



# Asian Women in Business

## 2016 Procurement Opportunities Conference for Minority/Women-Owned Business Enterprises

Thursday June 16, 2016 | 8:30 AM—3:00 PM  
BNY Mellon, 101 Barclay Street, NYC

- Gain the resources and connections to make your business stand out in a competitive market - Attend informative business workshops
- Meet corporate buyers in one-on-one appointments - Network with government officials and small business owners

**Featured Speakers:** Michael Owh, Director of the Major's Office of Contract Services and The Honorable Gale Brewer, Manhattan Borough President

### CONFERENCE HIGHLIGHTS

#### Extensive Exhibition Area

#### Workshops:

##### Doing Business with Corporate America

A panel of corporate experts share best practices to close the deal

##### Marketing to the Government

Government and regional representatives discuss secret to landing those coveted contracts

##### Selling made Simple: Refining your Sales Technique

Improve your sales techniques and learn how to be strategic about finding clients, network with a purpose, close the deal, and grow your customer base. Maximize the time you spend at the conference with what you learn at this workshop and start making all your meetings and engagements more productive.

##### How MWBEs can become involved in the Affordable Housing Mandate

Be a part of Mayor de Blasio's newest initiative while making New York City more diverse. Learn about affordable housing opportunities (development, construction, other) and resources available to MWBEs to assist them in competing for these opportunities.

**Wellness Lounge:** Relax in between conference events at our on-site retreat with a variety of complimentary services ranging from manicures and massages to meditation and acupressure, using natural, eco-friendly products! Reduce your stress while sipping some healthy refreshments and for more luxury, give your hands a treat with natural products.

### CORPORATIONS AND GOVERNMENT AGENCIES

The following is a *partial* list. For the latest, visit: [www.awib.org/procurement](http://www.awib.org/procurement)

**Corporations** — BNY Mellon; CBS Corporation; Citigroup Inc.; Columbia University; Enterprise Holdings; Goldman Sachs & Co.; IBM; Jacob Javits Center; Major League Baseball; Morgan Stanley; New York University; New York Yankees; Pitney Bowes; Pricewaterhouse Coopers and more.

**Government Agencies** — CUNY; Office of NYC Comptroller; NYC Citywide Administrative Services; NYC Fire Department; NYC Department of Parks & Recreation; NYC Department of Sanitation; NYC Small Business Services; NYC Economic Development Corporation; NYC Police Department; NYC Department of Transportation; NYS Empire State Development; NYS Office of General Services; SUNY; US Department of Education; US Department of Defense; US Department of Labor; US General Services Administration; US Small Business Administration and more.

**Regional Authorities** — Battery Park City Authority; Dormitory Authority State of New York; Metropolitan Transportation Authority; NYC Housing Authority; NY Power Authority; NYC School Construction Authority; The Port Authority of NY & NJ and more.

**Attending the Conference is FREE but an RSVP is required.**

**More info & RSVP :** [www.awib.org/procurement](http://www.awib.org/procurement)

**Pre-qualification Forms should be submitted for one-on-one matchmaking by June 1, 2016.**