

## CORPORATE DESCRIPTION:

The ideal driving force for this program is a large corporation looking to diversify its supply chain and explore opportunities to purchase or invest in innovative SMEs. Must have experience in onboarding new suppliers, commitment to regional development, and ability to participate in virtual speed dating sessions, with clear objectives of strategic collaboration to foster joint growth.

This profile should include:

1. Interest in Innovation and Supplier Diversification: The company should be interested in exploring new opportunities for collaboration and diversification of its supply chain, looking for innovative suppliers that can offer fresh solutions adapted to its needs.
2. Investment or Acquisition Capacity: It must have the necessary financial resources and a strategic approach to make acquisitions, investments, or establish alliances with SMEs that can strengthen its position in the market.
3. Supplier Integration Experience: The company should have previous experience integrating new suppliers into its supply chain and be open to collaborating with smaller companies to foster joint growth.
4. Commitment to Regional Development: Must have a genuine interest in supporting local or regional economic development, identifying nearshoring opportunities or sustainability initiatives that involve working with local suppliers.
5. Virtual Collaboration Skills: Must be prepared to participate in 100% virtual speed dating sessions, using digital tools to identify and evaluate possible strategic alliances with SMEs.
6. Clear Purchase or Investment Objectives: The company must have defined objectives for the purchase of products/services or for investment in SMEs, seeking to align with its growth strategy or operational needs.

This profile ensures that the participating tractor companies or corporations are prepared to make the most of the program's opportunities, fostering strong and mutually beneficial business relationships with participating SMEs.