

iCyberCenter@bwtech

Executive Training Program for Overseas Cyber Entrepreneurs

Decide Fast, Enter Smart!

**Fall Session:
September 11-15, 2017
Baltimore, Maryland
USA**



The US is the world's largest, most open and dynamic international market for cybersecurity products and services. It also attracts most of the \$3.5B invested annually in cybersecurity ventures globally. As the world's most attractive cyber market, this market is also the most competitive - with an ever-growing number of domestic and international solution vendors competing aggressively for new business and funding in an increasingly crowded market. **HOW CAN YOU COMPETE?** Come to the iCyberCenter@bwtech!

The CEO-level **iCyberCenter@bwtech's Executive Training Program** for overseas cyber entrepreneurs provides an intensive, week-long course to help international cyber business leaders accelerate their understanding of the US cyber market and develop the most effective US market entry business strategies.

JOIN US for briefings, high-level industry connections and hands-on workshops delivered by leading subject matter experts. Overseas cyber entrepreneurs will gain a detailed understanding of:

- *The \$45B US Cyber Market*
- *Why Maryland is a leading US destination for international cyber business*
- *US market competitor analysis*
- *US go-to-market strategies*
- *Sources of investment and funding*
- *Administrative essentials: legal, tax, HR*
- *US procurement regulations and industry certifications*
- *US private and public sector CISO briefings*
- *US cyber business CEO briefings*
- *High level networking with US cyber community*

By week's end, formulate a **CUSTOMIZED ACTION PLAN** that will accelerate your entry into the US cyber market.

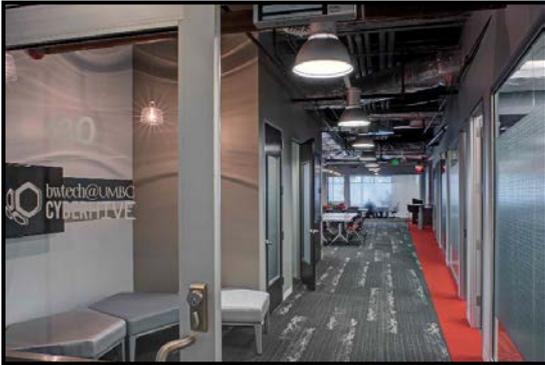
This executive training program complements the **iCyberCenter's US Market Entry Incubator Program** for overseas cyber entrepreneurs, which provides a year-long program of ongoing market entry and development support for qualifying overseas companies within the **bwtech@UMBC Cyber Incubator**.

iCyberCenter
@bwtech
INTERNATIONAL CYBERSECURITY CENTER

TO LEARN MORE, CONTACT:
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The iCyberCenter US Market Entry Incubation Program

The **iCyberCenter@bwtech's** unique dedicated 12-month **US Market Entry Incubator Program** is designed to provide international cyber entrepreneurs with support and mentorship to facilitate entry into the US cyber market. Connect to mentors, thought-leaders, potential customers, investors and partners while being part of an **UNPARALLELED CYBERSECURITY ECOSYSTEM!**



Companies in the **iCyberCenter's** incubation program will benefit from **EXPERT MENTORING** by highly experienced international cyber business experts and a continuous program of training, events, networking and new business opportunities designed to help them **ACCELERATE ENTRY into the US MARKET.**

The **iCyberCenter** is located in the **Cyber Incubator** within the **bwtech@UMBC Research & Technology Park** and leverages its **VIBRANT CYBER SUPPORT ECO-SYSTEM** and **STRATEGIC**

LOCATION. The Cyber Incubator is also home to **Cync**, a dedicated cyber accelerator program offered in partnership with Northrop Grumman Corporation.

The Cyber Incubator@bwtech provides *CUSTOMIZED BUSINESS SUPPORT*, as well as high quality and competitively priced office space on a dedicated, shared or drop-in basis.

Cyber Incubator Highlights:

- 45+ early-stage companies
- Cyber start-up ecosystem
- Class A office & co-working space
- 5 mins from BWI Int'l Airport
- Right off of I-95: 10 mins from Balt. City
- About 15 mins from Ft. Meade, the National Security Agency and US Cyber Command

About bwtech@UMBC Research & Technology Park (RPC): RPC is a leading US center for innovation and entrepreneurship, hosting companies focused in three key industries: cybersecurity/IT, life sciences/engineering and clean energy. Cyber plays a key role at bwtech, with bwtech being home to over 55 US cyber companies in total, at all stages of development. bwtech@UMBC sits on 71 park-like acres adjacent to the University of Maryland, Baltimore County (UMBC; <http://www.umbc.edu/>), a national leader in STEM (science, technology, engineering and math) education and an **NSA/DHS designated Center of Academic Excellence for Cyber Defense Education.** RPC companies leverage the proximity to UMBC by collaborating with the talented faculty and students.

To learn more about bwtech's **iCyberCenter** incubation program, the **Cyber Incubator** or **bwtech@UMBC Research Park**, please contact: jreynolds@umbc.edu