



## REMAINING 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 almost 450 of the state's cybersecurity product and service companies and over 50 businesses, organizations and agencies that support Maryland's cybersecurity industry. CAMI 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](http://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 sponsorship opportunities remaining for 2019.**

### 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 (12 months) 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 Remaining 2019 Programs & Events with Sponsorship Opportunities

**MD Cyber Breakfast Club Meetings – 4 per year – only 2 remaining in 2019 (June 25 in Columbia, MD, final one TBD)**

This program assembles Maryland's cybersecurity community to learn about key industries' 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. Average attendance: 50

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

**MD Cyber Meetups – 4 per year – only 2 remaining in 2019 (Sept. 17 in Frederick, MD, final one TBD)**

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, real estate, sales training) and job seekers. Average attendance: 75

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

## Maryland Cybersecurity Job Fair – Tentative: June 2019

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

**Summer Job Fair Sponsorships:** Presenting (\$5,000), Gold (\$2,500), Snack (\$2,500), and Supporting (\$1,000). [Details here.](#)

**Cyber Warrior Women Summer Social – 1 per year (Will be a wine and paint party in July or Aug. Details coming soon.)**

This event serves to connect and inspire women cybersecurity professionals and women seeking cybersecurity careers in a casual and fun atmosphere. The event 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 cybersecurity companies; women cybersecurity leaders and professionals from government agencies/contractors and general commercial companies; women seeking cybersecurity careers and women who wish to show their support for women in cybersecurity. Estimated attendance: 100+

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

## Maryland Cybersecurity Solutions Showcase – Tentative date: September 19, 2019

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.](#)

**\*\*\*SPECIAL OFFER\*\*\*** If your company/organization sponsored the 2019 MD Cybersecurity Awards Celebration, receive a **20% discount** on any MD Cybersecurity Solutions Showcase sponsorship.

## Cyber Warrior Women: Blazing the Trail – November (date, location and participants TBD)

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 typically 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: 150-200

**Sponsorships:** Champion (\$5,000), Advocate (\$2,500) and Supporting (\$1,000). [Details here.](#)

### **Maryland Cybersecurity Job Fair – November 8, 2019**

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:** Unlike the Summer Job Fair, this one is designed to target students and connect them with the many high-paying job opportunities available in Maryland's cybersecurity industry as well as with Maryland resources that can help them in their cybersecurity career path

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

### **Maryland Cyber Jobs Program**

Maryland Cyber Jobs ([www.MDcyberjobs.com](http://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). Contact Stacey Smith at [stacey@MDcyber.com](mailto:stacey@MDcyber.com) for details on this sponsorship opportunity.

**Questions? Contact Stacey Smith at [stacey@MDcyber.com](mailto:stacey@MDcyber.com) or 443-844-0047.**