



Ludo Swinnen
Pavel Šubrt

Co-founders of East meets West, Austria



Agenda & Rules



The Agenda

You will hear on **Supplier Inclusion & Diversity** and LGBTIQ Business Chamber programs:

- **Pavel Subrt** and **Ludo Swinnen**, Co-founders East meets West and the EGLCC
- **Darrell Schuurman**, CEO at Canada's LGBT+ of Commerce (CGLCC)

All about the **Canadian - Austrian trade** and what **support** Vienna and Austria offer to new business ventures from:

- **Ronan Caillo**, Counsellor & Senior Trade Commissioner at **Embassy of Canada to Austria**
- **Ute Stadlbauer** and **Karin Zeltner** from **Vienna Business Agency**
- **Michaela Laussegger**, Director the Americas at **ABA-Invest in Austria**

On **procurement** and **supply chain excellence** from:

- **Jan Janek**, Director Procurement Excellence at **Deloitte**

The Showcase & Networking

Talk to the innovative business ideas from diverse Canadian businesses:

- **Barnes Management Group** (management consulting)
- **Gardner Productions** (advertising and video, event and commercial (post)production)
- **Skymattix** (marketing / promotional / advertising services)
- **Framework Leadership** (consultancy)
- **UpHouse Inc.** (marketing / promotional / advertising services)
- **Winston-Wilmont, Inc.** (marketing / promotional / advertising services)
- **Growing Greener Innovations** (clean energy, tech.)
- **Warshield** (indigenous community consults)
- **BrainWorks Marketing Inc.** (branding / marketing/ strategy)
- **Fifth Floor Capital** (freelance / consulting / copy editing)

East meets West and our Key Focus Activities



- Educating the wide public on the **Economical impact of LGBTIQ Diversity & Inclusion**
- Facilitating business **networking** and best practice sharing
- Connecting **LGBTIQ Employee Resource Groups (ERGs)** from regional businesses
- Supporting **LGBTIQ business** owners to grow and discover new business opportunities
- Introducing in our region and our LGBTIQ network the relatively unknown concept of **Supplier Diversity**

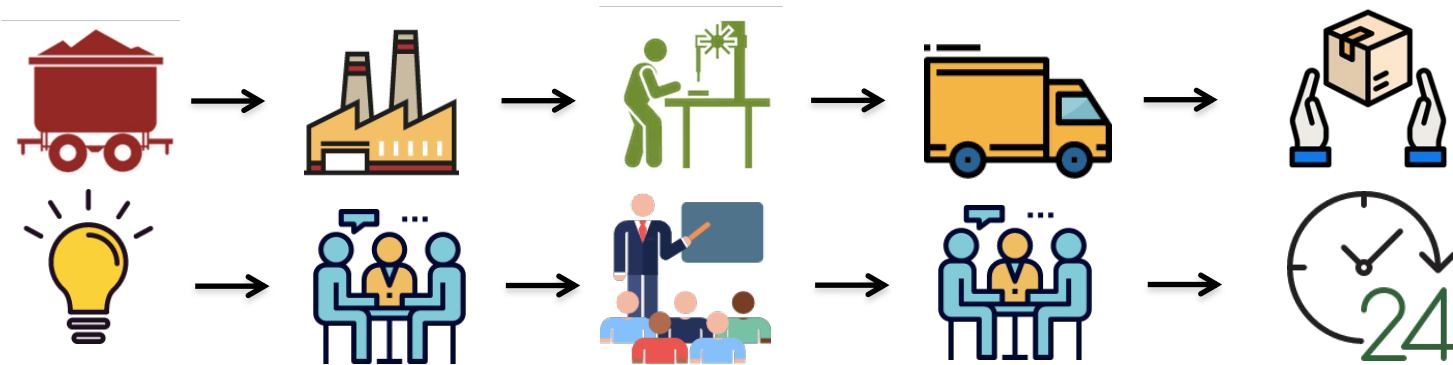
Supply Chain and Supplier Diversity

SUPPLY CHAIN

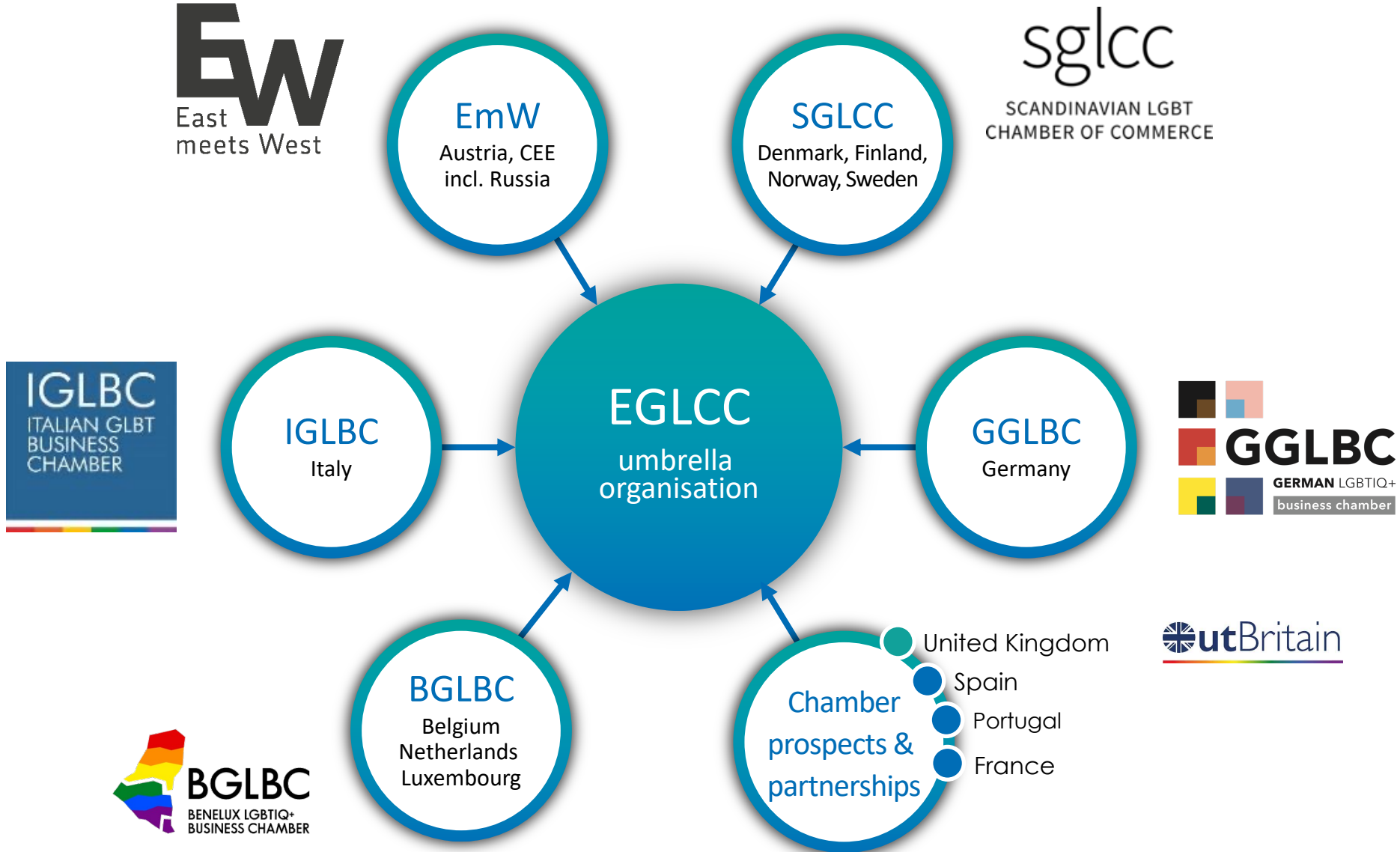
- the **network** of all the individuals, organizations, resources, activities and technology involved in the creation and sale of a product or service
- all what happens when transferring source material(s) or know-how to the end user product or service

SUPPLIER DIVERSITY

- the **pro-active sourcing** of products and services **from previously under-used suppliers**, which includes businesses owned by **minorities**, in order to reflect the demographics of the communities in which the business operates



Current Geographical Reach of the EGLCC



Economic Potential of the EGLCC Region

The economic significance of Europe when it comes to LGBTIQ Business. Status 10/2022.
(Belgium, Netherlands, Luxembourg, Sweden, Denmark, Norway, Finland, Germany, Italy, CEE Region incl. Austria and excluding Russia)



383,3 Million
Overall Population

23,0 Million
LGBTIQ Population



12,46 Trillion
€ GDP

735 Billion
€ LGBTIQ GDP



17,9 Million
Small Businesses

1,1 Million
LGBTIQ Small Businesses

Diverse Business Registered by EGLCC



Status: 03/2023

