

CYBER MARYLAND 2019

December 5 & 6, 2019 | Hyatt Regency Baltimore Inner Harbor

SPONSORSHIP OPPORTUNITIES

Federal Business Council

9800 Patuxent Woods Drive, Suite H, Columbia, MD 21046 | (800) 878-2940 | Fax (301) 206-2950

SPONSORSHIP CONTRACT

This constitutes an agreement between FBC and _____ (to be referred to as Sponsor) to sponsor the following item(s) listed below at the given cost(s).

Please check all that apply & initial below

Package Sponsorship Opportunities	Item & Branding Sponsorships	Non-Exhibiting Event Sponsors
\$5,500 - \$10,000	\$7,000 - \$10,000	\$99 - \$20,000

PACKAGE SPONSORSHIP OPPORTUNITIES

PLATINUM LEVEL SPONSORSHIP - \$ 10,000 (6 AVAILABLE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on the conference website identifying you as a Platinum Sponsor • Featured sponsor in conference social media campaigns • Company featured in attendee marketing campaign • Logo next to your company's listing in the conference app • Logo and 100-word description in the mobile app • NEW- Attendee demographics list two weeks prior to the conference (organization name and titles only - does not include attendee names or personnel information) • NEW- Customized social media kit including sponsor-specific graphics and content 	<ul style="list-style-type: none"> • Full page ad in the conference exhibit guide • Logo placement on conference signage identifying you as a Platinum sponsor • Banner ad in conference app • One Push notification through the conference app • NEW - Recognition on CyberMaryland entrance sponsorship board • NEW- Recognition in the conference exhibit guide 	<ul style="list-style-type: none"> • Premium 10x10 booth space in the Maryland Cyber Challenge Showcase room • Speaking opportunity pending committee approval • Participation on the CyberMaryland advisory board • Access to Speaker Ready Room for networking • 6 Conference Attendee Passes • NEW - 6 Tickets to the Networking Reception • NEW – 75 drink coupons with company logo to distribute throughout the networking reception • NEW- Introduction of Keynote

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PACKAGE SPONSORSHIP OPPORTUNITIES (CONTINUED)

GOLD LEVEL SPONSORSHIP - \$7,500 (11 AVAILABLE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on the conference website identifying you as a Gold Sponsor • Featured sponsor in conference social media campaigns • Logo next to your company's listing in the conference app • Logo and 100-word description in the mobile app • NEW- Attendee demographics list two weeks prior to the conference (organization name and titles only - does not include attendee names or personnel information) 	<ul style="list-style-type: none"> • Half page ad in the conference exhibit guide • Logo placement on conference signage identifying you as a Gold sponsor • Banner ad and logo in conference app • NEW - Recognition on the CyberMaryland entrance sponsorship board • NEW- Recognition in the conference exhibit guide 	<ul style="list-style-type: none"> • Premium 8x10 booth in the Maryland Cyber Challenge Showcase room • 4 Conference Attendee Passes • NEW - 4 Tickets to the networking reception • NEW – 50 drink coupons with company logo to distribute throughout the networking reception

SILVER LEVEL SPONSORSHIP - \$5,500

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo on conference website identifying you as a Silver Sponsor • Logo next to your company's listing in conference app • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Quarter page ad in the conference exhibit guide • Logo placement on conference signage identifying you as a Silver sponsor • NEW- Recognition on the CyberMaryland entrance sponsorship board • NEW- Recognition in the conference exhibit guide 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • 3 Conference Attendee Passes • NEW - Customizable kiosk front panel company graphic • NEW - 3 tickets to the networking reception • NEW-25 drink coupons with company logo to distribute throughout the networking reception

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ITEM & BRANDING SPONSORSHIP OPPORTUNITIES

CONFERENCE BAG SPONSORSHIP - \$10,000 (EXCLUSIVE) or \$5,000 CO-SPONSORSHIP (Limited to 2)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on the conference website identifying you as a conference bag sponsor • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Company logo on all conference bags • Company literature placed in conference bags • Inclusion on event sponsorship signage as the conference bag sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • NEW- Customizable kiosk front panel company graphic

NEW - WI-FI SPONSORSHIP – \$10,000 (EXCLUSIVE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on conference website identifying you as the WI-FI Sponsor • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Selection of Wi-Fi password (make it your company name) • Inclusion on event sponsorship signage as the conference WI-FI sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • NEW - Customizable kiosk front panel company graphic • NEW - 2 charging stations with your company logo placed outside the general session

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ITEM & BRANDING SPONSORSHIP OPPORTUNITIES (CONTINUED)

RFID SECURITY WALLET SPONSORSHIP - \$7.500 (EXCLUSIVE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on the conference website identifying you as a conference RFID Security Wallet sponsor • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Company Logo on a RFID Security Wallet distributed to conference attendees • Inclusion on event sponsorship signage as the conference RFID security wallet sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • NEW - Customizable kiosk front panel company graphic

MOBILE APP SPONSORSHIP - \$7,500 (EXCLUSIVE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on conference website identifying you as the App Sponsor • Company logo on app splash page • Banner ad and logo in conference app • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • 2 Push Notifications • Inclusion on event sponsorship signage as the conference mobile app sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • 2 conference attendee passes • NEW- Customizable kiosk front panel company graphic • NEW- 2 tickets to the networking Reception passes

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ITEM & BRANDING SPONSORSHIP OPPORTUNITIES (CONTINUED)

LANYARD SPONSORSHIP - \$7,000 (EXCLUSIVE)

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo placement on conference website identifying you as the Lanyard Sponsor • Logo next to your company's listing in conference app • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Half Page ad in the conference exhibit guide • Conference lanyard with company logo and conference name • Inclusion on event sponsorship signage as the conference lanyard sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance board 	<ul style="list-style-type: none"> • 3' x 40" Kiosk with company identification flag sign • NEW- Customizable kiosk front panel company graphic

BADGE SPONSORSHIP - \$6,000 (EXCLUSIVE)

****NEW THIS YEAR****

Pre-Event Marketing	Onsite Marketing
<ul style="list-style-type: none"> • Logo placement on conference website identifying you as the Badge Sponsor • Logo next to your company's listing in conference app • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Half Page ad in the conference exhibit guide • Company logo placed on all conference attendee, exhibitor and speaker badges • Inclusion on event sponsorship signage as the conference badge sponsor • Recognition in the conference exhibit guide • Recognition on the CyberMaryland entrance board

NON-EXHIBITING SPONSORSHIP OPPORTUNITY

RECEPTION SPONSORSHIP – (TO BE ANNOUNCED)

Please contact your FBC sales representative to learn more on how your company can sponsor this year's networking reception.

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NON-EXHIBITING SPONSORSHIP OPPORTUNITY (CONTINUED)

TRACK SPONSORSHIP - \$5,000 (6 AVAILABLE)

Track 1 Day 1 Track 2 Day 1 Track 3 Day 1 Track 1 Day 2 Track 2 Day 2 Track 2 Day 2

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo on conference website identifying you as a Track Sponsor • Logo placement in the agenda next to the track • Company Intro and Link to website included in track pre-marketing to 35,000 cyber contacts • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Subtle logo placement on the room screen in advance of the sessions • Logo placement on conference signage identifying you as the conference track sponsor • NEW - Distribute Company Branded White note taking Paper to attendees as they enter the room • New- exclusive introduction to all speakers within track • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • 2 conference attendee passes

NETWORKING BREAK SPONSOR - \$5,000 (4 AVAILABLE)

Morning Break Day 1 Afternoon Break Day 1 Morning Break Day 2 Afternoon Break Day 2

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none"> • Logo on conference website identifying you as a Break Sponsor • Logo and 100-word description in the mobile app 	<ul style="list-style-type: none"> • Quarter page ad in the conference exhibit guide • Signage displayed during the break identifying you as a Break Sponsor • Break refreshments for (200) people • One push notification identifying your company as the break sponsor • NEW- Recognition in the conference exhibit guide • NEW- Recognition on the CyberMaryland entrance sponsorship board 	<ul style="list-style-type: none"> • NEW - 8 oz coffee cups with company logo served with break

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NON-EXHIBITING SPONSORSHIP OPPORTUNITY (CONTINUED)

COLUMN WRAP - \$3,000 (2 AVAILABLE)

Pre-Event Marketing	Onsite Marketing
<ul style="list-style-type: none">Logo on the conference website identifying you as a conference column wrap sponsor	<ul style="list-style-type: none">Branded Atrium Column in the middle of the conference exhibit hall

CYBER GENERATION - \$1,500

Pre-Event Marketing	Onsite Marketing	Inclusions
<ul style="list-style-type: none">Logo on conference website identifying you as a cyber generation sponsor	<ul style="list-style-type: none">Banner by the cyber Challenge as a sponsor of 10 students	<ul style="list-style-type: none">10 sponsored student passes to attend the conference

CONFERENCE APP LOGO- \$99

Onsite Marketing
<ul style="list-style-type: none">Company logo next to company's listing in the conference app

MARKETING SERVICE PACKAGE ADD-ON

Check below to include a Marketing Service Package with your sponsorship (includes an exhibit space and company logo kick panel)

- Marketing Service Package with 3'x 40" kiosk- \$2,595 x _____ = _____ (this is in addition to a selected sponsorship above)

DEADLINES & SPECIFICS

- All kiosk kick panel logo's must be submitted by November 11, 2019 (All logos must be vector-based)
- All artwork (logos and ads) must be received by November 21, 2019.
 - Logos to be placed on an item (i.e. bag) must be submitted in a high resolution EPS or PNG format.
 - Logos submitted for other print (programs and signage) must be in a high resolution EPS, PNG or JPEG format.
- All ads for the conference program must be received by November 25, 2019.
 - Full page ads will be 8.5"(W) x 11"(H).
 - Half page ads must be 8.5"(W) x 5.5"(H)
 - Quarter page ads must be 4.25"(W) x 5.5"(H)
 - Please send the best quality ads that you have, as we will not be able to manipulate them. The exhibit list will be printed in color (CMYK). *File size not to exceed 10
- Any changes to these sponsorships or details must be approved by Eric Longo at the Federal Business Council in writing

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PAYMENT INFORMATION (Must be paid 60 days prior to the event)

COMPANY NAME: _____

Please charge this credit card \$ _____ for the _____ Sponsorship.

Type: MC VISA AMEX Expiration: _____ / _____ CSC/Security Code: _____

Credit Card #: _____ Card Holder Signature: _____

Contact Name: _____ Telephone: (_____) _____

CC Billing Address: _____

TERMS & CONDITIONS

- The Sponsor, when making an application to participate, accepts and agrees to comply with the conditions of this contract governing the conduct of and participation in this exhibit. Sponsor further agrees that this contract is binding on all parties and can be amended only in writing by both parties hereto.
- In the event the Sponsor cancels their reservation contracted herein, the Sponsor must do so in writing. Written notice must be received no later than 60 days prior to the event date to be liable for 0% of the Sponsor cost. Written cancellation received within 59 days or less of the event date obligates the Sponsor to pay FBC 100% of the Sponsor cost.**
- Sponsor agrees not to assign or sublet any portion of any included space nor permit individuals other than employees and/or their representatives to use the facilities provided. Sponsor further agrees not to display products or literature that are not regularly sold or distributed to him/her, except as may be necessary to illustrate the applications of his/her product.
- FBC nor the Federal Government assumes responsibility or liability for any theft, damage or loss by any cause of property to the Sponsor, employees or their agents, nor for any injury that may occur to the Sponsor, agents or employees.
- Sponsor agrees to hold FBC harmless and to reimburse the same for any judgments, settlements, costs or other expenses (including legal fees) to which it may be subject, for any injury, damage, loss or harm resulting or occurring to anyone (including visitors) which may result directly or indirectly from or in connection with Sponsor by the Sponsor, its employees or representatives.
- FBC will not be liable for fulfillment of this contract due to any of the following causes: by reason of the building being destroyed by fire, acts of God, strikes, the authority of the law or for any other causes beyond FBC's control.
- Pre-show advertising/promotions are at the discretion of FBC.
- Sponsor agrees not to accept any form of funds while at the event.**
- Demonstrations and Interviews: All activities during the event must be conducted in such a way as not to infringe on the rights of other participants or offend visitors. Interviews, discussions or other business conversation must be confined to the Sponsors area only. Independent 'hospitality suites' or other activities which are not an official function of the event or official agenda are prohibited and will not be supported nor promoted.
- FBC nor the government approve, endorse or recommend the use of any specific commercial product or services. The Sponsor may not, therefore, imply either verbally or in printed literature, that his/her products or services are approved, endorsed or recommended by FBC or the government by virtue of this contract.
- The Sponsor agrees to comply with local fire and safety regulations and furnish any permits required.
- FBC reserves the right to reject, in whole or in part and at any time, any individual or material which in its opinion is objectionable to participants or others. No liabilities or damages whatsoever against FBC or any of their representatives, agents or members shall be incurred because of such rejections.
- FBC reserves the right to cancel or change the date of any component of the event at any time.
- Inclement Weather: FBC will hold all event activities as scheduled during times of inclement weather, unless the Federal Government is closed. FBC will not honor requests for refunds or credits for companies who choose not to participate.**
- Sponsors who fail to comply with the security requirements may be denied access to the selected site by the hosting agency and/or FBC. FBC will not be responsible and will not provide refunds or credits to Sponsors who are denied admission to the event site due to failure to comply with these security instructions.**
- All Sponsor fees are due and payable in advance. FBC will only invoice for Sponsor contracts that are received **more than 90 days from the event date**. Otherwise, the company must pay for the fees of the Sponsor by credit card. Registrations are taken on a first-come, first-serve basis according to receipt of payment.
- Sponsor will be liable for ANY collection expenses, including reasonable attorney's fees and credit card fees due to charge backs.**
- FBC is not responsible or financially liable for the coordination of any shipped materials to or from an event site unless the item is included with a sponsorship. This includes contacting shipping companies, cost of lost items and packaging of materials. The shipment, packaging and tracking of materials are the responsibility of the participating Sponsor.
- FBC will coordinate all of the administrative, catering, purchasing of materials and other details dealing with the contracted Sponsor item.
- Sponsor agrees to coordinate any activities, including but not limited to, social events, special seminars, hospitality suites, etc. relating to the event, its participants or any personnel connected with the event, exclusively with FBC. FBC works under agreements with both the hosting agency and the hotel/site. In order to facilitate the conference or event in the best manner and avoid scheduling conflicts, FBC has been directed to coordinate all social functions and receptions that are held on site at the host venue/hotel involving attendees from the particular conference. Therefore any planned social involving industry and conference attendees must be agreed upon and coordinated with FBC. Please speak directly with FBC to get further direction and guidance on this area. Failure to comply with this requirement may result in exclusion from the event.

Authorized Signature: _____ Date: ____/____/____