



Maryland Cybersecurity Solutions Showcase

Information · Innovation · Connections
September 19, 2019 · 12:30 – 4:45 p.m.
M&T Bank Stadium, Baltimore, MD

Connecting commercial businesses, government agencies and nonprofit organizations with the information, innovation, products, services and resources needed to be cyber secure.

Presented by



CYBER SECURITY
ASSOCIATION OF MARYLAND, INC.

In partnership with



The Maryland Cybersecurity Solutions Showcase is the single source for businesses, government agencies and nonprofit organizations of every size in every industry to find:

- **INFORMATION:** get answers to cybersecurity questions, help identifying cybersecurity risks and details on Maryland's new cyber tax credit program from cyber specialists
- **INNOVATION:** discover some of Maryland's most innovative cybersecurity technologies
- **CONNECTIONS** with local solutions for cybersecurity as well as companies/organizations willing to share their cyber stories and strategies

Who should attend/participate?

- Representatives from CAMI member cybersecurity product/services companies. **Cost: \$195-\$295**
- Individuals responsible for and/or involved in the risk management, privacy, data protection, governance, compliance and/or financial management at commercial businesses, government agencies or nonprofit organizations **Cost: \$0**
- Key representatives from the supply chain companies for large businesses or IT/Information Security personnel charged with securing their supply chain. **Cost: \$0**
- Sales, marketing, business development reps or anyone other than the individual(s) noted above from a commercial business, government agency or nonprofit organization may attend at the **General Attendance Ticket rate of \$195 pp.**
- Event sponsor representatives (See ticket count in sponsorship details on pages 2-6.)

Expected attendance: 400

See next page for sponsorship details.

2019 MD Cybersecurity Solutions Showcase Sponsorship Opportunities

TITLE SPONSORSHIP - \$10,000 **BRONZE SPONSORSHIP** - \$2,500 **SILVER SPONSORSHIP** - \$5,000
SUPPORTING SPONSORSHIP - \$1,000 **ICE CREAM SOCIAL WITH STATE CISO SPONSORSHIP** - \$1,000

*****SPECIAL OFFER***** *If your company/organization sponsored the 2019 MD Cybersecurity Awards Celebration on April 11, receive a **20% discount** on any MD Cybersecurity Solutions Showcase sponsorship.*

TITLE SPONSORSHIP - \$10,000

Title Sponsor Benefits:

Before the Event

- **Extensive event marketing:** recognition and promotion as Title Sponsor in all Showcase marketing with logo and link of Sponsor's choice included, where applicable. This includes email announcements, flyers, signage, social media and more. Note: MD Cybersecurity Solutions Showcase Partner Organizations and fellow sponsors will also be promoting the event to their respective members and connections. Thus, Sponsor will receive brand and offerings awareness beyond CAMI.
- **Media:** Title Sponsor will be noted as such in all Showcase press announcements. Sponsor contact information will also be included. Additionally, should press contact CAMI for additional Showcase information, CAMI will encourage press to contact Title Sponsor representative for input/comment.
- **Customized pre-event marketing:** CAMI will issue an official **pre-Showcase email** to all registrants introducing them to Title Sponsor, including information and collateral provided by Title Sponsor, and encouraging them to connect with Title Sponsor at the event.
- **Digital marketing on CAMI website www.MDcyber.com**
 - Home Page: Logo of choice included on MD Cyber Solutions Showcase slider ad on Home page of www.MDcyber.com
 - Event Page: Prominently noted as Title Sponsor with logo and link of Sponsor's choice featured on MD Cyber Solutions Showcase event page within MDcyber.com.
 - Pop-up promos: Included in special MD Cyber Solutions Showcase announcements that will pop up during www.MDcyber.com website visitor's time on the site.
- **For cybersecurity company Sponsor, company will be prominently featured at the top of the list of participating cybersecurity companies** with capabilities description that will be accessible at www.MDcyber.com and distributed at the Showcase.

During the event

- **Exhibit opportunity with premium** placement and more space than non-sponsors at MD Cyber Solutions Showcase venue.
- **"Ask an Cyber Specialist" Information Station:** Company will be noted as the sponsor of and may staff one of these information stations that will serve as a valuable resource for attendees that may have cybersecurity questions or need help identifying appropriate cybersecurity solutions for their business, government entity or nonprofit organization.
- **On stage speaking opportunity:** 2 minutes to address all MD Cyber Solutions Showcase attendees during closing program at 4 p.m. that will feature a Fireside Chat with 3 industry experts.
- **Title Sponsor will introduce Fireside Chat participants.**
- **Title Sponsor logo prominently featured on signage** at MD Cyber Solutions Showcase venue including: at registration area, on stage and on general sponsor signage.
- **10 complimentary MD Cyber Solutions Showcase tickets for sponsor company reps.**

After the Event

- **Customized post-event marketing:** CAMI will issue an official **post-MD Cyber Solutions Showcase** email to all attendees re-introducing them to Title Sponsor, including information and collateral provided by

Title Sponsor, and encouraging them to contact Title Sponsor for a post-Maryland Cybersecurity Solutions Showcase appointment.

- **Marketing leads:** Title Sponsor will receive list of all MD Cyber Solutions Showcase participants/attendees with name, title, company, website **and email**. This includes participating cybersecurity providers and buyers.

SILVER SPONSORSHIP - \$5,000

Silver Sponsor benefits:

Before the Event

- **Extensive event marketing:** recognition and promotion as Silver Sponsor in MD Cyber Solutions Showcase marketing with logo and link of Sponsor's choice included where applicable. This includes email announcements, flyers, signage, social media and more. Note: Maryland Cybersecurity Solutions Showcase Partner Organizations and fellow sponsors will also be promoting the MD Cyber Solutions Showcase to their respective members and connections. Thus, Sponsor will receive brand and offerings awareness beyond CAMI.
- **Media:** Silver Sponsor will be noted as such in all SHOWCASE press announcements.
- **Digital marketing on CAMI website www.MDcyber.com**
 - Event Page: Prominently noted as Silver Sponsor with logo and link of Sponsor's choice featured on MD Cyber Solutions Showcase event page within MDcyber.com.
- **For cybersecurity company sponsors: Prominently featured at the top of the list of participating cybersecurity companies (following the Title Sponsors)** with capabilities description that will be accessible at www.MDcyber.com and distributed at the Showcase.

During the event

- **Exhibit opportunity with premium** placement and more space than non-sponsors at MD Cyber Solutions Showcase venue.
- **Sponsor logo prominently featured on signage** at MD Cyber Solutions Showcase
- **5 complimentary MD Cyber Solutions Showcase tickets** for Sponsor company reps with option to purchase additional tickets at a discounted rate of \$15pp.

After the Event

- **Marketing leads:** Sponsor will receive list of all MD Cyber Solutions Showcase participants/attendees with name, title, company, website **and email** for attendees that did NOT opt out of information sharing. This includes participating cybersecurity providers and buyers.

BRONZE SPONSORSHIP - \$2,500

Bronze Sponsor benefits:

Before the Event

- **Extensive event marketing:** recognition and promotion as Bronze Sponsor in MD Cyber Solutions Showcase marketing with logo and link of Sponsor's choice included where applicable. This includes email announcements, flyers, signage, social media and more. Note: Maryland Cybersecurity Solutions Showcase Partner Organizations and fellow sponsors will also be promoting the MD Cyber Solutions Showcase to their respective members and connections. Thus, Sponsor will receive brand and offerings awareness beyond CAMI.
- **Digital marketing on CAMI website www.MDcyber.com**
 - Event Page: Noted as Bronze Sponsor with logo and link of Sponsor's choice featured on MD Cyber Solutions Showcase event page within MDcyber.com.
- **For cybersecurity company sponsors: Featured at the top of the list of participating cybersecurity**

companies (following the Title and Silver Sponsors) with capabilities description that will be accessible at www.MDcyber.com and distributed at the Showcase.

During the event

- **Exhibit opportunity** at MD Cyber Solutions Showcase venue (includes 3 complimentary tickets)
- **Signage:** Sponsor logo featured on general sponsor signs posted throughout the venue
- **2 additional complimentary MD Cyber Solutions Showcase tickets for sponsor company reps** with option to purchase additional tickets at a discounted rate of \$15pp.
- **Complimentary tickets = 5**

After the Event

- **Marketing leads:** Sponsor will receive list of MD Cyber Solutions Showcase participants/attendees with name, title, company and website.

SUPPORTING SPONSORSHIP - \$1,000

Supporting Sponsor benefits:

Before the Event

- **Event marketing:** recognition and promotion as Supporting Sponsor in MD Cyber Solutions Showcase marketing with Sponsor name noted. This includes email announcements, flyers, signage, social media and more. Note: Maryland Cybersecurity Solutions Showcase Partner Organizations will also be promoting the MD Cyber Solutions Showcase to their respective members and connections as well. Thus, Supporting Sponsor may receive extensive brand and offerings awareness beyond CAMI.
- **Digital marketing on CAMI website www.MDcyber.com**
 - Event Page: Noted as Supporting Sponsor with company name on MD Cyber Solutions Showcase event page within MDcyber.com.
- **For cybersecurity company sponsors: Featured at the top of the list of participating cybersecurity companies (following the Title, Gold, Silver and Bronze Sponsors)** with capabilities description accessible at www.MDcyber.com and distributed at the Showcase.

During the event

- **Signage:** Sponsor logo featured on general sponsor signs posted throughout the venue and on tables during luncheon/keynote address
- **1 complimentary MD Cyber Solutions Showcase ticket for sponsor company rep** with option to purchase additional tickets at a discounted rate of \$25pp.
- Cybersecurity providers sponsoring at this level also receive an exhibit opportunity at MD Cyber Solutions Showcase venue with one additional complimentary ticket. Additional tickets may be purchased at a discounted rate of \$25pp.

After the Event

- Sponsor will receive list of MD Cyber Solutions Showcase participants/attendees with name, title, company and website. This includes participating cybersecurity providers and buyers.

ICE CREAM SOCIAL WITH STATE CISO SPONSORSHIP - \$1,500

A one-hour program entitled "Creating a More Cyber Secure State Through Collaboration" featuring MD State CISO John Evans will be held during the Showcase event. (View program flyer [here](#).) This special program is **NOT OPEN TO ALL SHOWCASE ATTENDEES**. It is only open to Maryland state/county/local elected officials, economic development officials, and IT and other key staff members **and representatives from companies that choose to sponsor this program**.

Benefits of sponsoring this program: Sponsor will receive all benefits associated with the Supporting Sponsorship

(see above). In addition, 2 representatives from Sponsor company may attend the Ice Cream Social program. Sponsor company will be recognized as such on program signage and marketing and will be announced as such during the program. Sponsor will receive contact information for all Ice Cream Social program attendees.

See next page for Sponsorship Agreement.

2019 Maryland Cybersecurity Solutions Showcase

Complete the following information to secure your 2019 Maryland Cybersecurity Solutions Showcase Sponsorship:

Sponsor Name _____

Address _____

Contact Name _____

Contact Email _____ Contact Phone _____

Please provide email addresses for others within your company who should receive MD Cybersecurity Solutions Showcase updates: _____

Indicate sponsorship level choice:

_____ Title \$10,000 _____ Silver \$5,000 _____ Bronze \$2,500
_____ Ice Cream Social With State CISO \$1,500 _____ Supporting \$1,000

_____ I understand I will receive a 20% discount on my MD Cybersecurity Solutions Showcase Sponsorship because my company/organization also sponsored the 2019 MD Cybersecurity Awards Celebration.

Sponsor Signature

Date

Cybersecurity Association of Maryland, Inc.

Date

Email this completed form to sam@MDcyber.com along with a high-resolution copy of your logo and associated web address. An invoice will be issued for selected sponsorship level amount. Payment will be due upon receipt. **Questions? Email sam@MDcyber.com or call 443-376-8667.**