



MN NIGP

Minnesota National Institute
of Government Procurement

Official NIGP Chapter

2026 REVERSE VENDOR FAIR FAQ

Making Connections that Build Stronger Communities



SUPPLIER INFORMATION

For Vendors, Suppliers, Consultants & Contractors



WHAT IS A REVERSE VENDOR FAIR?

Unlike a traditional trade show, the MN NIGP Reverse Vendor Fair provides suppliers the opportunity to meet directly with procurement professionals from Minnesota while suppliers circulate throughout the event, learning about agency purchasing processes, procurement opportunities, and how to successfully do business with public entities.



WHY SHOULD I ATTEND?

- Meet procurement professionals from dozens of public agencies in one afternoon.
- Build valuable relationships.
- Learn about upcoming projects and contracting opportunities.
- Discover what goods and services agencies are sourcing.
- Gain insights through agency presentations and Q&A.
- Expand your professional network.
- Strengthen your business pipeline.



REGISTRATION COST (FOR SUPPLIERS ONLY)

EARLY BIRD	REGULAR	LATE / AT-THE-DOOR
\$200	\$225	\$250
Through August 31, 2026	September 1 – October 10, 2026	October 11 – October 27, 2026

Registration includes: admission to the Reverse Vendor Fair, networking opportunities, agency presentations, and refreshments.



HOW DO I REGISTER?

Registration is available through the MN NIGP website.
Visit: [MNNIGP.org](https://mnnigp.org)



HOW MANY ATTENDEES MAY MY COMPANY BRING?

Registration is per vendor entity. Multiple representatives from the same organization are welcome to attend. To ensure an efficient check-in process, please register all attendees in advance.



WHAT SHOULD I BRING?

Business cards, capability statements, marketing materials, and questions about agency procurement processes. The event is intended to encourage networking and education rather than product demonstrations or sales presentations.



CAN I SELL PRODUCTS DURING THE EVENT?

The Reverse Vendor Fair is intended to promote education, networking, and relationship building. Suppliers are encouraged to discuss capabilities and learn about agency needs rather than conduct sales presentations.



GENERAL INFORMATION

For All Attendees



WHEN IS THE EVENT?

Tuesday, October 27, 2026

12:00 PM – 4:00 PM

Registration opens at 11:30 AM.



WHERE IS THE EVENT?

DoubleTree by Hilton Roseville Minneapolis

2540 North Cleveland Avenue

Roseville, MN 55113



WILL THERE BE EDUCATIONAL SESSIONS?

Yes. The event includes agency presentations and educational sessions designed to help suppliers better understand procurement processes and doing business with Minnesota public agencies.



IS THIS A TRADITIONAL TRADE SHOW?

No. Unlike a traditional vendor expo, public agencies remain at their booths while suppliers rotate throughout the event to meet procurement professionals and learn about doing business with government agencies.



WHO SHOULD ATTEND?

This event is designed for suppliers, vendors, consultants, contractors, and Minnesota public agencies.



WHAT IS THE EVENT FORMAT?

Government agencies host exhibit tables/booths while suppliers circulate throughout the event to connect, ask questions, and learn about upcoming opportunities.



QUESTIONS?

Email: 2026reversevendorfair@mnnigp.org



GOVERNMENT AGENCY INFORMATION

For Minnesota Public Agencies



WHAT IS THE COST FOR LOCAL GOVERNMENT AGENCIES TO HOST TABLES AND PARTICIPATE AS EXHIBITORS?

There is no cost associated to attending the Reverse Vendor Fair as a government agency and exhibitor.



WHAT SHOULD WE BRING?

Please plan to bring the following for your booth:

- Table materials (tablecloth, signage, brochures)
- Information about your agency and procurement process
- Upcoming projects and contracting opportunities
- Business cards
- Giveaways for networking (optional)



HOW DO WE REGISTER AS AN EXHIBITOR?

To reserve your agency's booth/table, please email:
2026reversevendorfair@mnnigp.org



DO I NEED TO BE A CURRENT CHAPTER MEMBER OF MNNIGP TO PARTICIPATE IN THE REVERSE VENDOR FAIR?

No. You do not need to be a chapter member to participate but if you have questions regarding membership or are interested feel free to reach out to membership@mnnigp.org.



QUESTIONS?

Email: 2026reversevendorfair@mnnigp.org



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