

## RVE Meet the Buyer 2020

### Stage 2 - Application Form - Questions

This year, we have introduced a two-stage process for the Meet the Buyer at RVE 2020.

- Stage 1 – Registration
- Stage 2 – **Application**

#### Unique MTB Reference Number

Following the submission of your Registration Form, you will receive a Unique MTB Reference Number. Please keep this safe as you will need it for your responses to the buyers.

#### Administration Fee

If you are a Rail Forum Member and/or an Exhibitor at RVE, you will receive an email with specific links for your responses for each buyer.

Suppliers who are required to pay the Administration Fee **must** pay the invoice prior to progressing to Application Stage. To expediate this, a credit card payment link will be provided on the invoice.

#### Deadline for submissions

Application forms must be completed by **5pm on 11<sup>th</sup> September 2020**  
There will be no extensions to this date.

#### Completing the Application Form

As with Stage 1, we strongly advise suppliers to prepare their responses to the Application Form offline and have prepared this document to support this.

The following sets out all the **Application Form** questions and supporting commentary.

#### Important!

Please note:

- Please submit only **one** application **per buyer** per company. Liaise with your colleagues to avoid duplicating. In the event of multiple submissions for a buyer, the first application received will be used.
- Each Buyer Application form will clearly indicate the Buyer it is for and will display their logo.
- All fields are mandatory.
- You **can not** save the online form part way through.

When you are ready, use the link in your Application email to complete this form online and submit.

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Stage 2 - Application Form - Questions

| Question   |
|--|
| <p><b>Application form guidance</b></p>  |
| <p><b>Completing this form</b><br/>Take the time to research [BUYER] and match your offer based on this. Please submit only one application for this buyer. Liaise with your colleagues to avoid duplicating. In the event of multiple submissions for a buyer, the first application received will be used.</p> <p><b>Saving this form</b><br/>This form can not be saved. Please prepare offline and complete in one go.</p> <p><b>Incomplete Applications</b><br/>Please note that incomplete applications will not be submitted to the buyer.</p> <p><b>Deadline</b><br/>The deadline to submit this application is 5pm on 11 September 2020. There will be no extensions.</p> |
| <p><b>Enter your Unique MTB Reference number.</b><br/>This was provided with your Registration confirmation and the Application emails.</p>  |
| <p><b>Company Name</b><br/>Please use the company name you registered with.</p>  |
| <p><b>Your full name</b></p>   |
| <p><b>Your email address</b></p>   |
| <p><b>Your contact telephone number (ideally mobile)</b></p>   |
| <p><b>Your qualitative response to [Buyer]</b></p> <p>In no more than 150 words to specify which of your products/services could be of value to this buyer. Highlight your USPs and give appropriate examples of recent references if applicable.</p> <p>Please note that only the first 150 words (including titles etc) will be included as your submission.</p>   |
| <p><b>Thank you</b></p> <p>Thank you for completing this MTB Buyer Application. Your application will be sent to the buyer and you will be notified by 29th October if you have been successful, with details of any meetings you have secured.</p>  |