



GEG Hosts Second SME Business Matching Session

Sep 14, 2016 – Following the success of the first SME Business Matching Session in July, Galaxy Entertainment Group (“GEG”) held the second GEG Local SME Business Matching Session in the Grand Ballroom of the JW Marriott Hotel Macau at Galaxy Macau™ today, attracting over 180 local SMEs to participate.

The session focused on five categories of products and services: property services and technical parts, hospitality products, professional services, information and technology, representing over MOP\$4 billion business opportunities. During the session, procurement management along with key business representatives met with local vendors in one-on-one meetings in which the SMEs’ products and services were showcased. SME representative Mr. Antonio Tam thanked GEG for organizing the session and said that it had provided a valuable opportunity for SMEs to learn about GEG’s procurement processes and requirements. This afternoon, Mr. U Kin Cho, Vice President of the Board of Directors of the Macau Chamber of Commerce, and Mr. Choi Tat Meng, Member of the Standing Committee of Directors of the Macau Chamber of Commerce, joined the session with Mr. Kevin Kelley, Chief Operating Officer, Macau, GEG, Mr. Richard Longhurst, Director of Operations for Galaxy Macau, Mr. Scott Walker, Senior Vice President of Procurement for GEG, and Mr. Buddy Lam, Assistant Senior Vice President of Public Relations for GEG, to explore creating more business opportunities with local SMEs.

Mr. U Kin Cho, Vice President of the Board of Directors of the Macau Chamber of Commerce, said, “GEG’s SME Business Matching Session is yielding good results. At the same time, as procurement shifts from larger companies to local SMEs, it is important that SMEs continue improving their quality standards. Now, the doors of the gaming concessionaires have opened and their requirements are becoming transparent, SMEs can review on their own business and explore more business opportunities.”



銀娛GEG



Mr. Scott Walker, Senior Vice President of Procurement for GEG said, “In 2015, 15% of GEG’s procurement spend are with locally owned SMEs and, just in the last twelve months, this percentage has reached to 24%, which is a 60% increase. On the other hand, since the first SME Business Matching Session in July, over 25% of new vendor registrations are local SMEs and they have started providing services to GEG already, a result we are pleased with.”

In addition, GEG invited the Bank of China (Macau Branch), Banco Nacional Ultramarino, and the Industrial and Commercial Bank of China (Macau) to be on-site to present financial products that may assist with SMEs’ development. The Macau Productivity and Technology Transfer Center (“CPTTM”) set up a booth to introduce related training programs for SMEs and provide on-site enrollment. The CPTTM also established a business information platform and hotline to provide SMEs with information on GEG’s procurement procedures and tender items.

GEG will study the details and potential of products showcased by the SMEs. Qualified local SME suppliers will be invited to participate in bids or tenders, and selected suppliers will eventually go through a formal Supplier Development Program lasting from 9 to 12 months. Launched by GEG, the Macau Chamber of Commerce (“MCC”) and the CPTTM, the Supplier Development Program will offer training programs, professional guidance and customized development plans to assist SMEs in developing their capabilities and improving their competitiveness. Regular information sharing sessions and progress meetings with SMEs will be conducted to ensure that they are on the path to success.

To support the development of local SMEs, GEG and the MCC jointly announced the launch of the Local SME Procurement Partnership Program in May. The program is also supported by Macao Economic Services, the Macau Trade and Investment Promotion Institute and CPTTM. The partnership aims to assist in creating a better business environment for Macau’s SMEs as well as to promote the sustainable development of the city. Over 70 local SMEs met with the GEG procurement team at the first GEG Local SME Business Matching Session in July, which focused on food and beverage category.



銀娛 GEG



In support of the government's Five-Year Development Plan, GEG will continue to support local SMEs so as to help Macau's development into a "World Center of Tourism and Leisure."

- End -



銀娛 GEG



Photo captions:



P001: Mr. U Kin Cho, Vice President of the Board of Directors of the Macau Chamber of Commerce (third from left), Mr. Choi Tat Meng, Member of the Standing Committee of Directors of the Macau Chamber of Commerce (first from right) Mr. Kevin Kelley, Chief Operating Officer, Macau, GEG (third from right), Mr. Richard Longhurst, Director of Operations for Galaxy Macau (second from right), Mr. Scott Walker, Senior Vice President of Procurement for GEG (second from left), and Mr. Buddy Lam, Assistant Senior Vice President of Public Relations for GEG (first from left) attended the business matching session.



銀娛 GEG



P002: During the session, procurement management along with key business representatives met with local vendors in one-on-one meetings in which the SMEs' products and services were showcased.



銀娛 GEG



P003: SME representative showcased their products and services to GEG procurement management.



銀娛 GEG



P004: GEG team members registered for the SME representative and gave away souvenir bags to them.