



**TEDCO'S
ENTREPRENEUR EXPO**

—2020—

**SPONSORSHIP &
EXHIBITING PROSPECTUS**

OCTOBER 21, 2020

**THE HOTEL AT THE UNIVERSITY OF
MARYLAND**

PRESENTED BY:



TEDCMD.COM

ABOUT THE EXPO

TEDCO'S ENTREPRENEUR EXPO

TEDCO's annual **Entrepreneur Expo** brings together all of Maryland's various entrepreneurial resources across the State under one roof for a day of celebration. The Expo draws **1000+** of the region's top entrepreneurs, business owners, angel and venture capital investors, legislators and other influencers.

From healthcare to cyber and all the way to baseball gloves, the expo is the place to see all that Maryland has to offer. The day is jam-packed full of workshops, roundtable discussions, exhibiting companies and pitches, opening up great opportunities for entrepreneurs to network, learn, and be inspired.



2019 HIGHLIGHTS

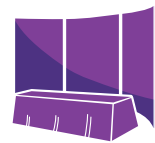
1,100
ATTENDEES



95
SPEAKERS



84
EXHIBITORS



23
SESSIONS



34
STARTUP EXHIBITORS



2019 ENTREPRENEUR EXPO KEY METRICS

96%
WILL ATTEND NEXT YEAR

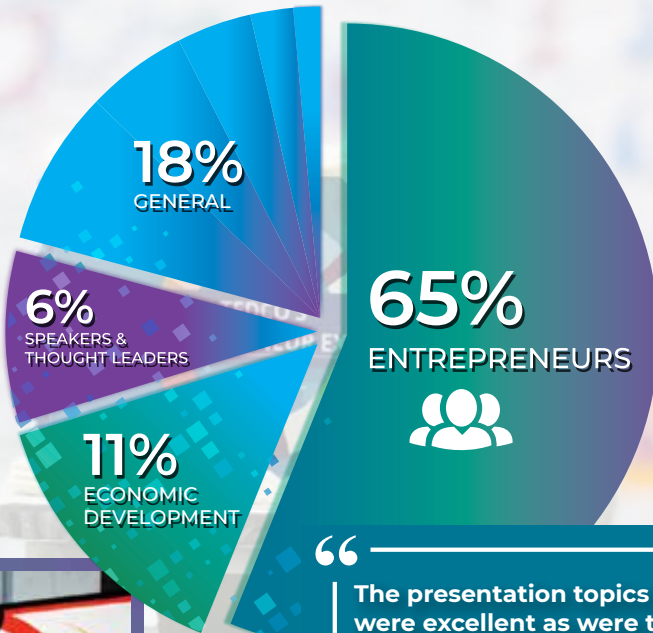
96%
SAID THEIR PURPOSE
WAS ACCOMPLISHED

90%
RATED THE EVENT VERY
GOOD/EXCELLENT

83%
OF THE ATTENDEES
WERE ENTREPRENEURS

77%
HAD A LOT/GREAT DEAL
OF VALUE FROM EXPO

LAST YEAR'S SUCCESS



“
The presentation topics were excellent as were the presentations themselves. I learned a lot about Baltimore and what it offers small businesses. I reconnected with some old contacts and made some new ones.
”

- Entrepreneur

Many insightful discussions this afternoon at **@MDTEDCO's @TheEntrepExpo** - underscores the strength of the innovation ecosystem in **#Maryland. #TEDCOexpo #MDeconomy**
@ColinCRichard



“
The keynote speaker discussion on investing gave a good perspective on our region. It was also helpful to interact with federal agencies' tech transfer groups.
”

- Exhibitor

Great event today at **#TEDCOExpo** —proud to be part of a **thriving innovation ecosystem** with **@MDTEDCO**
@VensanaCapital

Hats off to **@MDTEDCO** team, the speakers, sponsors, and everyone else who made **@TheEntrepExpo 2019** a smashing success! **There was an incredible amount of positive energy buzzing around, and it is evident that the entrepreneurial community in Maryland is gaining momentum! #TEDCOExpo**
@UMDResearchPark

2019 EXHIBITORS



COMPANY NAME BOOTH

AARP Innovation Labs	45
Ardent Security LLC	21
Aronson LLC	41
Awarables	48
Ballard Spahr	37
Bethesda Green	82
BioHealth Innovation	36
BurnAlong	11
Byte.lion	59
Celeflux, LLC	29
CLA (CliftonLarsonAllen)	38
Craft Music LLC	56
F ³ Tech Accelerator	72
FITCI (Frederick Innovative Technology Center)	64
Federal Laboratory Consortium MidAtlantic Region	15
Foresight Science & Technology	40
Frederick City Dept. of Economic Development	65
Frederick County, MD Office of Economic Development	66
Frederick National Laboratory for Cancer Research	2
Gardner Industries	19
Harbor Designs & Manufacturing	44
Howard County Chamber	79
HR Geckos	8
I-95 Business	13
Integrated Pharma Services (IPS)	12
IRAZÚ Bio-Holdings, LLC	5
Kapowza	58

COMPANY NAME BOOTH

Launch Workplaces	63
LaunchTech Communications	74
Mblue Labs	49
Maryland Defense Technology Commercialization Center (DefTech)	14
Maryland Department of Commerce	32
Maryland Department of Transportation (MDOT)	4
Maryland Saves	46
Maryland Tech Council Venture Mentoring Service	73
Maryland Technology Internship Program	53
Maryland Business Innovation Association	69
McLean Law	24
MD-PACE Program	7
MAGIC (Mid-Atlantic Gigabit Innovation Collaboratory, Inc.)	27
MindStand Technologies Inc.	54
Mind-X	18
MIPS / University of MD / Mtech	67
Montgomery County Economic Development	70
Morgan State University, Office of Technology Transfer	57
NASA Goddard Space Flight Center	1
National Institute of Standards and Technology	17
National Security Agency Technology Transfer Program	3
NEXT Powered by Shulman Rogers	42
NextStep Robotics Inc	20
NOAA	16
Noble Life Sciences, Inc.	52

COMPANY NAME BOOTH

Optimal Solutions Group (ReVelo/iAccessible)	22
(eGovMarket)	23
PathOtrak, LLC	28
Prince George's County Economic Development Corporation	71
RenAlert, LLC	30
RoboVet Systems	9
Rockville Economic Development	83
RPM Tech	47
SBDC - Maryland	68
SCL Consulting	26
Shock Therapeutics Biotech	6
Spine Align LLC	25
St. Marys County Department of Economic Development	62
Startup Grind Maryland	75
Strategic Operations Solutions LLC (SOS)	35
Supply Chain OpEx Consulting	43
SwayTalk	50
TechPort UAS Business Incubator	61
University of Maryland Ventures	60
University of Maryland Graduate School	34
Untethered Labs, Inc. (dba Gatekeeper)	55
Uvivity Corporation	51
Workforce Genetics	10
SmartVentures Pitch Competition Winner	81
National Institute of Health Technology Transfer Center	

2019 SPONSORS



VISIONARY



THINKER



INNOVATOR



SPECIAL THANKS



THE VENUE



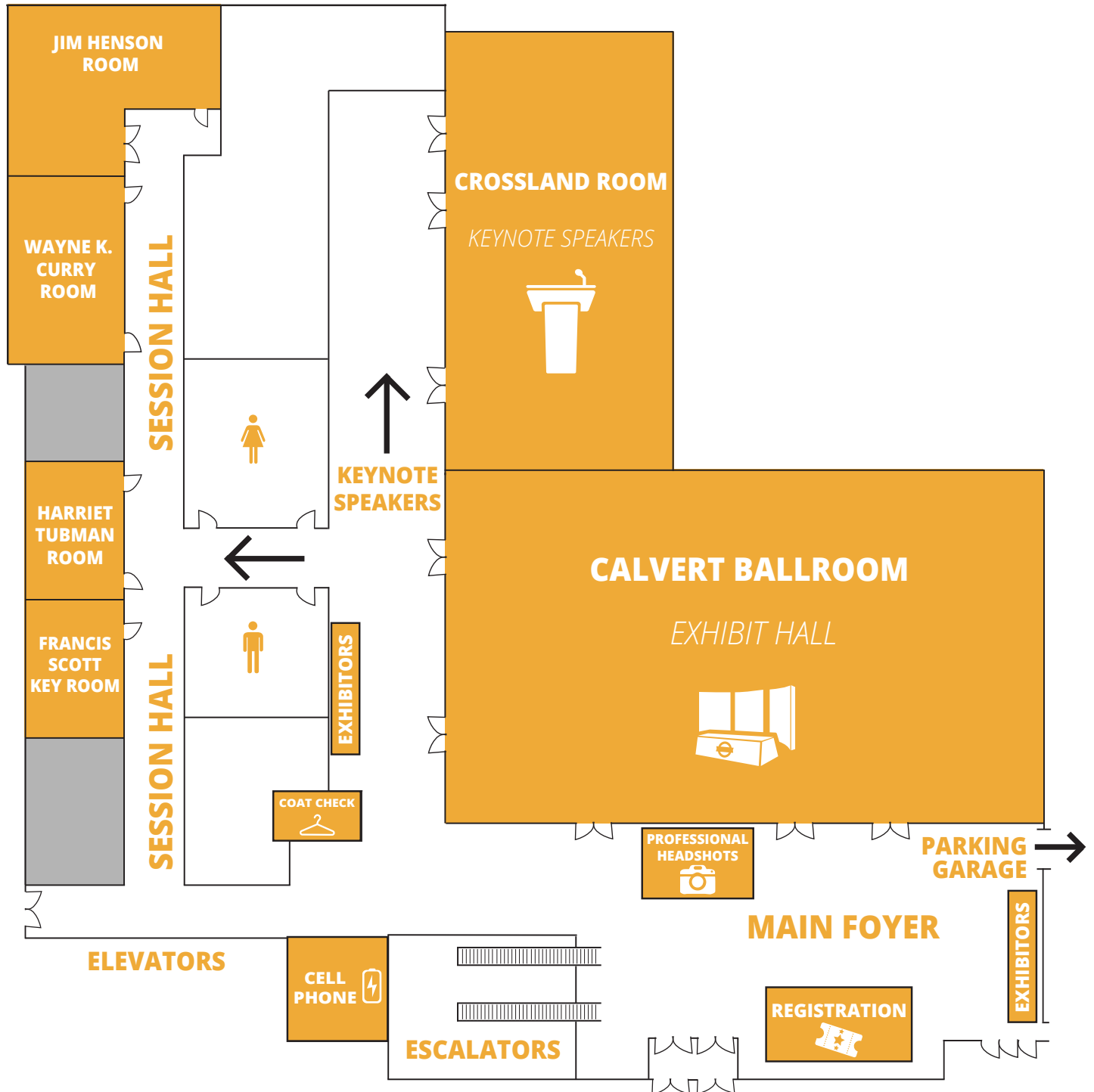
THE HOTEL AT THE UNIVERSITY OF MARYLAND

The event is hosted at the University of Maryland's hotel and conference facility. Located across the main entrance of the University campus, this location is ideal for bringing entrepreneurs from across the region to our event.



7777 BALTIMORE AVE.
COLLEGE PARK, MD 20740
THEHOTELUMD.COM

FLOORPLAN



SPONSORSHIPS



VISIONARY
\$25,000

3
Available



First Visionary sponsor will be featured at the Expo charging station



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

CHOICE OF ONE (1) EVENT:

- ★ 2-Minute greeting at Breakfast or Lunch Keynote
- ★ Sponsor the Reception
- ★ Introduce Session
- ★ Introduce Fireside Chat

- **First choice** of exhibit space location (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- Full-page, full-color Ad in the program guide, plus (1/2) half-page Ad option
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Opportunity to display company signage in main areas
- Individual social media spotlights recognizing sponsorship
- Dedicated spotlight on Expo website
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide

SPONSORSHIPS



FOUNDER
\$15,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

CHOICE OF ONE (1) EVENT:

★ Introduce Session

★ Introduce Fireside Chat

- Priority choice of exhibit space location (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- Full-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media "shout out" recognizing sponsorship
- Dedicated spotlight on Expo website
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



LEADER
\$10,000



ENTITLEMENTS



6 COMPLIMENTARY ATTENDEE PASSES

- ★ Opportunity to introduce a Session
- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- (1/2) Half-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media “shout out” recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



THINKER

\$7,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level
- Company logo on photo booth



PROMOTIONAL

- (1/2) Half-page, full-color Ad in the program guide
- Option to leave marketing collateral or gift items in conference registration bags (\$300 value)
- Social media “shout out” recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide



INNOVATOR

\$3,000



ENTITLEMENTS



COMPLIMENTARY ATTENDEE PASSES

- Prime exhibit space (+2 Attendee passes if exhibiting)
- Lowest fee for additional registrations (\$99 per extra pass)
- Badge ribbons recognizing sponsor level



PROMOTIONAL

- (1/4) Quarter-page, full-color Ad in the program guide
- Social media "shout out" recognizing sponsorship
- Recognition as sponsor in promotional emails
- Recognition as sponsor in program guide

EXHIBITING INFORMATION



EXHIBITORS

WHAT YOU RECEIVE



COMPLIMENTARY ATTENDEE PASSES

- 6ft. Table + tablecloth + identification sign
- (2) Two chairs
- Standard directory listing

PRICING

BOOTH PRICING

SPONSOR	Free with package
START-UP*	\$300
START-UP (LATE REGISTRATION)	\$350
FEDERAL & ACADEMIC	\$500
STANDARD	\$1,000

*Start-up Company Criteria: (20) Twenty or less employees

A LA CARTE OPTIONS



\$300

BAG LEAVE-IN

A Bag Leave-In can be any marketing collateral (pens, flyers, etc.) **provided by your company** that will be delivered to us before the event, and placed in registration bags.



\$2,000
1 Available

CHARGING STATION

- ★ Logo displayed at Expo charging station
- ★ Recognition as sponsor in program book



\$3,000
1 Available

WI-FI

- ★ Logo displayed on signage and attendee name badges
- ★ Recognition as sponsor in program book



\$5,000
1 Available

PARKING

- ★ Logo displayed on signage at Expo
- ★ Recognition as sponsor in program book

ASK ABOUT IN-KIND SPONSORSHIPS

RESERVE YOUR SPACE



For more information, or to reserve your space, contact:



Tammi Thomas
Vice President of Marketing
tthomas@tedco.md

ABOUT TEDCO

TEDCO enhances economic development growth through the fostering of an inclusive entrepreneurial and innovation ecosystem. TEDCO discovers, invests in, and helps build great Maryland-based technology and life science companies.



LEADING INNOVATION TO MARKET

TEDCOMD.COM

WWW.EXPO.TEDCO.MD



THANK YOU
WE HOPE TO SEE YOU
OCTOBER 21ST
EXPO.TEDCO.MD

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@MDTEDCO
@THEENTREPEXPO



/COMPANY/TEDCOMD



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