

IMEC Presents: Supplier Matchmaking

Connecting Manufacturers with OEM Sourcing Needs

IMEC's Supplier Matchmaking program is a targeted, one-on-one networking opportunity designed exclusively for the manufacturing sector. Participating OEMs submit real-time sourcing needs in advance, and IMEC curates personalized meeting schedules to connect them with qualified manufacturers and suppliers whose capabilities align.

Whether you're looking to expand your customer base or strengthen your supply chain, this is your chance to make meaningful business connections—driven by actual demand.

- ✓ **OEM-driven connections**
- ✓ **Exclusively for manufacturers**
- ✓ **Pre-scheduled, private 1:1 meetings**

IMEC Matchmaking – Frequently Asked Questions

Q: What is Matchmaking?

A: Matchmaking is a curated networking opportunity designed to connect manufacturers and suppliers based on real-time sourcing needs from OEMs (Original Equipment Manufacturers). These pre-scheduled, one-on-one meetings are tailored to help build meaningful connections that strengthen the manufacturing supply chain.

Q: Who is eligible to participate?

A: IMEC Matchmaking is exclusively for companies in the manufacturing sector. Participation is limited to OEMs with active sourcing needs and manufacturers or suppliers that meet those criteria. Non-manufacturing organizations and general service providers are not eligible.

Q: How does the matchmaking process work?

A: OEMs submit specific sourcing needs in advance. Manufacturers complete a capability profile during registration. We use this information to identify alignment and schedule one-on-one meetings based on what OEMs are actively seeking.

Q: How long are the meetings?

A: Each matchmaking meeting lasts approximately 15 minutes, allowing participants to introduce capabilities, explore fit, and determine next steps.

Q: How many meetings will I receive?

A: The number of meetings depends on how closely your capabilities align with OEM sourcing needs.

Q: Is there a cost to participate?

A: Matchmaking is included as part of your event registration for qualified manufacturers and suppliers. No additional fee is required.

Q: When will I receive my schedule?

A: Final matchmaking schedules will be shared a few days before the event. You'll receive meeting times, company names, and contact information for each match

Q: Can I request specific OEM matches?

A: You can indicate preferred OEMs on your intake form; however, matches are ultimately determined by the OEMs themselves based on their current sourcing needs. While we will share your interest with them, we cannot guarantee meetings with any specific company.

Q: How can I prepare for IMEC Matchmaking?

A: To make the most of your meetings, we recommend the following:

- **Bring plenty of business cards** – IMEC does not share OEM contact info after the event, so be sure to exchange information during each meeting.
- **Know your capabilities** – Be ready to clearly and briefly explain what your company does, what sets you apart, and what industries or certifications you serve.
- **Tailor your pitch** – If you're matched with specific OEMs, do a little research beforehand so you can speak to their potential needs.
- **Prepare a one-pager or capabilities sheet** – A simple leave-behind helps OEMs remember you and your value proposition.
- **Arrive early and stay engaged** – Meetings are short (15–20 minutes), so professionalism and punctuality matter.
- **Have questions ready** – Treat the meeting as a two-way conversation. Ask about their sourcing goals, pain points, or next steps.