

MACo December 2015 Winter Conference Exhibits

Institution	Type of Business	Booth number(s)	Website
Airbus DS Communications	As one of the world's largest and most trusted sources for mission critical communications, the Airbus DS Communications VESTA® solutions lead the way for standards-based Next Generation 9-1-1, Land Mobile Radio and Emergency Notification. Visit Airbus DS Communications, the home of VESTA®, and learn why your CRITICAL MATTERST - www.Airbus-DSComm.com	33	CassidianCommunications.com
American Public University System	American Public University and American Military University are part of the accredited American Public University System and are leading providers of education to motivated students worldwide. Recognized by the Online Learning Consortium (OLC) for best practices in online education, APUS offers working adults quality, affordable, and career-relevant education in a flexible online environment. Today, the university delivers over 190 degrees and certificates, and its bachelor's programs were named to U.S. News & World Report's ranking of top online degree programs for the third consecutive year.	34	www.apus.edu
Bolton Partners Inc.	Bolton Partners is an employee benefits consulting firm that specializes in actuarial pension consulting and health and welfare consulting for corporate, public sector, and multi-employer organizations.	40	www. boltonpartners.com
CareFirst BlueCross BlueShield	For more than 75 years, CareFirst BlueCross BlueShield and its predecessors and affiliates have provided health insurance and related health benefit services and products throughout MD, DC, and Northern VA to more than 3.4 million members.	1	www.carefirst.com

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Carefirst Dental	CareFirst Dental is a leading provider of dental benefits in Maryland, delivering the #1 regional networks combined with one of the largest national networks. We are 1st for highest in-network utilization, with the highest negotiated provider discounts in the market, delivering the lowest net pay for claims and balance billing to members. Service excellence is delivered through our dedicated dental service unit located in Maryland. More Marylanders rely on CareFirst for dental than any other brand. CareFirst Dental, the leader in benefit design and dental integration with medical benefits.	2	www.carefirst.com
Charles P. Johnson & Associates	Charles P. Johnson & Associates is a full-service civil engineering firm that has provided quality land planning, civil and environmental engineering, and surveying services to the public and private sector since 1971. We have expanded our planning, engineering, and surveying services in order to adapt in an evolving, demanding environment. Our five core services - Planning, Engineering, Public Sector, Surveying, and Environmental Services - work cohesively to provide seamless customized services to our private and government clients. Proudly, nearly all members of the senior team have been with CPJ for 20 years or longer.	20	www.cpja.com
Chesapeake Employers' Insurance Company	Chesapeake Employers' Insurance Company is proud to provide Maryland municipalities with a readily available source for workers' compensation insurance that features high quality products and services at a fair price; and to protect workers and employers by championing workplace safety.	16	www.ceiwc.com

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Cigna	Cigna specializes in the needs of local governments through medical, dental, pharmacy, behavioral health, vision, group life, accident and disability insurance plans. It designs innovative benefit plans and funding for both active and retiree employees, and through these plans help government employers and the people who work there get the maximum value for their health plan investment - so every dollar works harder and goes further. Its tailored health and well-being solutions are targeted, clinically-based and effective in meeting the needs of the individuals who are served.	4	http://www.cigna.com
Comcast	Comcast is the nation's largest video, high-speed internet and phone provider to residential customers under the Xfinity brand and also provides services to businesses and local governments.	5	www.comcast.com
Correct Care Solutions	Correct Care Solutions delivers superior on-site medical, dental, behavioral health, and pharmacy services, management of off-site patient care, integrated utilization management technologies, and electronic medical record systems for correctional organization.	22	www.correctcaresolutions.com

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Delta Dental	Delta Dental Insurance Company (Delta Dental) provides dental benefits to both local and national clients. Delta Dental offers insurance programs with a wide variety of funding options and innovative plan designs tailored both to small and large groups. Our products include Delta Dental PPO?, Delta Dental Premier®, a network-based indemnity product, and Delta Care®USA, our DHMO-type product. Delta Dental and its affiliates collectively represent one of the country's largest integrated dental benefits systems, administering benefits to nearly 25 million people in 15 state, the District of Columbia and Puerto Rico.	17	http://www.DeltaDentalins.com
EA Engineering, Science, and Technology, Inc.	A leading provider of interdisciplinary environmental solutions, EA is helping Maryland counties Do More with Less. Through the integration of engineering, science, and technology, EA is working with local governments to reduce energy costs, better manage assets, leverage spending on TMDL compliance, and save money on water, wastewater, and solid waste operations. Headquartered in Hunt Valley, EA has Maryland offices in Ocean Pines and Abington. EA employs more than 400 professionals through a network of 23 offices across the continental United States, as well as Alaska, Hawaii, and Guam. In business for more than 40 years, EA has earned an outstanding reputation for technical expertise, responsive service, and judicious use of client resources. For more information about EA, visit www.eaest.com .	19	http://www.eaest.com

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Election Systems & Software	Experience the ES&S Difference - Election Systems & Software is the most experienced provider of total election solutions. For more than 30 years, ES&S has remained true to our vision, "maintain voter confidence and enhance the voting experience." Providing our customers with trusted, quality and timely election services and products is our purpose, our promise and our passion. Learn more about our mission by visiting our website: essvote.com	28	essvote.com
Funk & Bolton, P.A.	Funk & Bolton, P.A. is a Mid-Atlantic-based law firm practicing primarily in Maryland, the District of Columbia, Virginia and Pennsylvania. The seven practice areas include: insurance benefits litigation, insurance regulation, insurance coverage & claims, government relations, local government law, creditors' rights and bankruptcy, and environmental law. We are a professional association of nearly 30 attorneys. We provide counseling, litigation and legislative services to insurers, financial services companies, health maintenance organizations, managed care organizations, health plans, dental plans, counties, municipalities, businesses and trade associations. Web Address: http://fblaw.com	14	www.fblaw.com
L-3 National Security Solutions	L-3 National Security Solutions (L-3 NSS) provides complete, secure, cost-effective digital evidence management services for body-worn camera programs. Our private cloud-based, Big Data solution manages the extensive volumes of video evidence, preserving chain-of-custody while managing access to qualified personnel. L-3 NSS also delivers cybersecurity, mobile device management and complete IT infrastructure support services for federal, state and local government organizations, including educational entities.	3	www.l-3com.com

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Local Government Insurance Trust (LGIT)	A non-profit Trust created, owned and governed by Maryland local governments and endorsed by MACo to provide various liability and property insurance and health benefits coverages.	7	www.lgit.org
Manns Woodward Studios	A Maryland based architectural firm that specializes in the design of public safety and community driven facilities.	27	www.mwsarch.com
Maryland Environmental Service	Maryland Environmental Service is an innovative and leading edge solver of environmental problems, a responsible and successful manager of environmental operations and a great place to work. Our mission is to provide operational and technical services to protect and enhance the environment for the people of Maryland.	15	http://www.menv.com
Maryland Local Government Health Cooperative	Since 2010 the Maryland Local Government Health Insurance Cooperative (MLGHIC) has partnered with the Local Government Insurance Trust (LGIT) and Cigna to provide self-funded health insurance benefits to local governments in the state of Maryland. This unique health insurance program allows public entities to come together and finance their health benefits in a safe and secure environment. Some of our program features include: return of premium, lower administrative costs and ability to choose your own plan benefits. This leads to full control over your health costs. When you want the savings, control and transparency of a self-funded health insurance program, turn to the Maryland Local Government Health Insurance Cooperative. For additional information please contact: Dave Wuenschel at MLGHIC, 800-400-4647 or dwuenschel@benecon.com	8	www.benecon.com

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Maryland Relay	MD Relay is a free public service that enables people, who are unable to use a standard telephone, to both make and receive phone calls.	31	www.mdrelay.org
Maryland State Firemen's Association	The Maryland State Firemen's Association represents the volunteer fire, rescue, and EMS personnel of Maryland.	23	www.msfa.org
Motorola Solutions, Inc.	Motorola Solutions, Inc. provides public safety and public service sector integration and communications solutions to the State of Maryland, 16 of its 23 Counties plus the Cities of Baltimore, Salisbury, and Annapolis. Motorola's portfolio of solutions includes wireless voice and 4G data systems, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Mobile Computing Hardware, Citizen Response Management (311) Systems, Wireless Broadband Networks, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2015 Maryland Association of Counties.	10	www.motorolasolutions.com
Musco Sports Lighting	For nearly 40 years, Musco has specialized in the design and manufacture of athletic field lighting. Musco's Light-Structure GreenT, is a cost-effective sports lighting system offering significant advantages for your budget and the environment - operating costs and off site spill light are cut in half.	18	www.musco.com
National Association of Counties	Serving county members for more than 75 years with exclusive benefits and services	29	www.naco.org

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Nationwide Retirement Solutions	<p>On Your Side. Nationwide is a market leader in providing supplemental retirement savings programs for public employees. Nationwide has been serving public sector employees and their families for nearly 40 years. Nationwide's programs include 457(b), 401(a), and Post-Employment Health Plans, and are comprehensive - incorporating investment, education, and administrative service solutions for governmental employers. Visit or call Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA.</p>	9	http://www.nrsforu.com
NORESKO, L.L.C.	<p>As one of the largest energy services companies in the U.S., NORESKO utilizes design-build and a variety of performance-based contracting vehicles to deliver energy and maintenance savings and significant infrastructure upgrades to existing facilities. These upgrades can be funded through cost savings that the projects generate, without the need for up-front capital expenditures by the customer. NORESKO has guaranteed more than \$3 billion in energy and operating cost savings at more than 7,000 sites throughout the U.S. and worldwide.</p>	13	http://www.noresco.com
Optotraffic, LLC	<p>Oprotraffic works with local jurisdictions to provide advanced, accurate, and reliable technology for traffic law enforcement. Optotraffic is the only company to specialize in above-the-road LIDAR automated speed and alternative traffic enforcement solutions. Working hand-in-hand with local officials, we tailor programs to meet specific needs from the speeding violation, through citation approval and issuance, printing and mailing, payment of fines, court hearing processing, record keeping, collections and related services.</p>	38	www.optotraffic.com
PNC Bank, N. A.	Banking, financial services.	6	http://www.pnc.com

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Presidio	<p>At Presidio, we think, architect, implement and support the practical reality of IT every day. We make it possible for our clients to harness the limitless power of IT to drive their business forward. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs - and prepare you for tomorrow. Presidio partners with industry leaders to develop and support the answers to our clients' IT challenges. We've earned the highest certifications from all of our strategic partners. As one of the largest solutions providers in the U.S., we combine experience and stability with regional expertise and service, so you can rest assured we'll be there to help you locally with the ability to cover your global business needs. We are not just trusted partners, we enable new thinking.</p>	12	www.presidio.com
Regroup	<p>Regroup, the leading provider of Emergency Notification and Mass Communication solutions, was founded at Stanford University in 2006 to solve the need the university had for easy, effective multi-model messaging. Regroup offers an intuitive interface with one click messaging to mobile (text/voice), landlines, email, social media, websites, and more. Regroup stands apart from other messaging systems with its ease of use, seamless integrations with social media and client databases, unparalleled reliability, and unlimited text/voice/email messaging. Regroup offers clients free 24/7 support and saves clients money - on average 50%. Regroup currently serves government clients such as the City and County of San Francisco, educational institutions, non-profits and businesses.</p>	36	

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Republic Services	We build legacy everyday by focusing on the communities and businesses we serve nationwide. That means we have the recycling and waste capabilities you need, backed by the service you want. Reliable pickups. Accountable employees. And one common goal-to create a clean safe Blue Planet for all.	37	www.republicservices.com
Rockwell Collins / ARINC	With more than eight decades of mission-critical radio communications experience, Rockwell Collins delivers integrated communications systems for Public Safety and Critical Industries. Our ARINC portfolio of unique customer solutions include Radio over IP interoperability LMR networks; fully standards based, manufacture independent P25 LMR solutions; and our newest introduction, ARINC UrgentLink, the first nationwide network dedicated to disaster communications.	32	

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SLAIT Consulting/CommVault	<p>SLAIT Consulting is an Information Technology consulting services company that specializes in delivering customized, creative IT solutions for customers in the commercial and public sector. Since 1990, SLAIT has been listening to our clients' needs and onboarding skilled IT professionals to assist clients with their toughest challenges. Our service offerings include staffing, fixed service deliverables and projects, managed services, or outsourcing of projects and functions. SLAIT provides complete life-cycle services for your data-center-centric requirements specializing in converged infrastructure, storage systems, virtualization, private-cloud and hybrid-cloud. The team has also developed unique solutions and services integrating wireless-access, security appliances, as well as bring-your-own-device business solutions for corporate and education environments. SLAIT is a privately owned firm, with a staff of over 400 professional employees serving clients along the East Coast and west to Texas. We work with our clients to take new approaches to reducing costs, increasing performance and mitigating risks. Commvault's data protection and information management solutions provide mid- and enterprise-level organizations worldwide with a significantly better way to get value from their data. All of the applications in Commvault's end-to-end data</p>	39	slaitconsulting.com commvault.com
Tactical Public Safety / Harris Corporation	Radio communications system & services for public safety, state & local, mission critical agencies.	30	www.tacticalpublicsafety.com

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Telecommunication Systems - Cyber Intelligence Group	TeleCommunication Systems, Inc. (TCS) (NASDAQ:TSYS) is a leading provider of mission critical wireless data solutions to carriers, enterprise and government customers. TCS' wireless data offerings include location-based Enhanced 9-1-1 services; location and messaging service infrastructure for wireless operators; real-time market data and alerts to financial institutions, mobile asset management and mobile office solutions for enterprises, and encrypted satellite communications to government customers. www.telecomsys.com	21	www.telecomsys.com
UMD School of Public Policy		25	
Verizon Wireless	Verizon Wireless was the first national wireless provider in the United States to build and operate an large-scale 4G LTE network the most advanced wireless network technology available, with speeds up to 10 times faster than 3G. State and local government solutions allow you to provide more nimble, responsive government services while staying within budget. new technologies can help both staff and citizens access data more easily, from locations in and out of agency walls, while keeping it secure. As a result, you can expand community services with confidence, and build trust with the people you serve.	26	http://www.verizonwireless.com

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Washington County	<p>Washington County, Maryland Government strives to fulfill its duty to the citizens of Washington County with regard to operational efficiency, fiscal responsibility, and responsiveness to the needs of the community. This vision is used to ably assist the Board of County Commissioners of Washington County in achieving goals for moving the County forward as present needs and future plans are addressed. According to the Maryland Department of Legislative Services, the Washington County General Fund has one of the lowest costs per capita for services provided of all 23 counties and Baltimore City. This is attributed to the efficiency, staffing levels, and cost containment exhibited in Washington County Government operations. Visit www.washco-md.net for more information.</p>	24	www.washco-md.net
Wexford Health Sources, Inc.	<p>Based on over 20+ years of industry experience, Wexford Health's cost-effective, clinically sound programs manage inmate health care costs while maintaining quality of care. Contact us to learn how our medical, mental health, pharmacy, dental, telemedicine, and utilization management programs can help control your clinical and administrative costs.</p>	35	www.wexfordhealth.com
WGL Energy, Inc.	<p>WGL Energy is an entity that delivers a full ecosystem of energy offerings including natural gas, electricity, green power, carbon reduction, distributed generation and energy efficiency provided by WGL Energy Services, Inc. (formerly Washington Gas Energy Services, Inc.) and WGL Energy Systems, Inc. (formerly Washington Gas Energy Systems, Inc.).</p>	11	http://www.wglenergy.com