



General Show Information

Name: MANTS.com On-Line Business Hub

Where buying companies come to **SEARCH • SHOP • LEARN • CONNECT • BUY**

Show Dates: January 6 - 8, 2021

Location: www.mants.com

Show Hours: Due to the show being on-line and the variation in our exhibitors' respective time zones, the hours listed below are suggested and will vary from company to company.

Wednesday, January 6th	8:00 am - 8:00pm EST
Thursday, January 7th	8:00am - 8:00pm EST
Friday, January 8th	8:00am - 8:00pm EST

Exhibitor Profile Design: Wednesday, September 30th – Friday, October 30th

Exhibitor profiles may be edited anytime and as much and as often as needed. The MANTS.com Business Hub will go active for viewing on November 1, so exhibitors are encouraged to have, at a minimum, their descriptions and product matching criteria completed (*see additional details below*).

Exhibitor Profiles Explained

Enclosed is our Premium Digital Packages for Exhibitors spec sheet, which outlines everything that is included with each of our Profile Categories (Basic, Premium, Elite, and Ultimate).

Every exhibiting company receives a Basic Profile package for participating and has the option of upgrading their company's profile if they wish.

Exhibiting companies will: complete their company description, upload their logo, list their product categories, and upload press releases, show specials, product pictures, and videos. The profile has a scheduling system whereby attendees may request, or exhibitors may invite customers to meet at a designated time during the MANTS show dates, January 6 – 8. Exhibitors may customize the dates, time of day, and length of time that they are available to meet with customers.

Exhibitors are encouraged to add a link to the web-based meeting platform of their choice (Zoom, Go To Meeting, Skype, WebEx ...etc.) to their profile, so that they may host customers one-on-one, in small groups, or hold larger gatherings during the show dates.

The Business Hub has an intelligent product matching algorithm which allows exhibitors and buying companies to be matched based on 150 pre-determined product and service categories. When completing their respective profiles, exhibiting companies and individual attendees will indicate which products or services they offer and are looking for. Using this criteria, exhibitors and attendees are "matched" based on areas of compatible interest. Exhibitors may reach out to their "matched" companies and attending companies may use the appointment scheduling and e-mail contact features to request information and set appointments to reach exhibitors directly.

Appointments and E-Mails

Each of the Profile Categories (Basic, Premium, Elite, and Ultimate) includes a set number of **Connect E-Mails** and **Connect Appointments**. Exhibitors may use the e-mails to reach out to those buying companies with whom they have been matched or have an interest in connecting. Both exhibitor and buyer e-mail addresses are protected from view and not revealed, until one or the other replies to an e-mail sent or received. Likewise, they may use the appointments to invite current and potential customers to schedule a time to meet during the show dates. This is where having a web-based meeting platform is ideal, because it gives exhibitors and buyers the ability to meet face-to-face.

Each individually registered attendee also receives **50 Connect E-Mails and 30 Connect Appointments**. Exhibiting companies may purchase, any time before January 8, additional e-mails and appointments should they exceed their profile allotment.

Sponsorship and Buyer's Guide Advertising

For companies looking to further increase their visibility, MANTS has a robust [sponsorship program](#) available with a wide range of benefits built to reward those who go the extra mile and elevate their company's presence in the MANTS.com Business Hub.

MANTS will print 4,000 copies of our annual [Buyer's Guide](#) and make it available digitally as well. Space will be limited, so ads will be allotted first to 2021 sponsors and those companies renewing the premium and prime ad spaces they had in the 2020 guide. The balance of the ad space will be assigned on a first-come, first-served basis. We have added an option for exhibitors who wish to run their ad in the digital version only if we run out of space in the print version.

Business Hub Participation Policy – What You Need to Know

By submitting a contract and subsequently paying the invoice to exhibit in the MANTS.com Business Hub, exhibiting companies and their representatives agree to participate by, at a minimum, completing their company descriptions and product matching criteria. This policy was established to encourage companies to make their products, services, and equipment available to buying companies looking to replenish inventory, upgrade equipment and restock shelves. For companies, who do not do the bare minimum as outlined above by October 30, 2020, your profile will be removed from the Business Hub until completed. Please know that we appreciate your cooperation in complying with this policy.

Contacting MANTS

The MANTS show staff is here to assist you and help make this process as easy as possible. This is a learning process for all of us, but rest assured, we are committed to doing our best for our exhibiting and buying companies alike. If you have any questions or need assistance, please e-mail info@mants.com or call the office at 410-296-6959.