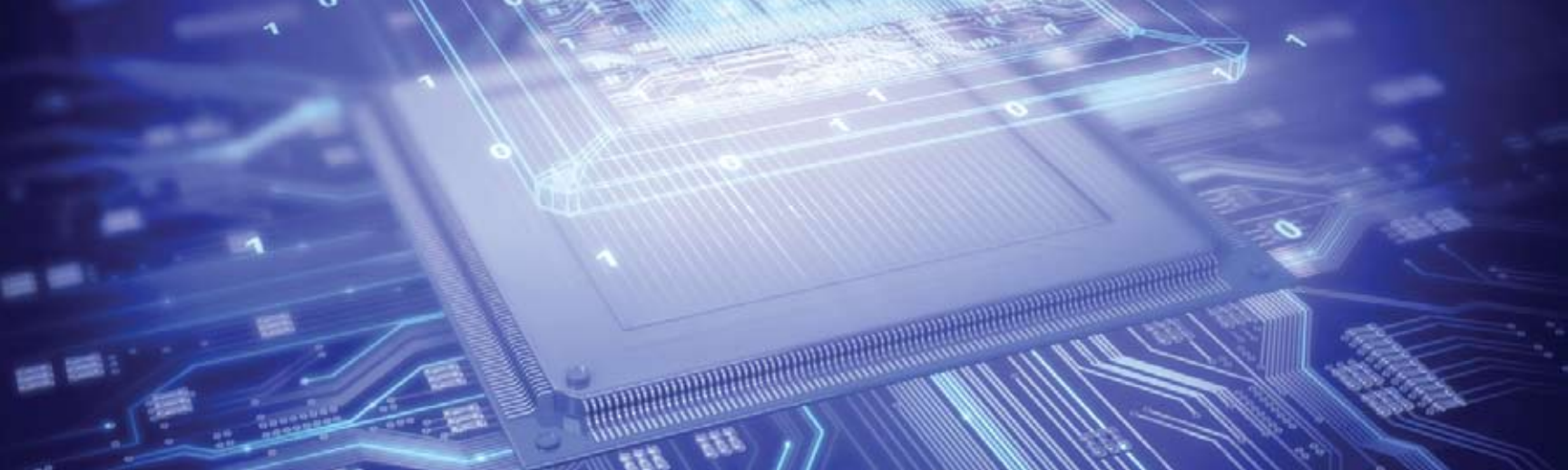




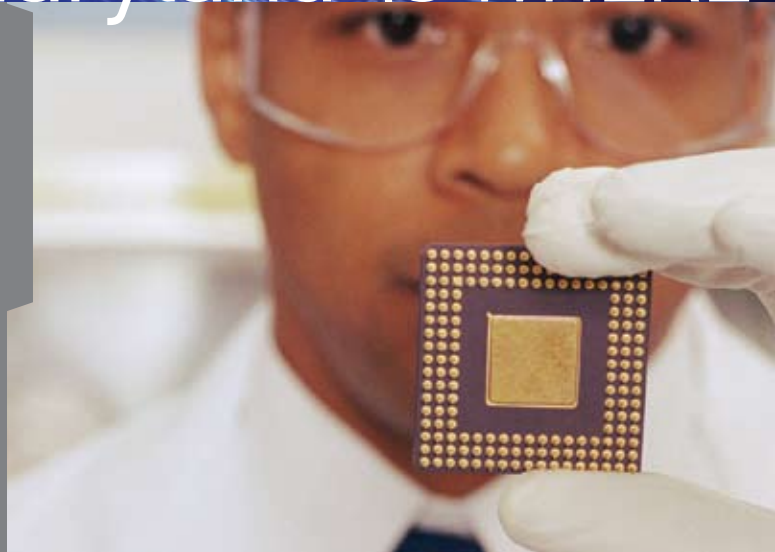
TECH SOURCE

Build your business, save money and connect to one of the nation's largest technology communities by being part of the Tech Council of Maryland.



THE Tech Council of Maryland IS WHERE

The Tech Council of Maryland (TCM), is one of the nation's premier technology organizations offering its 500-plus member companies and their more than a quarter-million employees unparalleled opportunity and extraordinary value.



Maryland's at **126,000** Tech Jobs (and counting). Become a Part of Us! Build your business, save money and connect to one of the nation's largest technology communities by being part of the Tech Council of Maryland.

TECHNOLOGY & BUSINESS INTERSECT.

It's the place where small and medium-sized businesses make business contacts, grow and lobby government— so you don't have to.

This is what sets the MdTech Division of TCM apart from similar organizations and why you should join:

- Introduces you to the people and companies you most want to meet through our **IT Matchmaking Service**
- Provides the most Networking opportunities for you
- Let's your entire staff participate in free member committees and forums to help you **network** in small professional development sessions
- Aggressively **advocates** for you year-round in Annapolis and on Capitol Hill



More Reasons To Join TCM

- The IT industry sector accounts for **3.5 percent** of Maryland's employment base
- The IT products and services industry contributed about **\$31 million** in tax revenue for the state of Maryland in 2009
- Maryland's 2009 technology job growth was **6.6 percent** – third in the nation
- Maryland has the fourth highest concentration of IT workers in the country
- These jobs pay better in Maryland than in any other state, with an average annual wage of **\$81,624**, which is **26 percent higher** than the national average
- IT occupations are projected to grow by **28 percent** in Maryland by 2016
- Maryland is the epicenter of cyber security innovation and job creation and will create **28,000 new tech jobs** by concentrating on cyber security by 2012

All of this means technology is **big business** in Maryland and you have more opportunity to connect with more people by becoming a part of the Tech Council of Maryland.

Whether you are a small, medium or large-size company, here's what you get once you've joined TCM:

- More than **50** IT related educational and networking events annually so you can make more connections
- **Member's only** use of our IT Matchmaking Service -- just tell us who you want to meet and we'll hustle to make that introduction for you. Most of our members say this alone is worth the price of their annual membership dues
- Invitation to **member's only** Door Opener series where you sit down directly with government agencies and pitch your product or service to them
- **Member's only** access to key reports and other resources to help you maintain, grow and diversify your business
- Incredible access and opportunities to sit down directly with your local, state and federal legislators who want to hear from you
- **Member's only** discounts and preferred pricing on office supplies, computer hardware and software, business insurance, and much more, which can save you thousands of dollars
- Use of our **member's only** online Career Center that allows you to search for qualified employees without incurring additional fees and to post job openings free of charge
- Our **member's only** electronic newsletters *The Tech Exchange* and *The Annapolis Report* delivered to your inbox
- A **member's only** *Annual Membership Directory* to help you target market the companies that you want to meet and do business with
- You are part of a community of other technology professionals

You Get This When You Join TCM

"We have used the IT Match-making Service to meet other companies we had been trying to connect with through cold calling. Having recently expanded into the region, this invaluable service is a short cut tool to meeting more business contacts."

*Steve Moseley,
Market Manager– Maryland,
Fibertech Networks*

Here's Who is Already a Part of Us

"Being a member of TCM is a priority for Hughes because we are giving back to our local technology community. Additionally, I personally benefit because I can participate in TCM committees like the Tech Exec Forum for CIOs and exchange information with my peers. We are a global company that finds great value from this regional tech association."

*Prasad Margasahayam,
Chief Information Officer,
Hughes*



Some of the most important breakthroughs in Maryland's technology community can't be engineered. It's all about the way members meet and work together. These are the types of companies who are a part of us:

- IT Products and Services companies
- Government contractors
- Cyber-security companies
- Social Media companies
- Telecommunications companies
- Broadcast companies
- Healthcare IT companies
- Engineering companies
- Content creators
- Software companies
- IT Product developers

HERE'S HOW YOU JOIN:

There are two ways for you to join TCM and invest in your company's business development future:

1. Call and talk to us at **240.243.4026** and we'll answer any question you have.
2. Go online to become a member today at **www.techcouncilmd.com** and click **Membership** and then scroll to the **Join Online** button.
If you have questions, please call us and we'll help you join.



The Tech Council of Maryland (TCM), is one of the nation's premier technology organizations offering our 500-plus member companies and their more than a quarter-million employees unparalleled opportunity and extraordinary value. TCM successfully lobbies state government to maintain the state's standing as one of the country's most tech-friendly business climates, aggressively advocates for members and the industry with the press, provides more networking opportunities than any other technology association and encourages dialogue on issues of mutual interest and importance.

To join, visit www.techcouncilmd.com or call 240-243-4026.

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