



**Event Description**  
**Md. Washington Minority Contractors' Association Presents**  
**The Minority and Women-Owned Business Expo and Round Table**  
**Symposium of 2011**

**MWMCA** is the leading source in bringing together small, minority and women-owned businesses with prime businesses to forge relationships that will result in a win-win or formula for increasing business for all.

**The minority business expo will showcase:**

Ninety-five (95) Companies that will exhibit throughout the entire event and greet small and minority owned businesses who shall seek information on how to do business with their prospective companies. [See Participating Exhibitors.](#) MWMCA's line up of exhibitors so far include private corporations, government authorities in Virginia, Maryland and the District of Columbia, as well as leading small, minority and women-owned businesses. There is a long list of inclusive showcase exhibitors who have agreed to share their opportunities with you and the list continues to grow. These companies are all committed to diversity inclusion at the highest leadership level and want to identify businesses that they can do business with.

**The symposium workshops will provide:**

Four (4) panels of experts from the energy, transportation, and health care industries along with women leaders who will provide first hand information to minority and woman-owned businesses on how to do business with their perspective industries. In addition address what is important right now in one of the most challenging economic environments that have ever been realized by most participants. The experts will provide information on upcoming contractual opportunities, the ins and outs of doing business, and how to direct or redirect vision within your company to meet the needs of our ever changing business environment. These industries while embracing diversity inclusion will be looking for just a few good companies that can step out of the box and meet their

demanding changes. [See the panel discussion topics and experts that will provide valuable information.](#)

**One-To-One Introduction Meeting at three (3) time periods which will occur that will give minority and women-owned businesses an opportunity to:**

Meet one to one and with private companies, government agencies and prime contractors who will meet to discuss the small business owners company privately for five (5) minutes. Each meeting opens up endless business opportunities by providing small business owners with one-to-one exposure to potential procurement officials/buyers. **No contracts are guaranteed on the day of meeting.** All small business owners must be on time for the meeting or may be replaced with another company. [See participating One to One Introduction Meeting Companies and schedule your one to one introduction meeting today.](#)

**During the One-to-One Introduction Meeting the small business owner/representative will:**

- Introduce themselves/company
- Explain what their company does
- Highlight services and/or products
- Provide a Capability Statement or Line Card (optional but suggested)

And find out what services/and/or products that can be provided to various entities. [See Tips and FAQs for One to One Introduction Meetings and how to get prepared.](#)