

59.85	42%	36%	Interhome	42	+	1/2	+999	103	A	42%	42	69.01	8%	7%	Market	Facts	7%
37.53	2%	1/8	InterimSystem	1 1/2	+	1/2	+	1/2	+	1/2	+	180.53	18%	14 1/2	Marsh	-	14 1/2

Business Opportunities

Business Matchmaking: Giving Small Businesses Unique Opportunities

(NAPSA)—A new program is giving small businesses the opportunity to make big deals—potentially worth billions of dollars.

The national Business Matchmaking Program, developed as a joint effort of the U.S. Small Business Administration (SBA) and the U.S. Chamber of Commerce, and sponsored by Hewlett-Packard (HP), features two-day regional events in 15 cities around the country.

Before the events, small business owners and buyers complete online profiles to provide information on what each has to offer. Based on the profiles, the matchmaking system will create the best possible matches and set appointments.

“The Business Matchmaking Program offers great potential for millions of people and thousands of businesses in the U.S., especially when you consider federal agencies spend \$200 billion a year for products and services—and 23 percent of that total—or \$46 billion—must go to small businesses,” said SBA Administrator Hector V. Barreto. “With that kind of economic potential, these matchmaking events give small businesses an opportunity to gen-



A new matchmaking program is helping small businesses land government contracts.

erate significant sources of new revenue from government agencies and private companies.”

In addition to the preset appointments, the matchmaking events will provide small businesses valuable insight on financing options, access to technology resources and educational seminars on a variety of relevant topics, such as contracting with the federal government, access to capital, international trades, business planning and marketing. Government agencies and private companies will also set up exhibits to provide additional information.

“This program represents a one-of-a-kind opportunity for small

businesses to get in front of legitimate buyers with legitimate buying needs,” said Thomas J. Donohue, president and CEO of the U.S. Chamber of Commerce. “Our goal is clear: to use this program to provide a new economic impetus that many small businesses are looking for to grow their business—with that, in turn, playing a key role in growing the U.S. economy.”

“With small businesses employing nearly 56 million people and accounting for more than two-thirds of all new jobs, the matchmaking initiative represents one of the most important and real economic programs of 2003,” said Duane Zitzner, executive vice president, HP Personal Systems Group. “We believe this program will provide small businesses with a major source of new revenue, and that it will further support the small business owner’s unique ability to continually innovate and improve productivity.”

To learn more about upcoming Business Matchmaking Program events, and to register for upcoming events, visit the SBA Web site at www.sba.gov/gc or the U.S. Chamber of Commerce’s Web site at www.uschamber.com/events/matchmaking/default.html.