

bwtech@UMBC Research Technology Park

SIGNATURE EVENT SPONSORSHIP

We offer multiple opportunities for partners and professional service providers to sponsor bwtech@UMBC signature events, briefings, happy hours and seminars. Sponsorship opportunities for individual events are listed below, as are packages for companies interested in sponsoring multiple events. Help us make bwtech@UMBC the region's innovation and networking destination!

| CyberTini Event Sponsors | Regular Sponsor | Award Sponsor | Premier Sponsor | Ice Luge Sponsor |
|---|-----------------|---------------|-----------------|------------------|
| | \$1500* | \$2,000 | \$2,500 | \$3,000 |
| Receive marketing and PR at event, logos listed on invitations and marketing materials; acknowledgement/introduction at event | X | X | X | X |
| Set up exhibit table with banner bugs | X | X | X | X |
| Make comments at the event (e.g., welcoming remarks and/or toast), receive billing as a Premium Event Sponsor. | | | X | X |
| List of attendees provided to sponsor | | | X | X |
| Presentation of bwtech's "Innovative Cyber Company to Watch" Award | | X | | |
| Logo engraved on Martini glass ice sculpture (ice luge) | | | | X |
| Number of free tickets if event has a fee | 4 | 6 | 8 | 10 |
| Discount for current annual sponsors | 50% off | 50% off | 50% off | contact us |
| Discount for incubator companies | 67% off | contact us | contact us | contact us |

| CyberInnovation Briefing Event Sponsors | Regular Sponsor | Premier Sponsor |
|---|-----------------|-----------------|
| | \$500 | \$1,000 |
| Receive marketing and PR at event, logos listed on invitations and marketing materials; acknowledgement/introduction at event | X | X |
| List of attendees provided to sponsor | | X |
| May contribute to the programming (e.g., suggest content, panel, moderate) if meets bwtech's programming requirements | | 0 |
| Number of free tickets if event has a fee | 2 | 4 |
| Discount for incubator companies | 50% off | contact us |

| Multiple Event Sponsor (Cyber Incubator) | Regular Sponsor | Premier Sponsor |
|---|-----------------|-----------------|
| | \$2,500 | \$5,000 |
| 3 Signature Events (does not include offsite CyberTini's): listed as sponsor on marketing collateral and invitations etc.; introduction as sponsor at event | X | |
| 4 Signature Events (includes 1 offsite CyberTini's): listed as sponsor on marketing collateral and invitations etc.; introduction as sponsor at event | | X |
| List of attendees provided to sponsor | | X |
| Number of free tickets to each event if event has a fee | 3 | 6 |

NON-SIGNATURE EVENT SPONSORSHIP

| Other Networking Event (e.g., BioBuzz, Lightning Talk Happy Hours) | bwtech company/Individual | Corporate or other sponsor |
|---|---------------------------|----------------------------|
| | \$250 | \$500 |
| Receive marketing and PR at event, logos listed on invitations and marketing materials; acknowledgement/introduction at event | X | X |
| Set up exhibit table with banner bugs | X | X |
| List of attendees provided to sponsor | | X |
| Number of free tickets if event has a fee | 1 | 2 |

Key:
X = included
0 = optional