



MEET THE U.S. BUYERS
online event

27th of June, 2023 at 16.00 (CEST) / 10 a.m. (EDT)

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The event is part of the **GO INTERNATIONAL IN USA PATH** offered by the EU-funded "S-ACCESS" project, supporting European SMEs to participate in Public Tenders outside EU.

The "Meet the Buyers" online event will help the participating companies listen directly from Buyers their tender planning, their market needs, the tender requirements and conditions they use, etc. to improve the companies readiness for applying.

This event represents the next step of the GO INTERNATIONAL IN USA PATH foreseen to accompany the Small and Medium Enterprises alongside their discovering of Public Procurement in the USA, followed U.S. mission in October (1-13) with visits to "**Railway Interchange**" and "**APTA EXPO**" exhibitions, meetings with Public Procurers and Private Procurers, B2B meetings with local Supply Chain companies, follow-ups and other activities.

This event is scheduled to take place online on the 27th of June, 2023 at 16.00 CEST (10 a.m. EDT)

Draft Agenda “MEET THE U.S. BUYERS” online event

Introduction to the S-ACCESS Project and “MEET THE BUYERS” webinar

Presentation of current and future Railway Projects, Public and Private bids and other business opportunities by U.S. Buyers:

1. Metroplan Orlando (<https://metroplanorlando.org/>) – Orlando, Florida

Gary Huttman – Executive Director

2. Pittsburgh Regional Transit (<https://www.rideprt.org/>) - Pittsburgh, Pennsylvania

Kunkle, Michael J. - Manager of Railcar Programs

Ward, Jerimaine - Assistant Director, Procurement Department

Jennings, Burt – Chief Safety Officer

3. CSX (<https://www.csx.com/>) – Indianapolis, Indiana - tbc

Adam Hess - CSX Senior Regional Business Development Manager

4. South Shore Line (Northern Indiana Commuter Transportation District -NICTD) (<https://mysouthshoreline.com/>) - Chesterton , Indiana

Tony Siegmund – Purchasing Manager

5. The Ohio Rail Development Commission (ORDC) – Youngstown, Ohio- tbc

Presentation of assistance on how prepare bids, navigate requirements, win federal, state, and local government contracts:

6. Ohio APEX Accelerator at YSU (<https://apex-ysu.org/>)– Youngstown, Ohio

Rich Delisio – Director

Mousa Kassis – Director of Ohio SBDC Export Assistance Network

Q&A session

Conclusions and information about next steps of GO INTERNATIONAL PATH for USA market