about the state's new initiative for small and diverse businesses and recommendations being made to make the state's procurement process easier to access. Understand how to connect with state entities' small business liaisons, collaborate with key small business development partners, access training targeted to small businesses and more! Plus, learn about the benefits of the state's Business Certification Program.

The State of Small Business

Focus: Small and Diverse Businesses, Suppliers **Presented:** Series three

Presented by: Allen Fox

Georgia is ranked the #1 state for business! Join this session to learn about informational resources for all small businesses, from the Georgia Department of Economic Development.

Hidden Gems

Focus: Suppliers **Presented:** Series two

Presented by: Julian Bailey, Lanique Bradley and Joel Wilcox

Join us for tips and tricks from the subject matter experts for the state's procurement process.

This session will focus on your Team Georgia Marketplace™ profile, things to remember when bidding in Team Georgia Marketplace™ and information and/or bid documents you should pay attention to when reviewing the solicitation.

Statewide Contract Pipeline and Future Opportunities

Focus: Suppliers **Presented:** Series four

Presented by: Clarence Ingram, Tetchjan Simpson, Rick Beal and Jim Barnaby

This supplier focused session reviews upcoming statewide contract solicitations. Attendees will learn about goods, services and technology categories that are likely to be sourced in the next 12 to 24 months. This session will also cover tips on responding and putting your best foot forward to secure a statewide contract.