

Business MATCHMAKING



A Cooperative Agreement between SBA and HP Small Business Foundation

TrireMIS Solutions, LLC

Norwalk, CT

Business Matchmaking is designed as a regional opportunity for small businesses to gain access to government and corporate procurement contracts by participating in pre-arranged appointments at sites in their general vicinity. At the March 4-5 Business Matchmaking event held in Orlando, Fla., it wasn't uncommon to find small businesses streaming in from the general Orlando area and around the state of Florida or even nearby states, excited to meet with procurement officials from both the government and corporate sectors.

But Stacia Morris, whose TrireMIS Solutions, LLC had been certified in late January as a Federal SBA Small Disadvantaged Business Enterprise, broke the mold and probably a few records. She traveled to Orlando from her home base in Norwalk, Conn. Even though it is typical for small business participants to have an average of about five appointments, she had been able to pre-schedule 21 appointments. She came well prepared to make the most of those meetings, with a well-rehearsed 15-minute presentation. And that's just the beginning.

On arrival in Orlando, she determined that three of her 21 appointments were with agencies or businesses that probably needed help from a business located in Florida, so she promptly arranged for in-state participants to take her place. Not satisfied with only 18 appointments and "time on my hands," she was able to secure three new appointments before the event was over.

"Attending the Business Matchmaking event was a wonderful experience," Morris said. "But it really spoiled me. I signed up for what looked like a similar program in Philadelphia, and when offered only one appointment -- which was a total mismatch -- I backed out immediately. It made me realize how great Business Matchmaking really is."

It looks like Morris' standards for securing not only numerous appointments but also high-quality ones is going to pay off.

“I have five bids on my desk right now, just waiting to be completed,” she said in April, only weeks after the Orlando event. “I’m bidding almost daily, and I’m ready to go to work.”

Morris was especially impressed with meetings set up with several federal agencies and with a grants writer from a state of Florida agency, who encouraged her to consider setting up her business in a HUB zone. She’s since received HUB zone bids for consideration, and is hopeful that appointments with at least two federal agencies will lead to contracts.

No stranger to the business world, even though TrireMIS Solutions is still in its first year, Morris is a veteran of the management and information technology business, having spent some 20 years, mainly with one Fortune 100 company, honing the skills necessary to help clients seamlessly incorporate their business strategy and operational plans with cutting-edge information technology. She also holds a BA in Economics, an MBA in Computer Information Systems and a post-MBA Certificate in Accounting.

TrireMIS Solutions takes its name, in part, from a Latin word describing an ancient warship with three banks of oars. The MIS represents Management Information Solutions, and the historical reference to a ship with three banks of oars stands for Morris’ three areas of expertise -- business, technology and solutions.

“My business motto is ‘Business to Technology ... Seamlessly,’” Morris said. Among its business offerings, TrireMIS Solutions’ lengthy menu ranges from feasibility studies and strategic planning to financial lease consulting and business requirements facilitation. The technology solutions offered include software development and customization, software and systems integration, RFI/RFP preparation and guidance, vendor solution selection and project management services.

“We help align business strategy with IT solutions,” Morris explained. “In today’s world, Information Technology is not an isolated arena. These investments must align with the overall business strategy, and we thoroughly understand both, and how to bring them together to achieve business success.”

Though starting a new business during tough economic times is challenging, Morris believes she’s on the right track.

“I just know success is going to come from the contacts I made through the Business Matchmaking event in Orlando, and I’d recommend it for anyone who’s just getting started or is interested in growing their business.”

With her willingness to go the extra mile – literally -- and to set the standard for appointments, both in terms of quality and quantity, her future is promising.

“The whole Business Matchmaking event was great,” she said. “It was well worth the trip.”

Note to Media: Below is contact information to learn more about TrireMIS Solutions and its experience with Business Matchmaking.



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