



Contacts to Contracts - Connecting businesses for growth

In recognition of the significant economic impact of small businesses and to assist its larger corporate members the Columbus Chamber has developed the Contacts to Contracts program to address a key to success for small businesses – market access.

Contacts to Contracts will identify contract opportunities that are available from the region's larger corporations and promote this information to appropriate Chamber members that are small and entrepreneurial growth companies.

This initiative places a strong emphasis on contracts that are currently being sent outside of the Columbus Region. The overall goal will be to help larger companies identify qualified local vendors and bring those dollars back to the Columbus Region.

The Chamber is in the process of developing a database and a strategy for co-hosted vendor/buyer meetings to facilitate matching of available contract opportunities with the appropriate small businesses. Contacts to Contracts will have a special directory section on the redesigned Columbus.org, as well as a stand-alone URL.

As a part of the development process the Chamber is identifying contract opportunities that are currently being contracted with companies outside of the Columbus region that may be suitable for local companies; establish a procurement framework for large companies within the Columbus region to more easily identify potential local small businesses; and promote training for businesses who desire information on completing bidding documents and competing for contracts with Columbus' larger companies.

For more information on Contacts to Contracts or to get involved, contact Michael_gordon@columbus.org.