

Nordic Game Pitch & Match - matchmaking service

Pitch & Match is the most effective way to do business in the games industry. Three days of 30-minute meetings you meet dozens of new business partners face to face. The meetings are held at a separate location at the venue, only accessible for participants of Pitch & Match. At that location an open space with meeting tables is prepared for you to meet with potential business partners.

What us new in 2016?

- All Nordic Game delegates have the opportunity to sign up and be available for meetings, at the time of purchase of a conference ticket. Delegates can accept unlimited meeting requests. If you want to invite companies for a meeting you will need a Limited, Unlimited or Private package.
- Returning visitors will notice the improved ways of searching for delegates. The "pro" label identifies the companies who are actively seeking new business. You can now sort on companies who recently registered, which makes it easier to identify if you have reviewed a profile before.
- Extended opening hours.

Pricing (incl 25% V.A.T.)	Basic * free with REGULAR ticket	Limited 7,800 SEK	Unlimited 11,000 SEK	Private 22,000 SEK
Accept meeting requests	Unlimited	Unlimited	Unlimited	Unlimited
Send meeting invitations	0	6	Unlimited	Unlimited
Access to P&M lounge	only having a meeting	✔	✔	✔
Access to P&M matchmaking system	✔	✔	✔	✔
Free snacks and drinks in the lounge		✔	✔	✔
Regular conference ticket included		✔	✔	✔
Private table (all meetings at your table)				✔

- With the *Basic* package you can accept unlimited meeting requests, but cannot invite others.
- The *Limited* ticket allows you to take initiative and invite anyone in the system for a meeting.
- The *Unlimited* ticket allows for removal of any limitations for the number of meetings you are allowed to set up through the matchmaking system.
- The *Private* ticket ads the exclusive use of a table where all your meetings are planned. No hopping between tables. Brand the table, pull up a banner, bring your equipment and by doing so transforming the table into your mini-expo booth
- Tickets are per company. You are allowed to bring one colleague to the meetings, with just a valid conference ticket for that person.

Opening hours

This year we extended the opening hours. The opening hours of the Pitch & Match are:

date	open	-	close
May 18 th	10:00	-	18:00
May 19 st	10:00	-	18:00
May 20 nd	10:00	-	16:00

Check <http://conf.nordicgame.com> for opening hours of the venue.

How do I get a meeting set-up?

Two months before the event an online meeting manager is opened,



containing all the participants of Pitch & Match, including a profile and explanation of what each participant is looking for.

The system is intuitive and does not require any explanation. Just log-in, complete your profile and start using it. Use the meeting manager to find potential business partners and set-up an appointment. You can instantly see who is available at what timeslot, so you only have to make your introduction through the meeting manager. The system will allow you to plan meetings up until and even during the event.

Pitch & Match is not just an online meeting manager: When your account is set, a personal matchmaker is assigned who puts time and effort in getting your meeting invitations accepted.

In the system a meeting table is automatically assigned. You will meet at that location (check your meeting manager for the table name/number)



Step 1 - Register online. Early registration increases your chance to find potential partners.



Step 5 - The meeting. Pitch your product and ideas in 30-minute meetings.



Step 2 - Create your online profile. Present your company projects and services to show the world why you are the best! A personal matchmaker will be assigned to you.



Step 6 - Fill in the gaps. Last minute meetings can be arranged by the matchmaker on-site or you can visit conference sessions.



Step 3 - Organise your meetings. Use the online meeting system to plan your meetings. Invite possible partners or accept received invitations to meet on-site



Step 7 - Network. Be present in the Pitch & Match arena to meet unexpected new contacts. Socialize at the bar and the party.



Step 4 - Personalised matchmaking. Let the matchmaker suggest meetings for you! Look at your dashboard for suggestions made by your personal matchmaker.

Here are some pointers for a successful meeting:

- **Make sure you are on time for your appointment.** Nobody likes waiting. Arrive at least ten minutes before the meeting at the lounge so you have time to adjust. Possibly you will spot your appointment in the lounge.
- **Respond to meeting requests in a timely manner (also if the answer is "no").** It shows that you are a professional and allows others to fill their agenda. If you like you can send a personal message when you reject a meeting.
- Trouble finding your partner? In the lounge your matchmaker will be there as well. Approach him if you have trouble with your appointment. Also if you have a confirmed meeting, the contact information is shown in the matchmaking system.
- Got some empty gaps in your agenda? Your matchmaker will help fill the gaps.

Any questions? Send an email to: info@gameconference.org

I want to bring a colleague. What ticket does he/she need to purchase?

A regular conference ticket. So no need to purchase an extra P&M ticket if you have planned the meetings already.

I already purchased a conference ticket. Can I upgrade to p&m combo?

Yes, you can. Just contact .

We have more than one person from the same company attending p&m but want to share one agenda as we are doing the meetings together. What do we need to do?

By default we activate only one person per company (the first to sign up). When a second person from the same company signs up we will assume by default he/she will join the first person in meetings. But we have two alternatives

1. We create an additional account which is invisible in the attendee directory, in case the second person would like to login and review the profiles. He/she can plan meetings as well.
2. We can create a regular second account which allows you to plan meetings in the same way as your colleague. This is not a shared agenda. Each will have their own agenda and also the company name will appear twice in the attendee directory.

I want to reject a meeting request, but send a message along with it. How do I do it? Can I send a personal message?

When you open the invitation details, there is the option to reject (cancel) the meeting request. When you click it, you can add a personal comment. There are some pre-defined options as well.

Note: the option to add a message is not available from the overview of meeting requests and see the summary of all meeting requests.

If you somehow fail to get your message across, just send an email to your matchmaker and he/she will get the message to the company of the rejected meeting request.

Can I see contact details of companies in the p&m directory?

You can only see contact details if you have a confirmed meeting: email address and phone number. Contact details are shown after confirmation only. If you need to get in touch with any company before the meeting request, just send an email to your matchmaker

What happens when I have multiple meeting requests for one timeslot and I accept one of the meetings?

All remaining meetings will be rejected automatically. If you want to meet one of the others, either suggest a different time slot in the system or send out a new meeting request.

Can I rely on the public wifi to function during the meeting so my demo's work?

Our experience is to never rely on public wifi at any event. Yes we do our best and it will probably work, but you have only one shot during the meeting to show you are a professional. Make sure you have an offline version of what you need to show, or alternatively use your smart phone in tethering mode or bring a mifi device and purchase a prepaid data SIM card.

Power for charging laptops or ipads are available at the meeting tables.

How do I meet at the event?

In the system a meeting table is automatically assigned to you to use for your meeting. You will meet at that location (check your agenda for the table number). In the lounge the matchmakers are available to assist you.

Any questions? Send an email to info@gameconference.org

So how do I meet at the event?

In the system a meeting table is automatically assigned to you to use for your meeting. You will meet at that location (check your agenda for the table number). You can also propose a different location to a meeting table and you can type in the details of where to meet, but make sure the other person knows that location, so try to be specific about it. We will have staff available to help you at the Pitch and Match area.

If you have purchased the option to have a private meeting table, a personal meeting table is configured in the system and all meetings will be planned at that table. There is one exception: if you are invited by somebody else (host) with a dedicated meeting table, it will be planned at the table of the host.

I am late for a meeting and want to inform the person I have a meeting with that I am late. What do I do?

You can look up contact details in the Pitch & Match system and just give them a call. If you can not reach them or if you can not see any contact details contact our staff at the event to see if they can help out.