

Largest European Computer Trading Gathering Goes to Lisbon, Portugal

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The annual European Broker Meeting (EBM), the largest gathering in Europe for the computer trading industry, will be held for the sixth time this year. The meeting is scheduled for Thursday the 11th and Friday the 12th of November at the Tivoli Conference Hotel & Spa in Lisbon. The meeting is for members of The Broker Site™, Europe's largest business to business (B2B) computer trading exchange. An online platform, The Broker Site™ brings together businesses that specialize in buying and selling of used, refurbished and new computer hardware and software. The event is a networking opportunity where members can get to know each other on a more personal basis while exploring future business and trading opportunities.

The Broker Site™ managing director and EBM organizer, Mario Biemans says that the most important part of the EBM event is the B2B speed dating – where within a timeframe, members get to meet as many new customers and suppliers as possible, and establish new business contacts. This is encouraged because it provides a personal touch to the business - attendees get to connect with potential customers and suppliers at a more personal level.

This year, an estimate of 300 traders from over 30 countries will be representing over 145 companies at the meeting. In the past years successful meetings have been held in Paris, Amsterdam, Barcelona, Rome and Prague.

“Who can afford to miss this year’s EBM? Keeping up to date with the markets, finding new customers and meeting face to face with existing clients. Tom Whiskin, MD, Stock and Asset Management Ltd. 2nd User reseller of System units, Notebooks, Tft’s and IT Spares. Recognises EBM is the place to be.”

Tom Whiskin
MD Stock and Asset Management

“Advanced Digital Dynamics is one of the largest stockists and distributors of refurbished hardware in the UK, to continue our growth we are actively looking to Europe for partners. The EBM provides us with a great opportunity to meet companies from all over the continent and introduce ourselves in a relaxed and productive atmosphere.”

Julie Pickersgill
Operations Manager Advanced Digital Dynamics Ltd.



The European Broker Meeting is a unique opportunity for IT traders to strengthen relationships and find new business while in a leisurely environment. Computer traders are able to meet with their customers and suppliers, and make new business contacts at the same time. The European Broker Meeting also offers the ability for traders to put a face to the company/business that they are already trading with, an important ingredient in building lasting and trustworthy business relationships.

Crucial to The Broker Site™ is granting members the chance to trade with people they trust. By being a member of The Broker Site™, companies are presented with the unique opportunity to trade safely. The Broker Site™ keeps constant track of members' business dealings, and intervenes in cases where problems arise, taking necessary actions that will maintain member trust and confidence. The Broker Site™ maintains a track record of individual companies that can be requested by members. This way, each company involved in the business has ample information about who they are dealing with.

"It's a great opportunity to bind new contacts, and to put a face on contacts you already know – and it's fun!"

Christoffer Sandell
Inrego

"EBM is the one event that no-one should miss if you are dealing with remarketing of IT assets. Relaxed, informal atmosphere leads to best possible results. Be there – do not miss it"

Kim Vaissanen
Managing Director Blancco

TheBrokerSite™

(The Broker Site B.V. www.TheBrokerSite.com)

Founded in 1999 in Breda, the Netherlands, The Broker Site™ acts as an online platform for computer hardware and software trading companies. Now Europe's largest trading exchange, the site acts as a portal for different companies, providing links to customers and suppliers of used, refurbished and new computer hardware/parts.

The Broker Site™ is the organizer of the European Broker Meeting, the largest yearly get-together for the computer trading industry in Europe. Numerous companies send their representatives to meet new contacts, reaffirm their commitment to old contacts, and have a great time while doing business. The meeting is held in a different major European city each year.

The Broker Site™ is a membership only site that has close to 1,000 registered trading companies using the site as their link to various customers and suppliers. New traders can sign up for a trial period during which they can decide if they want to join and can be profiled before being allowed to join. With continuous growth in turn-over and the number of clients over the past 11 years, the site boasts one of the largest databases of clients in the computer trading industry.

Members of The Broker Site™ have embraced the platform because of the personal attention, assistance and service they receive. The simplicity of the site is appealing to clients – they can navigate through various features of the site quickly and easily. The portability aspect of the platform also gives members the advantage of staying connected to their customers and suppliers around the clock.

"ConCord Remarketing GmbH is visiting the European Broker Meeting each year because it is the only time we can meet all our customers and competitors in 2 days!

This saves us a lot of travelling and costs for travelling. The EBM always gives you a clear idea where the Market is going and how colleagues are seeing the future of the remarketing business. The atmosphere is very friendly and funny and you will see many business colleagues behave different than normal which is interesting."

Ruud De Wildt
Owner ConCord Remarketing

"We have attended the EBM since the startup of this event. For our part it is rewarding to attend based upon the opportunity to meet many of both current and potential business partners for both buying and selling. Instead of using a lot of money and time on travelling around the world to have meetings it is great to be able to get much of the same work done in a single two day event. Thereby I absolutely recommend to attend the EBM!"

Kim Jensen
Managing Director Addex Distribution AS

Program
European Broker Meeting
Lisbon 2010

Thursday 11 November

- 14:00-19:00 Reception of the guests
- 19:00-20:00 Welcome Drinks
sponsored by Microsoft
- 20:00-23:00 Gala Dinner at the Hotel

Friday 12 November

- 10:00-12:00 B2B Speed Dating
- 12:00-13:30 Lunch
- 13:30-16:00 One on One meetings
- 16:00-20:00 Leisure Time & Guided Tour
- 20:00-23:00 Dinner at a surprise location

"Every year we can meet our loyal customers and trusted relations in a relaxing atmosphere and on a fine location during the European Broker Meeting created and organized by TBS.

It's always nice to meet and greet people we mainly know by email and phone conversations, In this way we connect our long time relationships more and more and create a base for successful business in the future."

Willian Kroon
Sales Manager Flection Int.

"This will be the fourth EBM we attend. We believe the EBM provides a valuable opportunity to make new contacts and to reaffirm existing relationships. The meeting always provides the right mix of business and social activities, so proves to be both rewarding for our business and enjoyable for our staff."

Damian Rushworth, European Brokerage Manager
CSI Lifecycle Services UK Ltd
A Member of the CSI Leasing World-Wide Group

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