



CYBER SECURITY

ASSOCIATION OF MARYLAND, INC.

CAMI PROGRAMS, EVENTS & SPONSORSHIP OPPORTUNITIES

The non-profit Cybersecurity Association of Maryland, Inc. (CAMI) hosts a variety of exceptional programs and events specifically designed to showcase Maryland's cybersecurity technology and service providers and connect them with commercial businesses, government entities and non-profit organizations in Maryland and beyond that need solutions to keep them cyber secure. Many of our programs and events are nationally unique, and therefore, reinforce Maryland as a leader in the cybersecurity industry. See below for a list of our programs and events along with sponsorship opportunities where applicable.

CAMI 12-Month Sustaining Sponsorships

Premier Sponsor: \$10,800 or \$1,000/month – The #1 option for maximum results. Comprehensive package year-round promotion and engagement opportunities to generate sales for you including events, online, in publications, through public speaking, press opportunities and more. **Sponsorship details [here](#).**

Supporting Sponsor: \$4,500 or \$425/month – High-value option for year-round promotion of your company that makes industry members and the market well aware of your participation. **Sponsorship details [here](#).**

CAMI Signature Programs & Events *(with sponsorship opportunities noted where applicable)*

Online Directory of Cybersecurity Companies

CAMI hosts a statewide online directory of hundreds of Maryland cybersecurity providers ([Cybersecurity Company Directory](#)) at www.MDcyber.com. To make it easy for businesses, government entities and non-profit organizations to identify best-fit cybersecurity solutions, the directory is searchable by keywords, industry sectors, special designations like woman-owned, MBE certified, veteran-owned, minority-owned, 8a certified and HubZone located and more. There is no fee for cybersecurity providers with a Maryland address and at least one Maryland employee to be listed in this directory or for anyone to search the directory. Cybersecurity companies must complete and submit an online application to be considered for the Directory. Each application is reviewed for eligibility before being approved for the Directory. Eligibility criteria and application can be found [here](#).

Online Associates Directory

In addition to the Maryland Cybersecurity Company Directory, CAMI hosts a statewide online directory of businesses and organizations providing support and resources to Maryland's cybersecurity industry. The **Associates Directory** can be found [here](#). There is a nominal fee to be listed in this directory. For listing eligibility and application, click [here](#).

Annual MD Cybersecurity Awards Celebration – March

This prestigious annual event highlights and celebrates Maryland companies and individuals who have: succeeded in protecting businesses or government entities with their innovative cybersecurity products and/or outstanding cybersecurity services; demonstrated exemplary knowledge, expertise, leadership or innovative thinking; and/or made a significant contribution to the cybersecurity industry. Awards for companies include Cybersecurity Innovator of the Year, Defender of the Year, Company to Watch, Cybersecurity Resource Award and Cybersecurity Diversity Award. Attendees at this exciting celebration include hundreds of entrepreneurs, executives, professionals and employees from commercial businesses,

government entities, and organizations involved in Maryland's cybersecurity industry. The evening features an hour and half of networking, cocktails and dinner followed by a one-hour awards presentation program.

Sponsorships: Best Of Region (\$1,000), VIP Buddy Pass (\$2,500), Spotlight (\$2,500), People's Choice Award (\$5,000), Red Carpet (\$5,000) and Presenting (\$10,000). Complete details [here](#).

Maryland Cyber Day Marketplace - October

Maryland is home to thousands of exceptional companies with innovative, state-of-the-art cybersecurity technologies and the most skilled workforce to ensure the cyber security of commercial businesses, government agencies and nonprofit organizations of any size in any industry. Maryland Cyber Day Marketplace provides the opportunity for such entities to get up-close-and-personal with Maryland's cybersecurity product and service companies on one day, in one location; it's a one-stop-shop for cybersecurity solutions. The ½ day Marketplace features a combination of face-to-face meetings, technology demos and exhibits from MD cybersecurity providers, "Ask an Expert" information stations, brief educational sessions, networking and a wrap-up luncheon with a keynote address.

Sponsorships: Supporting (\$1,000), Bronze (\$2,500), Silver (\$5,000), Gold (\$10,000) and Title (\$20,000). Complete details [here](#).

Cyber Warrior Women: Blazing the Trail – Spring

This daytime program highlights women cybersecurity leaders and the valuable contributions women make to the cybersecurity industry and serves to connect and inspire women cybersecurity professionals and young women seeking cybersecurity careers. The program includes a panel discussion and/or keynote speaker with time for networking and may be offered via webcast so individuals/students may tune in from any location. Men and women are welcome to attend in person or tune in via webcast.

Sponsorships: Advocate (\$1,000), Champion (\$2,500) and Presenting (\$5,000). Complete details [here](#).

Maryland Cybersecurity Buyer's Guide – March

Each year, CAMI partners with the Baltimore Business Journal (BBJ) to produce the Maryland Cybersecurity Buyer's Guide. Among other things, the Buyer's Guide includes a directory of Maryland cybersecurity technology and service providers and an additional directory of companies and organizations providing services (i.e. legal, accounting, marketing, funding, insurance, education, training, certifications, etc.) to support Maryland's cybersecurity industry. This unique Buyer's Guide is the publication with all-things-cyber for the commercial, government, nonprofit, and educational sectors in Maryland. The guide connects BBJ's audience of high-level business decision makers, as well as other power players throughout the state and beyond, to the cybersecurity companies and professional service providers in the state. The Buyer's Guide is distributed in the March cybersecurity issue of the BBJ to its almost 9,000 business subscribers and distributed throughout the year by CAMI and the Maryland Department of Commerce at various events, programs and trade shows. A digital version is also provided and distributed. Click [here](#) to view the 2017 Maryland Cybersecurity Buyer's Guide.

Sponsorships and ad rates: TBD and announced in October

Maryland Cyber Jobs – connecting Maryland employers, Maryland education/training entities and job seekers from Maryland and beyond via a skills-based online platform

Maryland Cyber Jobs (www.MDcyberjobs.com) is a state-of-the-art online jobs platform, hosted in partnership between CAMI and Maryland-based firm SkillSmart. Maryland Cyber Jobs (MCJ) addresses the chronic shortage across all industry sectors in finding **qualified** candidates for Maryland cybersecurity positions. Using a skills-based methodology tailored to each hiring entity, MCJ reduces the time, effort and expense for Maryland employers to find qualified candidates for cyber-related positions. MCJ also helps candidates identify jobs that match their experience and current skills, as well as the skills they need to acquire for the jobs they want. Additionally, the platform identifies Maryland education, training, certification, internship and apprenticeship resources where job seekers can get the skills and experience needed for jobs of interest.

General Programs & Events *(sponsorship opportunities noted where applicable)*

MD Cyber CEO Breakfast Club Meetings

This high-impact program assembles MD cybersecurity company CEOs to meet with some of Maryland's most prominent businesses to: learn about key industry needs; discuss "hot topics," and meet prospective new customers/partners. There are approximately 10 of these 1.5 hour roundtable breakfast club meetings per year (one per month, excluding October) and each usually features a guest speaker representing a target customer for Maryland's cybersecurity companies. Previous speakers include CIO and CISOs from major MD healthcare institutions, cyber exec from a global energy company, Cyber Director & CISO for MD Department of Information Technology and Director of Small Business Programs for the NSA. Attendance is limited to MD cyber company CEOs/Presidents and one rep from businesses that choose to sponsor a Breakfast Club meeting.

Sponsorship: \$500 per meeting. Complete details [here](#).

MD Cyber Meetup/Cyber Capabilities Exchange

A combination of casual networking and business, these two-hour programs give up to five MD cybersecurity product and service providers the platform to showcase their companies in front of attendees with no fee to do so. These meetups are designed to generate sales, create partnering/reselling opportunities, encourage referrals, increase chances of funding or acquisition, and motivate team member recruitment for presenting companies. Attendees include other cybersecurity companies, cybersecurity solution seekers and customers, investors and even job seekers. There are approximately 9 of these lively and educational meetups a year. Each Meetup starts with a half hour of networking, followed by brief remarks from sponsors and 4-minute presentations from the Cybersecurity Spotlight Companies and 4 minutes of Q&A from attendees for each, wrapped up with 30 minutes of additional networking. Lite fare food, beer, and wine are typically provided.

Sponsorship: \$500 per Meetup. Complete details [here](#).

Coming Soon

Live Chat

This feature will be added to the CAMI website over the next few months. It will allow businesses, academic institutions, government entities and non-profit organizations to get "live" online help identifying their cybersecurity needs and solution providers to meet those needs from our online directory of cybersecurity companies.

Speakers Bureau

Working with the MD Department of Commerce, we will be creating a list of cybersecurity industry professionals (in a variety of roles in the industry) who are willing to volunteer to: speak at a variety of organization meetings and conferences; handle press inquiries; represent for Maryland's cybersecurity industry publicly in other ways.

Questions? Comments? Contact CAMI Marketing & Events Manager Sam Conklin at sam@MDcyber.com or 443-376-8667.