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# THE SBID 20:20 MEET THE BUYER EVENT 2018

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A unique opportunity for  
manufacturers and  
product suppliers to  
meet world-class interior  
designers, architects  
and specifiers of high-  
end and premium  
budget projects!

## EXTEND YOUR DATABASE OF QUALITY BUYERS.

This annual one-day business networking event provides an energetic, lucrative business environment carefully tailored to create, encourage and facilitate relationships between suppliers and buyers. Buyers represent a variety of sectors including: Hospitality; Public Space; Healthcare; Retail; Restaurants; Bars; Office and Residential.

Entrant in SBID International Design Awards 2017 for Residential House under £1M: Andy Martin



## MEET INFLUENTIAL BUYERS FROM AROUND THE WORLD AND INCREASE YOUR SUPPLY CHAIN NETWORK.

Buyers and decision-makers from local, national and international design practices work and travel across the globe in hopes of receiving the SBID's International Design Award. The SBID 20:20 Meet the Buyer event offers a unique opportunity to have face-to-face contact with premier decision-makers enabling you to broaden your network in a relaxed, professional environment. Present your product-range to a focussed trade-only audience of ratified buyers at this one-day event and create a target-specific presentation in luxurious surroundings at the world's leading hotel, The Dorchester, Park Lane. The 20:20 Meet the Buyer event is for trade only industry suppliers\* it is a door opener to potential new buyers and provides an opportunity to host a meeting with highly sought-after big budget companies.



## BUILD VALUABLE QUALITY AND TIME -SAVING LEADS!

This intimate product introduction presents industry suppliers with the opportunity to:

- Showcase products - Each supplier will have a meeting table and company branding with a dedicated hostess to facilitate additional ad-hoc meetings allowing you to demonstrate the quality of your products.
- Network - with a host of key buyers throughout the day.
- Save time and money - build new supply chains in a single day with face to face meetings providing opportunities to follow up with interested new leads.
- Request six pre-qualified meetings with targeted buyers one week ahead of the day.
- Hold ad-hoc meetings throughout the day with attendees who have shown interest in your product.
- Save wasted time on cold-calling.
- Receive a profile of your chosen buyer prior to the meeting along with their contact details allowing you to come prepared with your targeted product offering.
- Learn about future projects in the pipeline before they go to tender and secure your position as a potential supplier.
- Learn how to enhance business conduct in a global digital marketplace.

As well as key networking opportunities, the event will host a series of business seminars and talks from industry experts complementing the highly-esteemed SBID Awards and CPD programme.

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# BOOKINGS OPEN FROM JANUARY 2018

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THIS EVENT ONLY  
HAS LIMITED  
AVAILABILITY AND  
IS EXPECTED TO  
SELL OUT FAST

\*An industry supplier is a manufacturer/product supplier to the interior design industry in all relevant sectors such as lighting, stone, bathroom and furniture. To meet the Buyer you can be established anywhere in the world, you can manufacture anywhere in the world and you can live anywhere in the world. All business is conducted under British Law. Only suppliers who meet the SBID code of conduct and standards of CSR are applicable.

## ATTENDING 20:20 MEET THE BUYER 2018



**Date:**  
Wednesday 24th October 2018

**Time:**  
9am – 5pm


**Venue:**  
The Dorchester hotel,  
Park Lane, London

Lunch and refreshments are served throughout the day.

To get involved simply register your interest with the team at [admin@sbid.org](mailto:admin@sbid.org)



# FEEDBACK FROM 20:20 MEET THE BUYER 2017

A collage of three photographs showing attendees at the event. The left photo shows a man in a suit talking to a woman. The middle photo shows a woman with curly hair looking towards the right. The right photo shows two men in suits talking, one holding a folder.

“The SBID 20:20 - an enjoyable and well managed event, bringing products and designers together under the most elegant roof, The Dorchester!”

- GUY STANTON, Managing Director at NORA FLOORING

“The SBID 20:20 event was a surprisingly exceptional experience for me as a first time attendee. The event showcased a great mix of A&D products and services that encompassed a wide range of budgets and applications from corporate, to hospitality, to residential. As I tend to not see silos in these areas of design thinking, I look for cross application opportunities in our specifications with my design teams whenever possible and appropriate, to help target our solutions and ultimately our projects success.

I found 20:20 to also be an extremely beneficial immersion experience that quickly exposes the designer to a multitude of some of the latest in products and inspiration out there in just one day. These opportunities keep all of us learning which is important regardless of our positions and level of experience in the industry. I look forward to this event expanding both in participating companies and with that, design practitioners in the coming years.”

- TOM MARQUARDT, Director of Interiors at HOK

“The SBID 20:20 Networking event at the Dorchester Hotel was a great opportunity to meet new contacts. They succeeded in bringing together top design companies from all over the world, opening up new possibilities for everyone. The chance to sit with such a high calibre of decision makers enabled us to forge the right relationships with the right people. It was the perfect way to enhance the Dröm UK brand and we look forward to next year!”

- KICKI CARLSSON, CEO at DRÖM UK LTD