

Frequently Asked Questions

What is the Government Procurement Expo?

The GPE is an exclusive venue for small businesses to meet with a variety of U.S. and Pennsylvania Government agency buyers. In addition to the generic open forum, businesses' goods and services are pre-matched to agency buying needs for scheduled one-on-one meetings. Over 100 agencies and military installations are invited. Plus, learn what assistance is available to help you pursue government business.

How do the one-on-one meetings work?

Agency representatives and small businesses are matched for face-to-face appointments by the information that is provided by both parties prior to the event. As part of the registration process agency representatives are to provide information on the goods and services their agency is in the need of procuring; in turn the small businesses are to provide information on the capabilities of their business and the goods and services they provide. Once all the information is collected members of the JARI PTAC staff set-up the one-on-one meetings where small businesses capabilities match the needs of specific agencies. Providing accurate and complete information that is requested once registered for the GPE is crucial in ensuring successful matches.

How do you match agencies with small businesses?

Both agencies and small businesses are asked to provide North American Industry Classification Codes (NAICs) and keywords to describe the purchasing needs of the agencies and the capabilities of the small businesses. Based upon the information that is provided by both parties one-on-one meetings are set where there is a match on the information provided.

How long are the one-on-one meetings?

Meetings are 15 minutes in length and will begin at 9:30 AM and last until 1:00 PM. There will be times when some agencies will not have scheduled meetings and be available for ad hoc discussions; these open session times will be denoted by signs indicating that the agency representative is "Available".

How many appointments will I receive?

The number of meetings a small business receives will be based on how well your business matches up to the product and/or service needs of the participating agencies