

The Vancouver Island Economic Alliance has secured the official designation of Vancouver Island as a Foreign Trade Zone, allowing the region unparalleled access to the North America, Latin America and Asia-Pacific markets. With its ocean ports it is poised to play a substantial role in Canada's export economy as a preferred location for production and a destination for foreign direct investment.

Who

The **VIEA Business Match** is a partnership between the Vancouver Island Economic Alliance (VIEA) and the Advanced Business Match (ABM). VIEA will use ABM's technology-facilitated business matching event to connect commercial interests on and off the Island to drive economic growth.

ABM will attract a dynamic network of decision makers, representing communities and businesses of all sizes and sectors. Much emphasis will be placed on attracting in- and outbound business interests ready to take advantage of the Island's new Foreign Trade Zone designation.

Anyone interested in creating or leveraging supply and demand chains for domestic or export business will experience significant opportunities to create and nurture revenue-driven partnerships. These can include anything from consulting services to financing, materials and equipment, mergers and acquisitions, joint ventures, etc.

What

Utilizing cutting-edge business matching software built on Vancouver Island, ABM levels the playing field to allow connections to be made efficiently. Companies and communities are pre-qualified and introduced on ABM's online platform to match the needs of your organization with the attributes of another.

The VIEA Business Match coordinates face-to-face meetings to eliminate geographic barriers, condense time, and reduce costs.

Why

The VIEA Business Match is a powerful complement to the annual 'State of the Island' Economic Summit. While the Summit delivers information on broad-based economic trends, the VIEA Business Match provides a hyper-productive forum for specific business deals and partnerships.

How

VIEA and ABM will leverage their vast knowledge of the opportunities and unique characteristics of business development on Vancouver Island to connect decision makers in two ways:

1. Online profiles: Delegates create detailed profiles on the ABM business matching platform. These profiles feature business priorities, projects and partnership opportunities as well as products and services either required or offered.

2. One-on-one pre-scheduled appointments: Delegates meet in a confidential setting through the prepared selection of potential business matches.

With the use of sophisticated technology up to 31 pre-scheduled 20-minute appointments are created prior to the event. These appointments keep conversation focused and efficient towards determining business match outcomes and next steps.

VIEA Business Match Values

Through collaboration, VIEA is committed to offering economic advantages to communities, First Nations, businesses and other key stakeholders on Vancouver Island to improve the economic vitality of the region.

Pursuing this purpose, the VIEA Business Match offers a distinct deal-making environment into which delegates are expected to bring concrete business opportunities in search of partnership, investment, goods and services. The ABM system identifies each delegate's needs and objectives and allows to efficiently select appointments to address these interests.

Every appointment represents a potential opportunity. Delegates agree to respect each other's business interests and commit to active engagement in the business matching process before and during the event. Even when matches are not made, the encounter often produces valuable referrals.

Business Matching Works

The inaugural VIEA Business Match is produced in partnership with Raven Events, the company that owns ABM. With their international business matching technology, they play host to highly successful events across North America.

This influential partnership harnesses the power of the ABM and VIEA networks to introduce a business development event unprecedented in its economic impact.

In 2017, 2 out of 10 delegates left ABM with a concrete deal in place, 7 out of 10 expected to close deals as a direct result of participation, and 99% of attendees established new contacts.

Where and When

Victoria Conference Centre
Lekwungen Territories, Victoria, BC
March 11 - 13, 2019

How to Register

Visit www.viea.ca or advancedbusinessmatch.com, navigate to the VIEA Business Match portal, and click "Register Now." Your registration will form your online business matching profile.

Registration Fees

			Super Early Bird	Early Bird	Regular
Communities	one delegate, one schedule	up to 31 appointments	\$ 750	\$ 950	\$1350
Small Business 50- employees	one delegate, one schedule	up to 31 appointments	\$ 750	\$ 950	\$1350
Medium/Large Business 50+ employees	one delegate, one schedule	up to 31 appointments	\$1750	\$1950	\$2350
	additional delegate	<i>no additional appointments</i>	\$ 350	\$ 350	\$ 350
	booth	<i>no additional appointments</i>	\$ 750	\$ 750	\$ 750
Observers	per delegate	<i>All meals included. No appointments, no booth, no access to the tradeshow floor during appointment sessions.</i>	\$5000	\$5000	\$5000

	Event Date	Super Early Bird until	Early Bird until	Payment Deadline
VIEA Business Match	March 11 to 13, 2019	Dec 11	Jan 11	Feb 11

Our fee structure of Super Early Bird, Early Bird and Regular is designed to ensure that the VIEA Business Match is a 2.5-day hyper-productive experience. **We know that the event’s productivity increases exponentially the more business matching activity occurs early.** We therefore give you a financial incentive to register early. More importantly though, registering early means that you increase your visibility and profile on Vancouver Island. No matter if you represent a community or business, raise awareness for your business goals early and increase the probability of attracting the right partners or customers. Additionally, your early registration allows to recruit more decision makers of specific interest to you. **By registering early, you maximize your results and improve your ROI.**

Questions? Contact Raven Events at 1-604-483-3532 or info@ravenevents.ca.