

January 2023 MACo Winter Conference Exhibitors - as of 1/1/2023

Company	Description	Booth #	Website
Academy for Excellence in Local Governance (University of Maryland School of Public Policy)	The Academy for Excellence in Local Governance (The Academy) voluntary certificate program is a collaborative effort involving MACo, the Maryland Municipal League (MML), the Local Government Insurance Trust (LGIT), and the School of Public Policy of the University of Maryland, College Park, that also serves as the program administrator. By providing enhanced educational opportunities, the Academy will train informed and responsible local officials to give Maryland jurisdictions the leadership needed to meet the challenges of the 21st century. Specific objectives are (1) to increase understanding of local government and how it functions; (2) to promote high ethical standards in public service; (3) to provide an informational base for more informed policy making; (4) to develop capacity of local officials to govern effectively; and (5) to recognize local officials for their educational efforts.	Choptank Registration Desk	http://mdcounties.org/151/Academy-for-Excellence
Accela	Accela provides a robust, cloud-based platform of government software solutions that accelerate growth, efficiency and transparency in communities of all sizes. From planning, to building, to service request management and more, Accela's SaaS offerings level the playing field for small and medium governments, and enable smaller agencies to leverage larger city technologies. Our open and flexible technology helps agencies address specific needs today, while ensuring they are well prepared for the emerging challenges of the future.	22	https://www.accela.com/
Accenture	Accenture is a global professional services company with leading capabilities in digital, cloud and security. We offer Strategy and Consulting, Technology and Operations services and Accenture Song - all powered by the world's largest network of Advanced Technology and Intelligent Operations centers.	16	https://www.accenture.com/us-en
Aetna	Our dedicated Public Sector team provides health care solutions that focus on long-term cost sustainability, innovative benefits and improved experiences for active and retired employees.	56	http://aetna.com

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American Fidelity	When it comes to protecting your employees by offering supplemental benefits, partner with a company who has the expertise in your field and understands your needs. We consider it a privilege that thousands of employees have put their trust in us. Consider American Fidelity for a different opinion.	9	www.americanfidelity.com
ANGARAI	Established in 2003 and based in Greenbelt, Maryland, ANGARAI has been recognized as one of the fastest growing small businesses in Prince George's County. As an ISO 9001 and CMMISM certified organization, we provide holistic solutions to our global customers through strategic business advice, organizational change management and enterprise technology development that includes both business and architecture solutions.	66	http://www.angarai-intl.com/
AT&T	FirstNet is the only communications platform specifically designed to give first responders and those who support them reliable, highly secure connectivity during everyday emergencies and in disasters. FirstNet is the nation's first communications ecosystem designed with and for public safety based on their direct feedback and needs, and works across agencies, jurisdictions and state lines and has robust tools and features.	10	www.firstnet.com/md
Baker, Donelson, Bearman, Caldwell & Berkowitz, PC		25	https://www.bakerdonelson.com/
Bolton	We are a full-service employee benefits, actuarial, investment and compensation consulting firm with 40 years of experience providing consulting services to clients in the Public and Corporate Sectors, Nonprofit Organizations, as well as for the Federal Government. We build long-term partnerships with our clients by delivering understandable, insightful, and impactful solutions to complex issues so that they can optimize employee performance, best manage future financial risks and provide valuable benefits to their employees.	55	www.boltonusa.com

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CareFirst BlueCross BlueShield	In its 85th year of service, CareFirst, an independent licensee of the Blue Cross and Blue Shield Association, is a not-for-profit healthcare company which, through its affiliates and subsidiaries, offers a comprehensive portfolio of health insurance products and administrative services to 3.6 million individuals and employers in Maryland, the District of Columbia and Northern Virginia. In 2021, CareFirst invested \$26.2 million to improve overall health, and increase the accessibility, affordability, safety and quality of healthcare throughout its market areas. To learn more about CareFirst BlueCross BlueShield, visit our website at www.carefirst.com and our transforming healthcare page at www.carefirst.com/transformation .	13	https://individual.carefirst.com/individuals-families/home.page
Carrington & Associates, LLC\Sensys Gatso USA	Sensys Gatso is the leading provider of automated traffic enforcement solutions with a strong global presence. Our mission is saving lives by changing the driving behavior of motorists. We are firmly committed to improving road safety by reducing vehicle speed and red light negation, by optimizing traffic flows and by contributing to a sustainable urban environment, always in close partnership with governments and other authorities all over the world. We look forward to working with you to save lives in our communities.	30	https://www.sensysgatso.com/
Chaberton Energy	Chaberton Energy, located in Montgomery County, make solar projects happen - from development to site control to permitting to off-take agreements. Our nimble, creative and efficient team builds and leverages trusted, strong relationships to create win-win solutions for our stakeholders. We are doing so by developing local energy resources that benefit landowners, offtakers and the greater community and by focusing on being a good neighbor and partner. ?	46	www.chaberton.com

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Check Point Software Technologies, Inc.	Check Point offers next-generation advanced capabilities that exceed the Cyber IT Agenda of Government through 25 years of prevention experience. Our comprehensive security platform provides critical building blocks to achieve the highest levels of federal cyber security hygiene and TCO. With evolving cyber threats facing the public sector, agencies can depend on Check Point to meet their federal security needs.	21	https://checkpoint.com/government
Cigna	At Cigna, we understand that better health, convenience and savings shouldn't have to be a choice. Through a deep understanding of benefits management in the public sector, we're equipped to deliver an experience that's tailored to your needs.	1	http://www.cigna.com
Comcast	Stop by the Comcast booth to learn more about the Affordable Connectivity Program. ACP can help empower individuals in your community with the life-changing tools and resources needed to succeed in a digital world.	4	www.comcast.com
Convey911	Convey911 is a multi-language translation platform for 911 and other non-emergency centers. Convey911 can translate 125+ languages through SMS and MMS. Convey911 can be used anywhere non-English and limited English speakers need to connect to essential services.	33	www.convey911.com
CVS Caremark	CVS Caremark® - the pharmacy benefits manager (PBM) working with the State of Maryland to provide convenient and flexible options for the prescription drugs you and your family may need. We are here to help you save time, keep costs down and stay on track with your medications.	39	cvshealth.com/about/our-offerings/pharmacy-benefits-management

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Dynatrace	Dynatrace provides software intelligence to simplify cloud complexity and accelerate digital transformation. With automatic and intelligent observability at scale, our all-in-one platform delivers precise answers about the performance and security of applications, the underlying infrastructure, and the experience of all users to enable organizations to innovate faster, collaborate more efficiently, and deliver more value with dramatically less effort. That's why many state and local agencies trust Dynatrace® to modernize and automate cloud operations, release better software faster, and deliver unrivalled digital experiences.	28	www.dynatrace.com
EA Engineering, Science, and Technology, Inc., PBC	Headquartered in Hunt Valley and with three Maryland offices, EA provides Maryland counties with comprehensive environmental services. A nationwide company, EA employs more than 600 professionals through a network of 27 offices. In business for more than 49 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 .	35	https://eaest.com/
ezVOLTz™	AMPtium's ezVOLTz™ - A cloud-based, end-to-end EV Charging Management and Monetization Platform with a co-brandable driver-facing mobile application that works with all standards-based EV charging infrastructure.	24	www.ezvoltz.com

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Company	Description	Booth #	Website
Fortinet, Inc.	Fortinet makes possible a digital world that we can trust through its mission to protect people, devices and data everywhere. This is why many of the world's largest enterprises, service providers and government organizations choose Fortinet to securely accelerate their digital journey. The Fortinet Core Platform and Platform Extension products deliver broad, integrated and automated protections across the entire digital attack surface, securing critical devices, data, applications, and connections from the data center to the cloud to the home office. The Fortinet NSE Training Institute, an initiative of Fortinet's Training Advancement Agenda, provides one of the largest and broadest training programs in the industry to make cyber training and new career opportunities available to everyone. Learn more at https://www.fortinet.com , the Fortinet Blog or FortiGuard Labs.	41	https://www.fortinet.com/
Healthworks LLC	Healthworks AnalyticsT is a web-based, Visual IntelligenceT (VI) platform providing your organization the ability to integrate disparate data sources into a cogent view designed to help you decide how to best allocate scarce resources, improve quality of care and outcomes, control costs, and improve the lives of your patients. It also provides a foundation for analyzing your organization's compliance with national standards or consent decrees, performing risk assessments, maximizing continuous quality improvement initiatives, and managing your healthcare across multiple domains. Our VI platform brings you the right data at the right time to help you achieve your goals.	23	https://www.medicalistics.com/healthworks-analytics/
Infoblox	Infoblox is the global leader in providing Secure DNS and Cloud Managed Network Services for a wide array of both Federal agencies and State and Local governments. Infoblox brings DNS security, reliability and automation solutions to on premises, cloud and hybrid deployments allowing for a single pane of glass for network management.	43	https://www.infoblox.com/solutions/government/state-and-local/

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Kaiser Permanente	Founded in 1945, Kaiser Permanente is recognized as one of America's leading health care providers and nonprofit health plans. We currently serve 12.5 million members in 8 states and the District of Columbia. Care for members and patients is focused on their total health and guided by their personal Permanente Medical Group physicians, specialists, and team of caregivers. Our expert and caring medical teams are empowered and supported by industry-leading technology advances and tools for health promotion, disease prevention, state-of-the-art care delivery, and world-class chronic disease management. We are dedicated to care innovations, clinical research, health education, health equity, and improving community health. Kaiser Permanente exists to provide high-quality, affordable health care services and to improve the health of our members and the communities we serve.	65	http://kp.org
LeafFilter Gutter Protection	With no holes, gaps, or large openings, LeafFilter keeps out all types of debris including pine needles, shingle grit, seed pods, and more! LeafFilter installs directly on your existing gutters to bring you permanent peace of mind and help prevent damages related to clogged gutters. Nothing but water will enter your gutters - guaranteed!	38	https://www.leafilter.com/
LGIT Health	When you want the savings and control of a health insurance program, turn to the Local Government Insurance Trust (LGIT Health). Since 2010, LGIT Health has specialized in helping employers save premium dollars while providing outstanding benefit coverage to their employees.	8	www.lgit.org
Local Government Insurance Trust (LGIT)		7	http://lgit.org
MABE Pharmacy Purchasing Collaborative		18	https://www.mabe.org/introducing-the-cost-saving-mabe-pharmacy-purchasing-collaborative/

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Maryland Community Action Partnership	STATEWIDE ANTIPOVERTY NETWORK- Maryland Community Action Partnership provides 2-Gen (Whole Family) services for Maryland's most vulnerable populations. Services include Energy Assistance, Senior homes, Affordable Housing, Homeless shelters, Food pantries, Head Start and more...	48	www.maryland-cap.org
Maryland Correctional Enterprises	Maryland Correctional Enterprises sells products and services through vocational training programs in which participants learn valuable work skills through the production of furniture, textiles, graphics, food, and more.	45	www.mce.md.gov
Maryland Department of Transportation	MDOT will showcase Port Administration, BWI, State Highway Administration, Motor Vehicle Administration, Mass Transit Administration and Maryland Transportation Authority.	2/3	www.mva.maryland.gov
Maryland Energy Administration	The Maryland Energy Administration (MEA) advises the governor and general assembly on all energy matters, promoting affordable, reliable and cleaner energy. MEA develops and administers programs and policy to support and expand all sectors of the state's economy while benefiting all Marylanders and implementing legislation.?	29	energy.maryland.gov
Maryland Environmental Service	MES was established by the General Assembly in 1970 to assist with the preservation, improvement, and management of the quality of air, land, water, and natural resources, and to promote the health and welfare of the citizens of the State. Today, MES employs over 800 teammates and operates more than 1,000 environmental projects across Maryland and the Mid-Atlantic region. As a not-for-profit business unit of the state of Maryland, MES provides multi-disciplinary environmental compliance services to enhance and protect the environment through innovative solutions to the region's most complex environmental challenges.	51	www.menv.com

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Maryland League of Conservation Voters	The Maryland LCV Education Fund works in partnership with conservation-minded voters across Maryland to promote equitable laws and policies for clean water, healthy air, and a resilient climate. Local governments are implementation gurus, where policies turn into action. Learn how to leverage current federal funding to support clean air, water and resiliency for your jurisdiction.	62	www.marylandconservation.org
Maryland Library Association	Maryland's libraries are one of the best partners local government can have. Their work in Education, Workforce Development, and Technology access make them leaders in the country. Check out the modern library.	63	https://www.mdlib.org/index.asp
Maryland Relay	Administered by Telecommunications Access of Maryland (TAM), a State agency that provides equipment and services for Marylanders who have difficulty using a telephone, Maryland Relay is a free public service that allows people, unable to use a standard telephone, to both make and receive phone calls.	61	mdrelay.org
Maryland State Firemen's Association (MSFA)	The mission of the MSFA is to serve,promote,advocate, and represent the interests of the Volunteer Fire, Rescue, and Emergency Medical Services of Maryland.	37	www.msfa.org
MD-DE-DC Beverage Association	Meet Maryland's local soft drink beverage manufacturers and distributors and learn about their commitment to their customers, the environment and the communities they operate in.	17	https://md-de-dcbeverageassociation.org/
Motorola Solutions, Inc.	Explore Motorola Solution's end-to-end public safety technology ecosystem.Learn how your agency can improve safety, and trust in your communities by integrating video, software, critical communications, and services.	14	https://www.motorolasolutions.com
National Vision Administrators, LLC	NVA offers quality and affordable vision benefit programs to many counties, municipalities, and other employer groups throughout Maryland and the U.S. NVA's vision provider network consists of over 100,000 doctors and retail locations nationwide. Increase your vision coverage and lower your costs with NVA!	50	www.e-nva.com

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Company	Description	Booth #	Website
Nationwide Retirement Solutions (NRS)	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 solution for governmental employers. Visit or call (877) 677-3678. Retirement representatives are registered representatives of Nationwide Investment Services Corporation, member FINRA. @NWFInancial	12	www.NRSforU.com
Northeast Maglev	Northeast Maglev is working to bring the world's fastest train - the Superconducting Magnetic Levitation (SCMAGLEV) train - to the U.S. This revolutionary technology will transform our region, bringing family-sustaining jobs and investment to the Baltimore-Washington area, and connecting the two metropolitan areas in 15 minutes - at 311mph.	53	www.northeastmaglev.com
OpenGov	OpenGov is the leader in modern cloud software for our nation's cities, counties, and state agencies. With a mission to power more effective and accountable government, OpenGov serves 1,100 agencies across the U.S., and is built exclusively for the unique budgeting, procurement, and citizen services needs of the public sector. The OpenGov Cloud makes organizations more collaborative and efficient and enables best-in-class communication with stakeholders.	31	www.opengov.com
Pepco & Delmarva Power	Whether you are a commercial, nonprofit, or government customer, Pepco and Delmarva Power can help organizations, like yours, get up to 70% of total project costs covered while supporting you in achieving your energy efficiency goals-saving money and energy.	68	pepco.com/business

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Point & Pay	Powerful government payment solutions. Point & Pay is an E-Service payment provider accepting Visa, MasterCard, American Express, Discover and Electronic Checks. We offer detailed real time reporting, integrations to many different software solutions, and easy reconciliation.	42	https://www.pointandpay.com/
Presidio	Presidio is a global digital services and solutions provider accelerating business transformation through secured technology modernization. Highly skilled teams of engineers and solutions architects with deep expertise across cloud, security, networking and modern data center infrastructure help customers acquire, deploy and operate technology that delivers impactful business outcomes. Presidio is a trusted strategic advisor with a flexible full life cycle model of professional, managed, and support and staffing services to help execute, secure, operationalize and maintain technology solutions. For more information visit www.presidio.com .	49	www.presidio.com
PSA Insurance and Financial Services	PSA is the area's leading insurance and risk management firm, offering employee benefits, HR consulting, and commercial/personal insurance services. Our experts work as your trusted advisors. We deliver tailored solutions to help you reach your goals. Experience the difference that working with a partner can make.	20	https://www.psafinancial.com/
Republic Services	Republic Services is an industry leader in U.S. recycling, solid waste disposal and environmental services. We stand for customer-focused simple solutions, reliability and environmental responsibility. Republic's collection operations, transfer stations, recycling processing centers, landfills and environmental services provide effective solutions to make responsible recycling and waste disposal effortless for customer	36	www.republicservices.com

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Retiree First/Labor First	Established in 2005 and currently servicing over 250 clients, Retiree First is the industry leader in the design, implementation, management, and service of group retiree Medicare Advantage (MA/MAPD), Medicare Supplement (MS) and Medicare Part D (EGWP) plans. Our retiree solutions help plan sponsors generate financial savings, extend the life of the benefits, and add a concierge level of service for both the retirees and client staff. With membership spanning across all 50 United States, we are the only Medicare Benefit Manager that solely services the retiree healthcare marketplace.	27	www.retireefirst.com
Robbins Geller Rudman & Dowd LLP	Robbins Geller Rudman & Dowd LLP is one of the world's leading complex class action firms representing plaintiffs in securities fraud, antitrust, breach of fiduciary duty, consumer fraud, and privacy cases. With 200 lawyers in 9 offices, the Firm's attorneys have obtained many of the largest securities, antitrust, consumer, and privacy class action recoveries in history, including the largest securities class action recovery ever - \$7.2 billion - in In re Enron Corp. Sec. Litig. Robbins Geller is ranked #1 on the 2020 ISS Securities Class Action Services Top 50 Report for recovering \$1.6 billion for investors last year - more than double the amount recovered by any other securities plaintiffs' firm. Please visit rgrdlaw.com for more information.	40	www.rgrdlaw.com
Royal Plus, Inc.	Royal Plus Inc., a disaster cleanup company, strives to relieve the stress and uncertainty by providing answers fortified by decades of experience. We recognize that disasters can be traumatizing and alarming for customers so we plan every step to make their catastrophe a distant memory. Our disaster cleanup company help turn life back on by providing customers affected by natural and man-made disasters with 24/7 emergency and disaster restoration services in a compassionate, reliable, and efficient manner.	5/6	https://royalplus.com/

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SAS Institute Inc.	Curiosity is our code. SAS analytics solutions transform data into intelligence, inspiring customers around the world to make bold new discoveries that drive progress.SAS gives you THE POWER TO KNOW®.	15	www.sas.com
Save Our Benefits Maryland	Save Our Benefits Maryland is a coalition of Maryland leaders dedicated to keeping health benefits affordable and accessible for employers and employees. Please visit our booth to get important information about how to protect the health benefits of your employees.	52	www.saveourbenefitsmd.com
RCM&D/SISCO	RCM&D/SISCO is a trusted partner in data management, risk and claim consulting, and third-party administration for clients that are self-insured, fully-insured, or utilize captive or high deductible programs. Using proven expertise and technological resources, SISCO helps to ensure budget certainty, reduce costs and improve the overall efficiency of the claim process.	19	rcmd.com/sisco/home
SERVPRO of Maryland & NOVA	Emergency Mitigation Services. Fire & Water Cleanup Restoration. Cleaning, Restoration, Construction.	69	https://www.servpro.com/
Skyline Technology Solutions	Skyline is a full-service IT integrator, carrier class network engineering and enterprise solutions provider, and video platform development organization headquartered in Maryland. Skyline cares deeply about unlocking value for our clients. Our uncommon approach to delivering IT solutions and outstanding customer service starts with building trusting relationships.	67	https://www.skylinenet.net/
Southland Industries	Southland is a leader in Design, Build, energy projects that address critical Facility infrastructure upgrades while reducing carbon emissions.	26	southlandenergy.com

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Standard Solar, Inc.	Standard Solar, a Brookfield Renewable company, is powering the nation's energy transformation - channeling its project development capabilities, financial strength and technical expertise to deliver the benefits of solar and solar + storage to businesses and institutions, farms, governments, communities and utilities. Building on 18 years of sustainable growth and in-house and tax equity investment capital, Standard Solar is a national leader in developing, funding and long-term ownership and operation of commercial and community solar assets.	34	www.standardsolar.com
Talkie Communications	We are Talkie Fiber. A fiber optic Internet, TV, and Telecommunications company based out of Chestertown, Maryland. Come visit our booth to find out how we're bringing Fiber to the rural eastern shore of Maryland and Delmarva!	47	talkiefiber.com
three+one	For public sector and higher Ed institutions, cashVest is the proven data partner that simplifies cash, banking, and investment-management decisions, so finance officers can maximize the value of all cash with greater confidence.	32	www.threeplusone.us
Tyler Maryland	Tyler Maryland, previously NIC Maryland, develops and supports digital government services. We are Marylanders who understand the unique needs of agencies and our fellow citizens. Since 2011, the Annapolis-based team has worked with Maryland state agencies, boards, commissions, and local government to develop more than 150 innovative digital government products and services. Tyler Maryland is dedicated to building essential services that connect Maryland citizens and businesses with Maryland government.	54	https://www.tylertech.com/who-we-serve/states
United Concordia Dental	United Concordia Dental is a dental solutions partner focused on helping our customers enjoy better total health.	44	www.UnitedConcordia.com

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University of Maryland Extension	University of Maryland Extension is a statewide, non-formal education system within the college of AGNR at UMD. UME educational programs and problem-solving assistance are available to citizens and are based on the research and experience of land grant universities such as the University of Maryland, College Park. Areas of expertise include 4-H, Family and Consumer Sciences, Agriculture and Food Systems, Environment and Natural Resources, and Home and Garden Information Center	58	extension.umd.edu
USC/Canterbury		60	
Verizon	Verizon Digital InclusionNot-for-profit and government agencies receive discounted broadband and voice plans-so underserved communities can get the access they need.Closing the digital divide: Approaches from local government leaders. Read key takeaways - https://www.verizon.com/business/content/dam/resources/solutionsbriefs/2022/closing-the-digital-divide-approaches-from-local-government-leaders-verizon.pdf Call to speak with a Verizon Government Account Manager, or have one contact you.1.855.496.9352	64	http://verizon.com
Verkada	Verkada protects communities and enhances public safety with Cameras, Access Control, Alarms, Sensors and Visitor Management integrated into 1 platform with no NVR's or servers required.Verkada enables you to proactively detect threats and expedite response times, effortlessly manage multiple sites from any location & simplify finding, saving and sharing footage.	59	https://www.verkada.com/
Wesco	We build, connect, power and protect the world. As a leading global supply chain solutions provider, we seek opportunities and examine the creative approaches that power our customers' progress.	57	www.wesco.com

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WGL Energy, Inc.	WGL Energy is a leader in efficient and environmentally-friendly energy technology solutions that provide electricity, natural gas, renewable energy and green products to public and private sector customers across the Northeast.	11	http://www.wgl.com/