

# Sponsorship Packages



**CYBERSECURITY**  
ASSOCIATION OF MARYLAND, INC.

## PACKAGES

	CORNERSTONE	PREMIERE	SUPPORTING	SUPPORTING
\$10,000 sponsorship of one CAMI Signature event (includes speaking opportunity and attendee contact info)	✔	✘	✘	✘
“Brought to you by” webpage branding on the CAMI member directory page (10,000 pageviews/year)*	✔	✘	✘	✘
Access to the CAMI advisory board comprised of some of the top cyber experts in the Country	✔	✘	✘	✘
½ page space in annual MD Cyber Buyer’s Guide (\$1800 value) produced and distributed by the Baltimore Business Journal*	✔	✘	✘	✘
Two meetings/year with designated Board Director and CAMI staff to discuss sponsor ROI strategies	✔	✔	✘	✘
Industry exclusivity of sponsorship tier	✔	✔	✘	✘
\$500 Sponsorship of one CAMI event (includes speaking opportunity and attendee contact info)*	✔	✔	✘	✘
Company banner ad included in CAMI emails to email database of 4,000 prospects (annual # of emails to right)*	4	2	✘	✘
Noted as a Featured Provider with product/service offering on members-only marketplace webpage*	✔	✔	✘	✘
Complimentary tickets to CAMI events (annual # noted to right)**	30	30	30	✘
Social media promotions on Twitter, Facebook, LinkedIn (annual # noted to right)*	12	12	12	✘
Company featured in CAMI promo materials (e.g., banners, postcards, flyers)*	✔	✔	✔	✘
Logo on MDcyber.com Home page and Partners page (12,000 pageviews/year)*	✔	✔	✔	✔
CAMI Premium membership (\$395 value)	✔	✔	✔	✔
Email & social media announcement of sponsorship commitment.	✔	✔	✔	✔
Invitation to Annual Board & Sponsor Reception	✔	✔	✔	✔
<b>PRICE</b>	<b>\$25,000</b>	<b>\$12,000</b>	<b>\$5,000</b>	<b>\$1,500</b>

\*Organizations must provide their own designs and content for marketing promotions.

\*\*Max 10 tickets per signature event. Restrictions apply to certain events.

# What our Sponsors Are Saying...



“CAMI is a true business asset and major contributor to Edwards Performance Solutions’ success in the cybersecurity market. CAMI’s events have introduced us to several other companies – forming partnerships that provide exceptionally powerful combined cybersecurity solutions. One such partnership led to the acquisition of Evolved Cyber Solutions. We have also been introduced to several customers through CAMI’s CxO Breakfast Meetings; with the connections leading to significant revenue increases and the expansion of our team through the hiring of new cybersecurity staff and interns.

CAMI’s benefit to Maryland is evident based on the rapid growth of our cybersecurity solutions.”

**Gina Abate,**  
**President & CEO,**  
**Edwards Performance Solutions**



“Our involvement in CAMI has facilitated our transition from a managed IT services provider to a managed security services provider, enabling us to hire additional engineers to support this line of business. Our participation in CAMI events has allowed us to tap the resources of local cyber technology companies we never would have been aware of without CAMI. Access to CAMI member executives has enabled us to identify a number of partners for a security awareness service we have developed, which has become a promising nationwide strategic initiative for our firm. This exposure already has resulted in our first channel partnership with a fellow CAMI member company and new business for both organizations.”

**Michael Cohn**  
**CEO**  
**Summit Business Technologies**



“CAMI provided our Baltimore-based startup with a platform to brand itself and communicate with buyers that simply did not exist before CAMI itself and communicate with buyers that simply did not exist before CAMI came along. Without CAMI getting Point3 off the ground would have been prohibitively complex. Now, CAMI is working to bring a pilot program using our unique cyber training program to Baltimore City. The services they provide small business owners throughout Maryland state is critically valuable. Point3 is proud to say that it has customers who are part of the CAMI network, and are customers of others in the CAMI network.”

**Evan Dornbush**  
**Co-Founder & CEO**  
**Point3 Security**

**Sponsorship inquiries  
can be directed to:**

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