

The SME Invest **Conference, 5 – 7 March 2013, in Dubai (UAE)** International convention and exhibition centre.

Conference

The Dubai World Trade Centre in collaboration with Mohammed Bin Rashid Establishment for SME Development, an agency under the Department of Economic Development, Government of Dubai is proud to launch the first regional SME Invest Conference, with focus on ‘policy-making and strategy’ on day one and ‘procurement and capability development of small-medium enterprises’ on day two. The SME Invest Conference will attract Government policy-makers, senior procurement specialists from both the public and private sectors including CFOs, CPOs, financiers, consultants, heads of procurement, contracts, purchasing, supply chain and risk management, as well as SME stakeholders and owners, to review and understand the opportunities and processes for investing in, and procuring from, the burgeoning SME market within the UAE. Download the conference agenda now to find out more.

Aimed primarily at procurement specialists and those with decision-making authority in the purchasing process, the Conference will provide thought leadership and input on strategic decision making for companies considering SMEs as suppliers as part of the Government Procurement Programme or as part of their strategy to develop business relationships with the SME sector.

The conference will provide a platform to learn about the SME lifecycle and government-backed programmes, financial arrangements, as well as the evolving role of the procurement network. Also included will be a review of best practices, strategic sourcing and the advantages of using SME vendors. Discover how to identify SME providers who are best placed to meet your procurement needs, facilitating the link between CPOs and the local SME

marketplace.

Download the conference agenda now to find out more.

The two day agenda focuses on 4 key topical themes that are crucial in the procurement decision-making:

- SME Procurement Policy
- Development – Support

mechanisms, incentives, industry policies, procurement set asides, etc.

- Financial Ecosystem – Debt to equity, secondary SME IPO markets, bank guarantee for procurement processes, role of government and key stakeholders, SME financial governance, how can SMEs enhance their bankability and investment potential?

- SME Procurement Capability Development –

How SMEs can grow competitively, innovation development, leveraging on IP development and how procurements heads review these capabilities? , how important is professionalism to procurement specialists?

- Procurement Internationalisation – Analysing

products/services for
global sourcing and
distribution, global supply
chain management, risk
management and SME
barriers, trade laws

Who should attend?

- Policy-makers,
government officials
- Senior
representatives
from government
agencies and SME
associations
- CFOs, CTOs,

CIOs

- CPOs

- Economists

- Financial

institutions

- Consultants –

Finance,

Management,

Legal, SME, Business

- Departmental
Heads -
Procurement,
Contracts,
Purchase,

Supply Chain,
Risk

Management

•SME

stakeholders

and owners