



2019 PROGRAMS, EVENTS & SPONSORSHIP OPPORTUNITIES

The Cybersecurity Association of Maryland, Inc. (CAMI) is a nationally-unique 501(c)(6) non-profit corporation formed in 2015 to generate sales and thousands of high-paying jobs in Maryland's cybersecurity industry. CAMI represents a growing membership of over 400 of the state's cybersecurity product and service companies that can be found at www.MDcyber.com/listings and hosts a variety of programs throughout the year to provide face-to-face connection opportunities. Additionally, CAMI hosts a skills-based cybersecurity jobs platform (www.MDcyberjobs.com) that connects job seekers with Maryland cybersecurity career opportunities and training entities that can provide the skills, certifications and experience needed for jobs of interest and employees for Maryland's cybersecurity companies and employers. **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 (\$12,000) – The #1 option for maximum results. Comprehensive package of **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 (\$5,100) – 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, on page two](#).**

CAMI Signature Programs & Events

(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. 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. This includes legal and accounting firms, insurance providers, investors, incubators and accelerators, academic and training entities, marketing agencies, promotional product companies and more. The **Associates Directory** can be found [here](#). CAMI membership is required to be listed in this directory, and there is a nominal fee for membership. For listing eligibility and application, click [here](#).

Maryland Cyber Day – April 10, 2019

Maryland Cyber Day is the one day each year when hundreds of Maryland’s cybersecurity providers and resources are showcased and celebrated through two special, back-to-back events:

Maryland Cyber Marketplace

Connect with over 100 of Maryland’s cybersecurity product and service providers on one day, in one location. It’s a one-stop-shop for government entities, nonprofit organizations, academic institutions and commercial businesses of all sizes in every industry to find their best-fit cybersecurity solutions. The Marketplace includes innovation demos, cybersecurity product and service company exhibits, “Ask an Expert” information stations, one-on-one meetings, networking and a fireside chat with industry experts. Estimated attendance: 400

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

MD Cyber Awards Celebration

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 cybersecurity knowledge, expertise, leadership or innovative thinking; and/or made a significant contribution to the cybersecurity industry. 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. Enjoy two hours of networking, delicious food stations and cocktails followed by an energetic one-hour awards celebration. Estimated attendance: 400

Sponsorships: Presenting (\$10,000), Red Carpet (\$5,000), People’s Choice (\$5,000), Special Treat (\$3,500), Spotlight (\$2,500), Backstage (\$1,000) and Best of Region (\$1,500). [Details here.](#)

*****SPECIAL OFFER***** Sponsor the Maryland Cyber Day Marketplace **and** Awards Celebration at a level above \$1,500 for each and receive a **20% discount** on your total sponsorship amount.

Cyber Warrior Women: Blazing the Trail

This annual 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. Estimated in-person attendance: 150

Sponsorships: Champion (\$5,000), Advocate (\$2,500) and Supporting (\$1000). [Details here.](#)

Maryland Cybersecurity Job Fair

As its name suggests, this program is a job fair featuring opportunities for those seeking a cybersecurity career in Maryland. The program is designed:

- **For Maryland employers** (businesses and government entities): to connect them with skilled candidates for open cybersecurity career positions; to create awareness of funding programs

and support resources to help them with their cybersecurity workforce needs

- **For Maryland academic and training entities:** to connect them with students, incumbent workers and employers who would benefit from their programs
- **For Maryland job seekers:** to connect them with Maryland cybersecurity career opportunities as well as academic and training resources available to assist them in getting additional skills, training and certifications as may be required by jobs of interest
- **For Students:** to connect them with the many high-paying job opportunities available in Maryland's cybersecurity industry and connect them with **Maryland** resources that can help them in their cybersecurity career path

In 2019, CAMI will host two Cybersecurity Job Fairs, one in the Spring targeting job seekers with cybersecurity work experience and one in the Fall (November 8) targeting entry level and above.

Spring Job Fair Sponsorships: Presenting (\$5,000), Gold (\$2,500), Conversation Corner (\$3,500), Parking (\$2,500), and Supporting (\$1,000). [Details here.](#)

Fall Job Fair Sponsorships: Gold (\$5,000), Conversation Corner (\$3,500), Parking (\$2,500) and Supporting (\$1,000). [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 three directories: a directory of Maryland cybersecurity technology and service providers; a directory of companies and organizations providing services (e.g., legal, accounting, marketing, funding, insurance, etc.) to support Maryland's cybersecurity industry; and a directory of cybersecurity academic, training and certification entities. 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 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 Maryland. It 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.

Advertising opportunities and rates: [Click here.](#)

Maryland Cyber Jobs

Maryland Cyber Jobs (www.MDcyberjobs.com) is a state-of-the-art online jobs platform, hosted in partnership between CAMI and Maryland-based firm SkillsSmart. 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.

Sponsorships: Champion (\$10,000). [Details here.](#)

General Programs & Events

(sponsorship opportunities noted where applicable)

MD Cyber Breakfast Club Meetings – 4 per year

This high-impact program assembles Maryland's cybersecurity community to learn about key industry cybersecurity needs; discuss "hot topics," and meet prospective new customers/partners. A majority of the attendees are founders, innovators and c-suite execs from MD cybersecurity companies. The program typically features a casual conversation with a cybersecurity leader 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, former CIO of NSA and Director of Small Business Programs for the NSA. Average attendance: 50

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

MD Cyber Meetups – 4 per year

A combination of casual networking and business, these two-hour evening Happy Hour programs feature a guest speaker on a relevant cybersecurity topic, a fireside chat with a Fortune 500 cybersecurity exec or brief technology showcases from Maryland innovators. They are designed as a means of face-to-face connection to generate sales, create partnering/reselling opportunities, inspire referrals and increase chances of funding or acquisition. Attendees include cybersecurity companies, cybersecurity solution seekers and customers, investors, general service providers (e.g., legal, insurance, accounting, marketing, business coaching, sales training) and job seekers. Average attendance: 75

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

Women in Tech Social – 1 per year

This event serves to connect and inspire women technology professionals and women seeking technology careers. The casual atmosphere provides attendees with the opportunity to: share information, accomplishments, challenges and resources; conduct business; meet a mentor; and develop valuable business relationships. Attendees include: women leading or employed by MD technology companies; women technology professionals from government agencies/contractors and general commercial companies; women seeking technology careers and women who wish to show their support for women in technology.

Sponsorships: Champion (\$2,500), Advocate (\$1,000) and Supporting (\$500). [Details here.](#)

Other Programs and Initiatives

"Connect to Protect" Speakers Bureau

CAMI has developed an Infotainment Presentation - an entertaining presentation that can be used to educate businesses on the risks associated with cybersecurity and inform them of CAMI and its hundreds of cybersecurity providers as helpful resources. Using the InfoTainment Presentation, cybersecurity industry professionals will take the Connect to Protect message on the road, speaking at a variety of organization meetings and conferences. There is no cost to have a CAMI speaker for your business or organization. Contact info@MDcyber.com for more information.

Questions? Contact Stacey Smith at stacey@MDcyber.com or 443-844-0047.