

Targeted Match Program (TMP)©

The Target Match Program © responds to the primary need expressed by exhibitors at virtually every trade show: Allow the seller of a product or service to have real face-time with potential customers. No other activity contributes as much to closing the business case for making the investment required to attend a trade show.

North American exhibitors will now have the opportunity to meet with potential customers, partners, representatives and distributors at the Berlin International Air Show June 8 – 13, 2010 as part of the three-day International suppliers Center (June 8-10, 2010). Here is how the process works:

1. The supplier completes the Supplier Profile
2. The exhibitor submits the completed profile to IAC
3. Based on your profile, IAC will submit it to appropriate OEMs and the BWB.*
4. You and the OEMs indicating interest will be contacted and meetings will be arranged.
5. IAC will confirm the date, time and location of the meetings.
6. IAC will have a representative at the meeting location to assist you.

It's as simple as that! We do all the work. You get to talk with your customer in a business environment.

All we ask is that your representative be identified as early as possible and that we be able to contact that individual by phone and e-mail prior to ILA 2010.

We also ask that you provide us with your representative's international cell phone number. Finally, we ask that your representative be on time for the meetings and that any unavoidable cancellations be made at least 24 hours in advance.

*** BWB is the German Consolidated Military Procurement Office.**

Ready to complete the profile? [Click here: Supplier Profile](#)

Note: We can't guarantee that OEMs will be interested in meeting with you however we will submit your profile for their consideration.