

MACo 2019 Summer Conference Tech Expo

Organization	Business Description	Booth Number
Adobe	Adobe offers a collection of best-in-class solutions for marketing, analytics, advertising, and commerce. All integrated on a cloud platform, along with service, support, and an open ecosystem — so you can deliver amazing customer experiences.	26
American Fidelity	American Fidelity specializes in the education, public sector, automotive and healthcare industries with products like group and individual life, health and annuity services as well as other financial security products and services.	25
Applied Technology Services	Applied Technology Services (ATS) is an IT systems integrator and has been a trusted partner to government and education customers for 15 years. We have core competencies in Future-Ready technologies, Security, End User Computing and Audio Visual Solutions. ATS provides a wide array of professional and managed services from the data center to the desktop. Located in Middle River, Maryland we are ideally located to service customers throughout the Mid-Atlantic region. ATS holds minority certifications in Delaware, Maryland, Pennsylvania and Virginia and is a Third-Party Certified Economically Disadvantaged Women Owned Small Business (EDWOSB).	53
AT&T Services, Inc.	Come hear first-hand from AT&T professionals about Smarter Cities, 5G, FirstNet, and a host of other businesses services we offer!	34

MACo 2019 Summer Conference Tech Expo

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Avaya	Avaya specializes in business communications, specifically unified communications, contact center, and services. Come discuss your future communication and technology goals, and/or how we can aid employee, agent, and customer journeys.	9
BIS Digital, Inc.	BIS Digital provides high-quality AV recording and multi-media communications technology for municipal organizations, law enforcement agencies, and courts where security, confidentiality and accuracy are paramount. We provide a full range of services: system design, equipment procurement, installation, integration, training and technical support.	27
Carousel Industries	Carousel Industries is a leader in providing IT Technology and Services to Maryland Counties. We advise on IT consumption models to crafting unified communications, provide 911 Services, AV collaboration and Security roadmaps. At Carousel, we help our clients not only address today's needs but prepare for their needs years from now. Today, we serve 20 Maryland Counties for one of many of the technologies we provide. We've been recognized by multiple publications and industry consortiums as a top technology integrator, managed services and cloud solution provider.	4

MACo 2019 Summer Conference Tech Expo

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CDW-G	CDW-G is a Fortune 200 company providing multi-brand technology solutions to business, government, education and healthcare organizations in the United States, the United Kingdom and Canada. Our broad array of offerings range from discrete hardware and software products to integrated IT solutions such as mobility, security, data center optimization, cloud computing, virtualization, and collaboration. We are technology “agnostic,” with a product portfolio that includes more than 100,000 products from more than 1,000 brands. We provide our products and solutions through our sales and service delivery teams, consisting of nearly 6,000 customer-facing coworkers, including more than 2,000 field sellers, highly skilled technology specialists and advanced service delivery engineers	15

MACo 2019 Summer Conference Tech Expo

Organization	Business Description	Booth Number
Center for Internet Security	<p>The Center for Internet Security (CIS) is a forward-thinking, nonprofit entity that harnesses the power of a global IT community to safeguard private and public organizations against cyber threats. Our CIS Controls and CIS Benchmarks are the global standard and recognized best practices for securing IT systems and data against the most pervasive attacks, and are continuously refined and verified by a global community of experienced IT professionals. CIS is home to the Multi-State Information Sharing and Analysis Center (MS-ISAC), the go-to resource for cyber threat prevention, protection, response, and recovery for state and local government entities and the Elections Infrastructure Information Sharing and Analysis Center (EI-ISAC), which supports the cybersecurity needs of state and local elections offices.</p>	28
Century Engineering, Inc.	<p>Headquartered in Hunt Valley, Century Engineering is one of the premiere full service consulting engineering firms in the Mid-Atlantic. Featuring water/wastewater, water resources, utilities, transportation, permitting and buildings systems experts, Century's design, inspection and construction management professionals partner with County officials to provide robust, cost-effective infrastructure solutions. We tackle the tough stuff, (and we have free beach balls!)</p>	17

MACo 2019 Summer Conference Tech Expo

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Check Point Software Technologies, Inc.	Check Point Software Technologies Ltd. (www.checkpoint.com) is a leading provider of cyber security solutions to corporate enterprises and governments globally. Its solutions protect customers from 5th-generation cyber-attacks with an industry leading catch rate of malware, ransomware and other targeted attacks. Check Point offers a multilevel security architecture with our new Gen V advanced threat prevention that protects all networks, cloud and mobile operations of a business against all known attacks combined with the industry's most comprehensive and intuitive single point of control management system. Check Point protects over 100,000 organizations of all sizes.	43

MACo 2019 Summer Conference Tech Expo

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Chesapeake Conservancy	<p>Chesapeake Conservancy is a small nonprofit in Annapolis, MD that works to conserve and restore the natural and cultural resources of the Chesapeake Bay watershed for the enjoyment, education, and inspiration of this and future generations. We empower the conservation community with access to the latest data and technology. As principal partner for the National Park Service on the Chesapeake Bay Gateways Network and the Captain John Smith Chesapeake National Historic Trail, we helped create 153 new public access sites and permanently protect some of the Bay's special places like Werowocomoco, Blackwater National Wildlife Refuge, Harriet Tubman Underground Railroad National Historical Park, and Fort Monroe National Monument.</p> <p>EcoLogix Group, Inc. is an environmental consulting firm. For nearly 20 years, EcoLogix Group, Inc. has been helping our clients achieve challenging goals. From management support and regulatory analysis to stakeholder engagement, we provide our clients the knowledge and expertise to address complex environmental issues and save time and money while producing better project and program outcomes. Think of our team as an extension of yours. When you need more hi-level resources to get the job done, our group of veteran executives with experience in every aspect of organizational achievement stands ready to help you make it happen.</p>	13
CMS, Inc.	<p>CMS, Inc. is a document services firm. Our team of professionals can assist your business in every aspect of your mailing needs: from conception to mailing, business services and agency support, to on-and-off site mailcenter workflow management. Our goal is to deliver consistent, accurate and timely print production and workflow services to delight our customers meeting budgets and deadlines accurately.</p>	5

MACo 2019 Summer Conference Tech Expo

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Comcast - Beltway Region	Comcast Cable is proud to CONNECT Maryland Counties! As the nation's largest video, high-speed Internet and phone provider to residential customers under the XFINITY brand as well as to businesses, Comcast has invested in technology to build a sophisticated network that delivers the fastest broadband speeds and brings customers personalized video, communications, and home management offerings. Comcast Corporation is a global media and technology company.	46
Commvault	Commvault is the recognized leading solution for backup and recovery on-premises, in the cloud...everywhere your data lives. Please visit our booth to learn more and hear how Commvault can help you get the most value of our your data while making sure its protected and secure.	48
Data Networks of America	Data Networks is a premier provider of IT solutions focused on simplifying enterprise IT for State + Local Government, K-16 Education, and mid-market commercial customers. Over the last 35+ years, we have developed unique competencies, proven processes, and strong manufacturer relationships that ensure project success. Our capabilities include the delivery of complete solutions around Client Computing, Data Center, Networking, Security, plus Cloud and Managed Services. Visit www.datanetworks.com or call (844) GET-DNET to learn more. Follow us on Twitter at www.twitter.com/data_networks or connect with us on LinkedIn at www.linkedin.com/company/data-networks .	20

MACo 2019 Summer Conference Tech Expo

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EA Engineering, Science, and Technology, Inc.	EA is a pure-play environmental consulting company with more than 500 employees and 26 offices. Three of those offices, including our corporate headquarters, and nearly half of those employees, are right here in Maryland. Founded by a Johns Hopkins professor in Baltimore County, EA has been in business for 45 years. A 100% employee-owned company with a robust Corporate Social Responsibility Program, 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 .	32
ePlus Technology Inc.	ePlus offers consultative expertise and services to help customers achieve more success and innovation through today's most transformative cloud, security, and digital infrastructure solutions. We bring a keen focus, in-depth knowledge, and an unwavering commitment to the customer experience to every engagement, enabling organizations to navigate challenging situations and attain results, faster. Backed by local support, long-term service, flexible financing and consumption models, and deep technology partnerships, we help customers thrive in the digital economy and multi-cloud world, connecting the dots between IT investments and meaningful business outcomes. We create solutions that make technology mean more-and do more.	42

MACo 2019 Summer Conference Tech Expo

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Exabeam	Exabeam is the Smarter SIEM™ company. We empower enterprises to detect, investigate and respond to cyberattacks more efficiently so their security teams can work smarter. With the Exabeam Security Management Platform, analysts can collect unlimited log data, use behavioral analytics to detect attacks, and automate incident response.	54
Fortinet, Inc.		40
FuelMaster/Syntech Systems, Inc	Syntech Systems designs and manufactures FuelMaster fuel management units which provide the hardware and cloud-based software to manage fleets and their access to fuel products in real time. Transactions can be started through credit cards, proximity cards, smartcards, or our patented Prokees. Our AIM system provides passive fueling transactions while simultaneously capturing vehicle and driver data. Our products are designed for reliability, ease of maintenance, user friendliness, quick parts replacement, and 24/7 operation.	33

MACo 2019 Summer Conference Tech Expo

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Fujitsu America, Inc.	<p>Fujitsu America, Inc., is a leading information and communications technology (ICT) solutions provider for organizations in the U.S., Canada, Mexico and the Caribbean. Fujitsu enables clients to meet their business objectives through integrated offerings and solutions, including a broad range of server, storage and pre-integrated systems featuring Intel® Xeon® Scalable processors. This blend of systems together with the necessary infrastructure and data center management software, solutions and expertise, guarantee maximum productivity, efficiency and flexibility, delivering confidence and reliability. For more information, please visit: https://www.fujitsu.com/us/products/computing/servers/ and http://twitter.com/fujitsuamerica.</p>	24
General Code	<p>Our Laserfiche Content Management Solutions (CMS) ensure regulatory compliance, enable collaboration, reduce costs, and assure continuity. You can even automate business processes and access information anywhere, anytime on a computer or mobile device to speed up the processing of paperwork and fulfillment of requests for information.</p>	3
Google Cloud	<p>Google is a trusted technology partner who understands how to help agencies transition from legacy architectures and utilize their data to fuel true mission success. Google Cloud Platform provides cloud-native infrastructure with layered security, machine learning and analytics at web-scale to rapidly innovate and advance agency goals.</p>	39

MACo 2019 Summer Conference Tech Expo

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IndigoVision	The purpose of a video system is about making you feel safe. Period. That includes your citizens, municipality, your budget. It's not about pixels, data rates or security cameras and software. It's about how all those things, working together, add up to your safety net. From airports to police forces to neighborhoods or whole cities; we're a Security Manager's best back-up. Others make cameras. We make people safe. And safe is a wonderful feeling. IndigoVision.	56
Juniper Networks		51
Maryland Center for School Safety	The Maryland Center for School Safety works to provide a coordinated and comprehensive policy for school safety in Maryland. The Center collaborates with local school systems, law enforcement agencies, State and local government, community organizations, parents and other groups by disseminating information on best practices, programs and resources; providing technical assistance and training; collecting, analyzing, and integrating statewide data; and promoting interagency efforts to ensure safe schools.	12
Maryland Department of Natural Resources	The Department of Natural Resources leads Maryland in securing a sustainable future for our environment, society, and economy by preserving, protecting, restoring, and enhancing the State's natural resources.	21
Maryland Fire Chiefs	Continuous education of chief officers along with educating the general public on changes to protect their well being. The understanding of new technology is of up most importance .	16
Maryland Libraries	Maryland Public Libraries	49

MACo 2019 Summer Conference Tech Expo

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Maryland Ready Mix Concrete Association	Brighter Pavements Ahead at the MRMCA booth! We all know that concrete pavements last longer and provide a great value, but historically, initial costs have been a hurdle to overcome. With advances in design, placement, and product, coupled with dramatic changes in material pricing, concrete pavements are now an affordable option based on initial costs with all of the same life-cycle advantages. These advances apply to public roads, parking lots, bike paths, utility roads and more. Visit the MRMCA booth and learn more about: • Concrete Overlays of existing asphalt pavements • Full Depth Recycling • Free Design Assistance Program • Influences of competition on pricing • Pavement and placement technology • Roller Compacted Concrete • Life-cycle advantages • Pervious Concrete pavements	8
Maryland Relay	Maryland Relay is a free public service that allows people, unable to use a standard telephone, to both make and receive calls. Maryland Accessible Telecommunications (MAT) distributes state provided devices to qualified applicants. Maryland Relay offers free training to agencies and businesses.	6
MD Department of General Services	The Maryland Department of General Services (DGS) is a lead procurement unit in the State of Maryland and manages the State's eProcurement System, eMaryland Marketplace Advantage (eMMA).	30
MD Department of Natural Resources	The Department of Natural Resources leads Maryland in securing a sustainable future for our environment, society, and economy by preserving, protecting, restoring, and enhancing the State's natural resources.	7

MACo 2019 Summer Conference Tech Expo

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Mid-Atlantic Regional Council on the Ocean	Established by the Governors of the five coastal Mid-Atlantic states in 2009, the Mid-Atlantic Regional Council on the Ocean (MARCO) is a partnership of Delaware, Maryland, New Jersey, New York, and Virginia to enhance the vitality of the region's ocean ecosystem and economy.	19
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, Body Worn Cameras, Intelligence Led Public Safety Solutions, Computer Aided Dispatch, Records & Jail Management Systems, Mobile Data Software, Citizen Response Management (311) Systems, Wireless Broadband Networks and LTE Devices, Video Surveillance Systems, and Interoperability Networks. Motorola Solutions is proud to be a Corporate Partner of the 2018 Maryland Association of Counties Conference. For more information on these solutions, please visit Booth #600.	44
National Vision Administrators (NVA)	Vision Carrier	29

MACo 2019 Summer Conference Tech Expo

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Networking For Future, Inc (NFF)	<p>Since 1996, Networking For Future, Inc. (NFF) has provided a performance-focused approach to delivering transformational IT business solutions to State/Local Government, and Education (SLED). We take pride in keeping users productive and engaged by providing business and IT teams with the solutions they need to improve their performance in a dynamic, connected world. NFF provides architecture, design implementation, professional support services, and hardware and software sales pertaining to Network Infrastructure, Data Center and Cloud, Network and Endpoint Security, Application Assurance, Collaboration and Mobility, and Staff Augmentation.</p>	57

MACo 2019 Summer Conference Tech Expo

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NGEN	<p>NGEN is a 100% minority-owned, certified Minority Business Enterprise and Small Business Administration 8(a) firm. Located in Maryland, NGEN was recently awarded by The Channel Company (CRN) placement on the 2017, 2018 and 2019 top Managed Service Providers in North America list. NGEN marks 27 years in business, along with an extensive history of providing technology consulting, help desk support, system and software integration services, state-of-the-art technologies procurement, and managed network solutions. We provide managed service support to over 100 companies. NGEN's experience providing 24 x 7 x 365 support and working with clients at multiple locations will enable us to leverage this knowledge to maximize system uptime and productive work time. NGEN's over two decades of experience supporting hundreds of SMBs, federal and local government agencies, along with our multiple leading industry certifications and business partnerships gives us confidence in our ability to exceed the IT support requirements identified by our customers. Our highly qualified technical professionals are considered Subject Matter Experts (SME) in providing network, telecommunications, and field support services. We offer experienced, certified ITIL personnel with extensive depth and expertise in the delivery of mission critical IT solutions and services in both classified and unclassified facilities. This includes access to a comprehensive array of technologies and partnerships with leading manufacturers including Dell Preferred Partnership, Hewlett-Packard, Lenovo, IBM and Apple and Microsoft as a Silver Partner</p>	18

MACo 2019 Summer Conference Tech Expo

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Octagon Services, Inc.	<p>Tanks Direct is one of the nation's largest suppliers of aboveground and underground storage tank systems. Our products are installed across the globe for storage of water, petroleum, and chemicals. Typical applications include commercial and government fuel dispensing, fire suppression tanks, dry hydrants, alternative fuels (E-85 & biodiesel), rainwater harvesting systems, emergency generator fuel oil systems, potable water storage, oil water separators and grease interceptors. We install and service all of our systems.</p>	47
OpenGov	<p>OpenGov is the leader in cloud-based solutions for government. The OpenGov Cloud™ is the only integrated cloud solution for budgeting, performance, communications and reporting. This multi-tenant Software-as-a-Service ("SaaS") solution connects stakeholders to the budget process, engages them for real-time feedback, accurately forecasts personnel costs, and integrates with key government systems, resulting in improved outcomes, enhanced internal efficiencies, and more time for strategic planning. Over 2,000 public agencies use OpenGov -- including the State of Ohio; the City of Richmond, VA; Flagstaff, AZ; and Washington, DC. OpenGov was founded in 2012, and is backed by Andreessen Horowitz, Emerson Collective, 8VC, and Thrive Capital.</p>	31
PFM Solutions LLC	Multi-year financial modeling software	38

MACo 2019 Summer Conference Tech Expo

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Point and Pay	Point & Pay specializes in payment processing needs of government agencies and municipalities. We offer unique payment solutions for online, phone, in-person, and mobile technologies that present bills, capture payments, and post, settle, and reconcile via centralized points of integration, with the highest security standards and compliance as their foundation. We also allow installment and recurring payment options. These solutions enable our clients to accept electronic payments from consumers and businesses anytime, anywhere.	22
Presidio	At Presidio, we think, architect, implement and support the practical reality of IT every day. We strive to provide the highest level of support to our customers. We've earned the highest certifications from all of our strategic partners in the areas of data center, collaboration, security, contact center and core networks. By taking the time to deeply understand how your business works we architect transparent, enduring technology solutions that meet your immediate needs – and prepare your agency for tomorrow. As one of the largest solutions providers in the U.S., we combine experience and stability with federal expertise and service, so you can rest assured we'll be there to help you serve your agencies mission. We are not just trusted partners, we enable new thinking. www.presidio.com	50
Prosys Information Systems	Prosys provides technology services ranging from initial needs assessment, design and implementation to on-going support services.	36

MACo 2019 Summer Conference Tech Expo

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RAUCH inc.	Comprehensive Site Development and Project Consulting firm offering Civil Engineering, Survey, Architecture, Environmental, MEP, Drone & GIS, Construction Inspection and Management Services. Serving many municipalities on the Delmarva & serving as town engineers for: Federalsburg, Hebron, Queenstown & St. Michaels, MD.	2
Skyline Technology Solutions	Network Engineering + Integration; WAN/LAN design; Network Management + Monitoring; Infrastructure Engineering, Construction + Project Management; Voice over IP, Network Security; Video Management Development, Intelligent transit solutions.	14
Sol Systems	Sol Systems delivers customized solar energy and power purchase agreements for counties, municipalities, Fortune 100 companies, universities, and schools. To date, Sol has delivered over 800 MW of solar energy to help reduce energy costs and achieve sustainability goals.	11
Splunk	Splunk turns machine data into answers. Regardless of your organization's size and industry, Splunk can give you the answers you need to solve your toughest IT, security and business challenges—with the option to deploy on-premises, in the cloud or via a hybrid approach.	37

MACo 2019 Summer Conference Tech Expo

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Tanium Inc.	Tanium gives the world's largest enterprises and government organizations the unique power to secure, control, and manage millions of endpoints across the enterprise within seconds. Serving as the "central nervous system" for enterprises, Tanium empowers security and IT operations teams to ask questions about the state of every endpoint across the enterprise in plain English, retrieve data on their current and historical state, and execute change as necessary, all within seconds. With the unprecedented speed, scale, and simplicity of Tanium, organizations now have complete and accurate information on the state of endpoints at all times to more effectively protect against modern day threats and realize new levels of efficiency in IT operations. Visit us at www.tanium.com or follow us on Twitter at @Tanium	35
Target Marketing Group	Gillian and Target Marketing Group are working together to provide you with the most innovative products and newest ideas to promote your business, organization or group. Target Marketing Group is one of the largest distributors of branded promotional merchandise and apparel in the United States. We offer a wide variety of marketing support services, including fulfillment, creative design, and extensive decorating capabilities. We understand that to be successful, we must help our clients - large and small - be successful.	45

MACo 2019 Summer Conference Tech Expo

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The Canton Group, LLC	<p>For over 20 years, The Canton Group has been a leader in delivering breakthrough solutions in the areas of software development, web/mobile design, application support, systems integration, and technology consulting. Through our highly skilled personnel, The Canton Group has successfully completed countless projects and has received dozens of awards. By leveraging our years of experience and proven results, we have built a reputation for solving complex digital problems faced by all organizations today.</p> <p>Services: Web Development Software Engineering Mobile Apps Systems Integration Application Support Cloud Consulting Cyber Security Healthcare Systems</p>	55
University of Maryland University College	<p>University of Maryland University College (UMUC) is the winner of Best Cybersecurity Higher Education Program in the USA award from SC Magazine for the second year in a row. We serve working professionals from any background and help them achieve their career goals in various cybersecurity tracks. Our award winning faculty are practitioner scholars with deep real world experience. Our philosophy of leadership, diversity, teamwork, and inclusion is key to the success of our programs and our graduates. We also offer lifetime career services to our students and alumni. Our classes and labs are available online from any global location. We will be happy to explain cybersecurity and all our cybersecurity education programs and answer any questions visitors have. Please come to our booth and engage with several leaders of the cybersecurity education programs.</p>	1

MACo 2019 Summer Conference Tech Expo

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Verizon	5G is now a reality in the marketplace, and Verizon is continuing to lead the industry as we roll out first after first with this remarkable new technology. That innovation is building upon our first-in-class 4G LTE network, not to mention our strong customer-focused products and technologies that continue to enhance the lives of millions. Ask us about how we can help you!	59
Workday	Workday is a leading provider of enterprise cloud applications for finance and human resources. Founded in 2005, Workday delivers financial management, human capital management, and analytics applications designed for the world's largest companies, educational institutions, and government agencies. Organizations ranging from medium-sized businesses to Fortune 50 enterprises have selected Workday.	52
World Wide Technology (WWT)	World Wide Technology is a leading technology integrator. Through our culture of innovation, we inspire, build and deliver business results, from idea to outcome. We collaborate with our customers to solve business problems using technology, from application development to infrastructure design. Using our technology centers, customers are able to evaluate, test, develop and integrate technology, all on a global scale. The world's largest organizations in the public sector, service provider and commercial enterprise markets turn to us for solutions to grow revenue, increase productivity, retain customers, control costs and mitigate risk. Visit wwt.com for more.	10