

MCAA

Converge

November 14 - 16, 2022

Globe Life Field, Home of the Texas Rangers
Arlington, TX

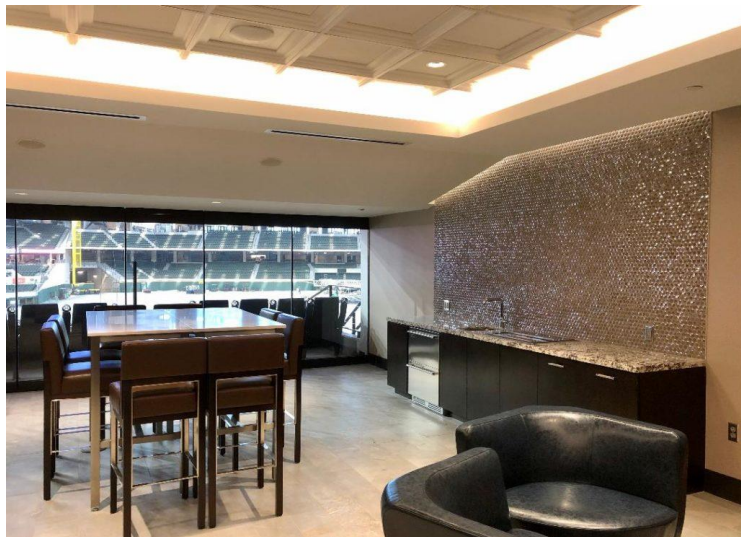


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The MCAA Converge is a unique and intimate event that offers customized executive-to-executive meetings tailored to meet the specific needs of your company.

Our approach brings together top decision-makers engaging in strategic and innovation based topics.



MCAA Converge Meetings Venue

Globe Life Field Hospitality Suites

Home of the Texas Rangers



MCAA Converge Host Hotel

Live! By Loews

Arlington, TX

Monday, November 14th

11:00am- 4:00pm Registration, 1st Floor Live! By Loews Hotel, Overlook Room
5:30pm - 9:00pm Reception & Dinner, Live! By Loews Hotel, Clover Club Lawn

Tuesday, November 15th

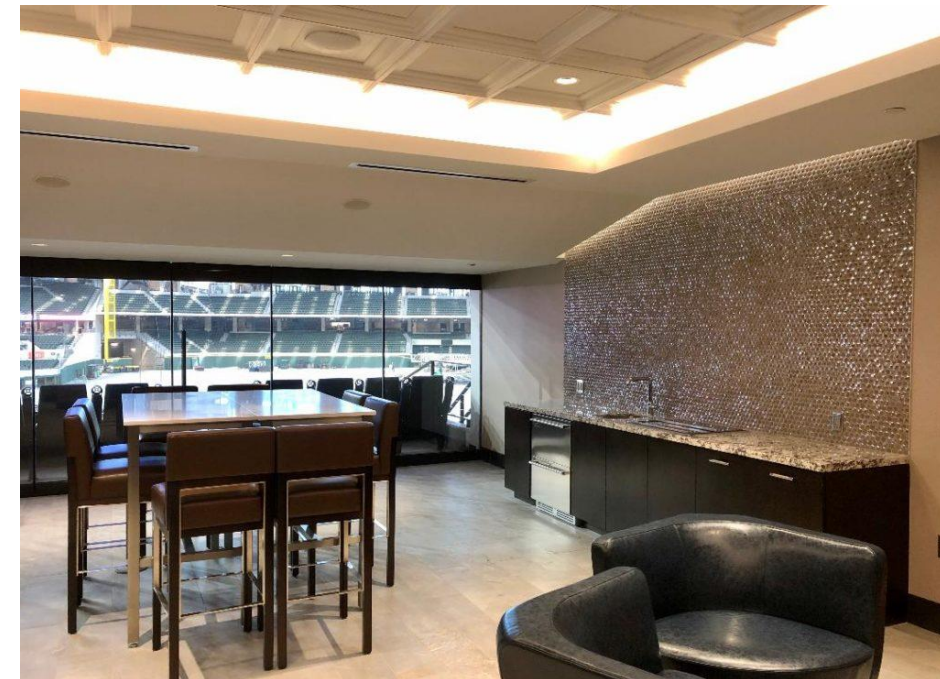
Contractors have access to a hospitality lounge during times they do not have scheduled meetings.

7:00am - 8:00am Breakfast & Opening Remarks, Globe Life Field Stadium (2nd Floor Hall of Fame rooms)
8:30am - 9:10am Converge Meeting 1, Assigned hospitality meeting suite
9:25am - 10:05am Converge Meeting 2, Assigned hospitality meeting suite
10:20am - 11:00am Converge Meeting 3, Assigned hospitality meeting suite
11:15am - 11:55am Converge Meeting 4, Assigned hospitality meeting suite
11:55am - 1:15pm Lunch, Hall of Fame rooms
1:15pm - 1:55pm Converge Meeting 5, Assigned hospitality meeting suite
2:10pm- 2:50pm Converge Meeting 6, Assigned hospitality meeting suite
3:05pm - 3:45pm Converge Meeting 7, Assigned hospitality meeting suite
4:00pm - 4:40pm Converge Meeting 8, Assigned hospitality meeting suite
5:30pm - 9:00pm Reception & Dinner*, Live! By Loews Hotel, Clover Club Lawn

****Make sure to pack and wear your favorite sports team jersey or logoed attire.***

Wednesday, November 16th

7:00am - 8:00am Breakfast & Opening Remarks, Globe Life Field Stadium, (2nd Floor Hall of Fame rooms)
8:30am - 9:10am Converge Meeting 9, Assigned hospitality meeting suite
9:25am - 10:05am Converge Meeting 10, Assigned hospitality meeting suite
10:20am - 11:00am Converge Meeting 11, Assigned hospitality meeting suite
11:15am - 11:55am Converge Meeting 12, Assigned hospitality meeting suite
11:55am - 1:00pm Lunch (Grab & Go) (Suppliers move out of their meeting suite by 2:00pm)



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General Meeting Notes

- This is not a boondoggle or social event – treat it accordingly
- Meetings are enjoyable but can be intense and exhausting (be prepared for a long day)
 - Avoid late evenings, excessive alcohol and get plenty of rest the night before meetings
 - Network and enjoy evening social events but prepare to get down to business the next day
- Be Prepared for Meetings (40 minutes will go quickly!)
 - Utilize Pre-Meeting Calls to create an agenda of topics to discuss
 - Be respectful of everyone’s time in meetings. Silence cell phones and avoid any distractions during each meeting
 - Time to catch up on calls and emails will be available between sessions.
 - Save a few minutes at the end of each meeting to create an action item or follow-up list.
 - Follow up in the coming months!!!

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Suggested Converge Meeting Topics

- Current Market Conditions & Forecast
- Known Upcoming Significant Projects (Regional and Local)
- Local and Regional Sales Representation
- Immerging Technologies
- Backlog and Current Work Under Contract



Suggested Converge Meeting Topics

(In detail)

- Current Market Conditions & Forecast
 - General Sentiment and Specific Market Trends
 - National, Regional and Local
 - What are Suppliers and Contractors doing to better position themselves in emerging markets?
- Known Upcoming Significant Projects (Regional and Local)
 - Can we help position each other through relationships or other forms of strategy for success?
 - How are significant projects (potentially being performed by others) effecting the market?
- Local and Regional Sales Representation
 - Understanding the Local Political Landscape
 - Are Manufactures and Suppliers being Represented Well?
 - How does M&S Rep Companies Stack-Up to their Competition?
 - Are Equipment and Material Proposals being fairly presented to Contractors?
 - Rep Companies Packaging Capabilities and Strategies
 - Contractor's Local Salesperson – Performance relative to Rep Company's other Salesmen
- Immerging Technologies
 - Do Manufacture & Suppliers have new technologies or innovations that can give Contractors advantages for securing work or assist in maximizing profits on existing projects?
 - Immerging technology trends in various markets
 - Changes in Design Standards or Codes
- Backlog and Current Work Under Contract
 - Do opportunities to help each other exist with specific projects that are under contract?
 - Discuss the key players and contacts responsible for work under contract.

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It has been recommended to the manufacturer / supplier to use your Company Profile to help support their preparation efforts.

* 8. From 1 through 5 (5 being most important and 1 being least), rate each of the following areas of interest:

	5 Most	4	3	2	1 Least
Ai / Machine Learning / Big Data / Analytics	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Asset (capital / fixed) and Fleet optimization and telematics	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Asset optimization (consumables / variable) optimization and telematics	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Development: Strategic partnering with existing customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Development: New Markets / New Customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Consultants / Subject Matter Experts / Professional Service Providers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Culture / Diversity / Organizational development / People	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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Alignment

- Complete your company profile survey.
- Brief preparation conference call with both parties.
- You will be provided company profiles and areas of interest rankings for each supplier you are meeting with.
- 15 - 20 minute call, initiated by the M/SC Member, anywhere up to a month out from Converge, to align on discussion points/topics for the meeting and determine any action items. We will be urging the suppliers that you are meeting with to reach out to you.

Pre- Converge Calls



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What to Expect

How many attendees?

- There is a max of up to 12 meetings. Recommendations for how many meetings to schedule based on the number of attendees you bring:
 - Ideally, you have at least 2 company attendees. Then we recommend scheduling 8 - 10 meetings.
 - If you only can bring 1 company attendee, we recommend 6-8 meetings.
 - If you bring 3 or 4 company attendees, we recommend 10-12 meetings. This allows for someone to sit out on meetings to prevent fatigue.

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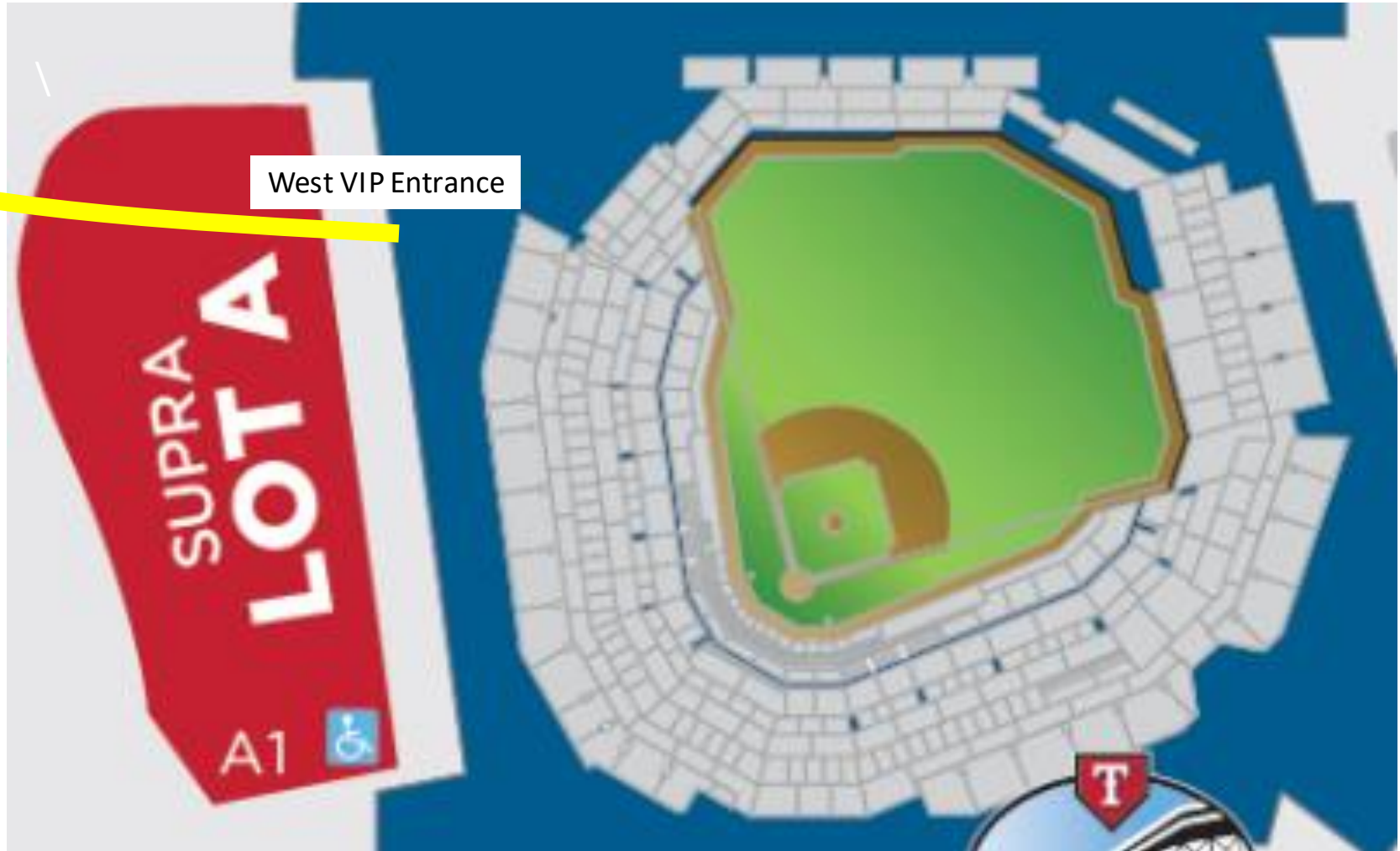
Parting
thoughts

Relationships, communication, strategies and results of this event will build on a year-to-year basis. Don't be discouraged if immediate results are not realized. Trust the process and continue to build on the communication from these sessions.



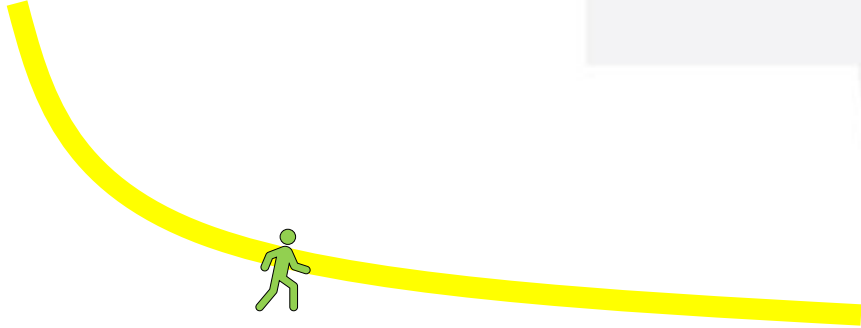


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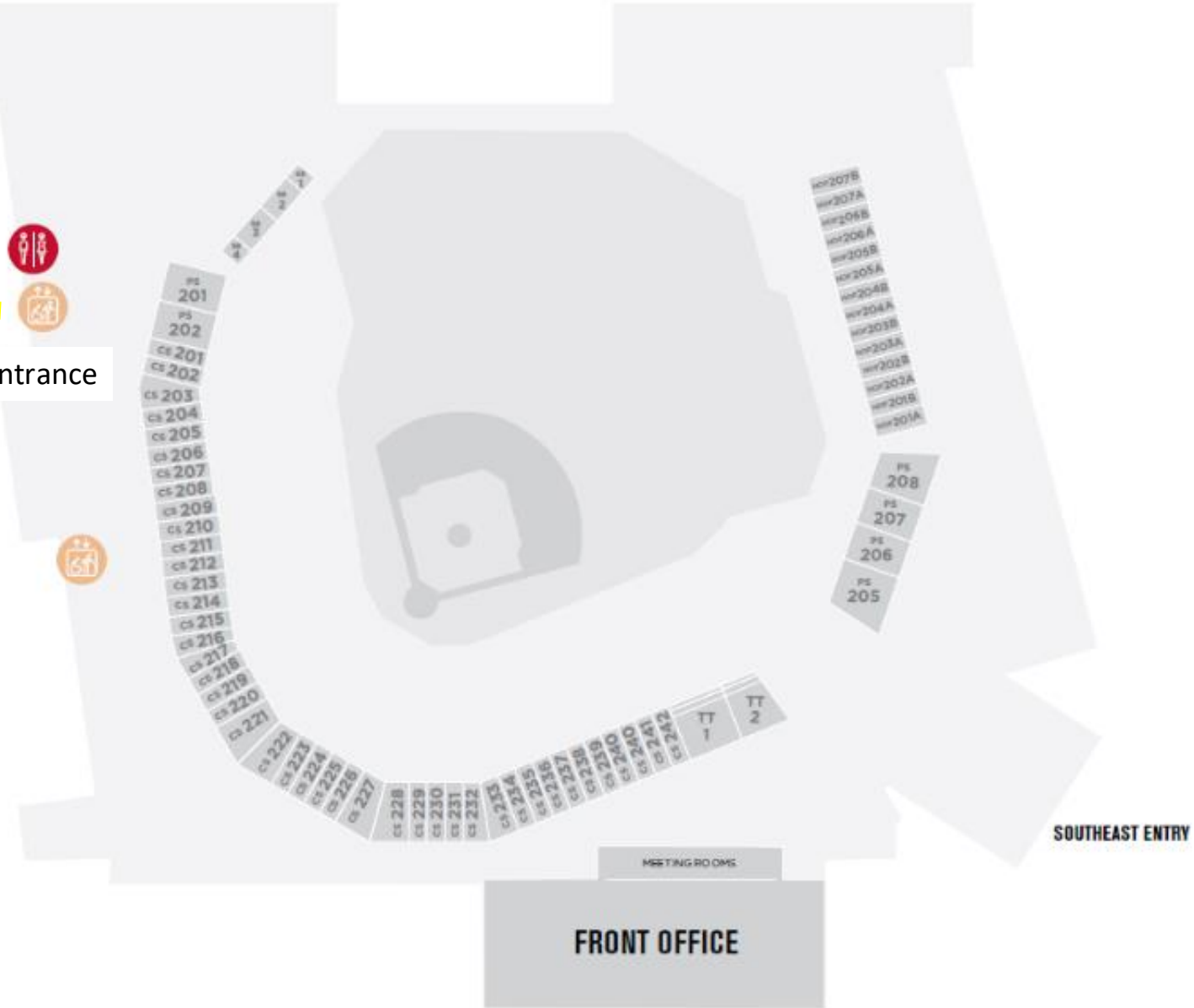




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West VIP Entrance



Any questions?



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785-200-3936

Instantly book a meeting with Tim via this [LINK](#)