



MAY
1-2
2012

Leading ^{the} WAY TO Procurement Efficiencies

WORCESTER, MASSACHUSETTS

JOIN US

Massachusetts Buys! Each year public purchasers spend millions of dollars on goods and services on Statewide Contracts that ensure best value, provide customer satisfaction, and support the socioeconomic and environmental goals of the Commonwealth. Join us May 1-2, 2012 at the DCU Center in Worcester, Massachusetts for the MASSbuys Expo. MASSbuys is largest Business to Government (B2G) event in the Commonwealth designed exclusively for Statewide Contractors and Commonwealth public purchasing decision-makers.

This annual event provides exhibitors the opportunity to showcase their products and services available on Statewide Contracts to Commonwealth purchasing decision-makers; to meet one-on-one with OSD Strategic Sourcing Leads; to attend a dynamic workshop on "The Future of eProcurement"; to build brand awareness; and to save hours of selling time. Connect, collaborate, and communicate with Commonwealth purchasing officials at MASSbuys.

WHY EXHIBIT

Exhibiting provides the highest level of visibility and exposure to public purchasing decision-makers. MASSbuys is a great way to meet your existing clients, to build new relationships and partnerships and to meet OSD Strategic Sourcing Services Leads (SSSLs). To further enhance your company exposure, consider choosing one of the many available sponsorship opportunities.

EXHIBIT FEES

This year we are making available a more diverse selection of exhibitor booths from 6' draped tables to 20'x20' booths, depending on your company's needs. As a Statewide Contract vendor, you must exhibit in order to attend. Exhibiting space consists of single or multiple carpeted booths. Each standard booth includes: 8' high back drape, 3' side drapes, 9'x10' carpet, 6' draped table, two (2) folding chairs, wastebasket, and a 7"x44" one-line ID sign.

EXPOSITION HIGHLIGHTS:

1 OVER 300+ EXHIBITORS
Display Your Products and Service
Showcase your latest products and services available Statewide Contracts to Commonwealth purchasing decision-makers. Sponsor MASSbuys to increase your exposure at the event and to build brand awareness all year long.

2 SCHEDULE A ONE-ON-ONE
Meet With OSD Strategic Sourcing Leads (SSSLs)
Schedule a 15 minute one-on-one with an OSD SSSL to discuss how your current Statewide Contract ensures best value, provides customer satisfaction and supports the socioeconomic goals of the Commonwealth.

3 CONNECT WITH STATE AGENCIES
Network with Purchasing Decision-Makers
MASSbuys brings together purchasing decision-makers from leading state departments, municipalities, purchasing associations, cities, towns, schools and non-profits.

4 FREE WORKSHOP SESSION
Attend a Dynamic Seminar
Participate in a dynamic workshop on "The Future of eProcurement." Learn how eProcurement will automate the process of Statewide Contract management and save both cost and time.

EVENT AT A GLANCE

TUESDAY, MAY 1st

1:00 PM - 5:00 PM

Exhibitor Set-up (mandatory)

2:00 PM - 2:45 PM

**Exhibitor Training Session
“The Future of eProcurement”**

3:00 PM - 5:30 PM

**“One-on-Ones” with the Sourcing
Leads**

5:30 PM - 7:00 PM

Exhibitor Networking Reception

10:15 AM - 11:30 AM

Workshops

10:30 AM - 11:30 AM

**Massachusetts Association of
Public Purchasing Officials
(MAPPO) Meeting**

12:00 PM - 1:30 PM

Networking Luncheon

1:00 PM - 3:00 PM

**Massachusetts Facilities
Managers Association
(MAFMA) Meeting**

1:30 PM - 3:15 PM

Workshops

2:15 PM - 3:00 PM

Afternoon Refreshments

3:30 PM

Exhibit Hall Closes

WEDNESDAY, MAY 2nd

7:00 AM - 8:00 AM

Exhibit Hall Open to Vendors

7:15 AM - 7:45 PM

**Continental Breakfast for
Vendors**

7:30 AM - 3:30 PM

Attendee Registration

8:00 AM - 9:15 AM

Networking Breakfast

8:00 AM

Exhibit Hall Opens for Attendees

9:00 AM - 9:45 AM

Opening Ceremony

10:00 AM - 3:00 PM

Innovation Station Demos



EXHIBIT FEES

Each booth includes two (2) Name Badges covered by the Booth Registration Fee. Diamond sponsorships include eight (8) Name Badges, and Gold sponsorships include four (4). Additional Name Badges may be purchased for a fee of \$25.00 each.

DEADLINE INFORMATION

- Fees for all booths are due within 30 days from the date of the reservation.
- Booth reservations not paid within 30 days may be released into general inventory, at the discretion of show management for consideration by potential exhibitors.
- In all cases, booth payments must be made in full prior to the show.

**REGISTER ONLINE TODAY:
www.mass.gov/osd/MASBuys**

Booth Space	Pricing
20 X 20	Reserved for Diamond Level Sponsors
10 X 10	\$1,275
8 X 10	\$1,175
5 X 10	\$950