

SIMSA Event Decision Process

January, 2019

A SIMSA event must:

1. Focus on at least one of our key processes:
 - a. Bringing buyers and sellers face to face
 - b. Delivering MBA level educational events
2. Bring value to the majority of SIMSA's members
3. Be impossible or nearly impossible for a single member to create by themselves, and preferably not be something they could usually get for free
4. Create value for SIMSA as an Association, via the following:
 - a. Adhering to our Core Values:
 - i. Encourage investment in Saskatchewan suppliers (thus avoid out of province suppliers as presenters)
 - ii. Support philosophy of "best value" over "best price"
 - iii. Honest and collaborative in all our actions (thus be more apt to present events by member's potential clients than other service providers; "we can't be bought")
 - iv. Build strong bonds with Government.
 - v. Wisdom in our decisions, through knowledge of our membership capabilities
 - vi. Create value and opportunities for our members
 - b. Adhering to our Vision;
 - i. To become an integral part of the Business Development strategy, for all Saskatchewan industrial, mining, and energy suppliers.
 - c. Adhering to our Mission to:
 - i. represent suppliers throughout the province of Saskatchewan to our target market;
 - ii. help our members sell more products and services, while providing outstanding ROI in both time and money;
 - iii. be recognized in Saskatchewan as a collaborative and trusted partner to our target market.
 - d. Strengthening our Competitive Advantage as;
 - i. the only Association specifically representing the Saskatchewan-based supply chain regarding procurement, advocacy and education to the industrial, mining, and energy sectors.

When a group approaches SIMSA, the event must adhere to the above and the following range of costing guidelines may apply:

1. Approaching group must guarantee the event is profitable
2. Approaching group must pay all costs – catering, room rental, AV, etc.
3. Approaching group must make a \$1,000 donation to SIMSA
4. SIMSA members attend for minimal costs, or even free
5. SIMSA will email membership 3-times about the event