

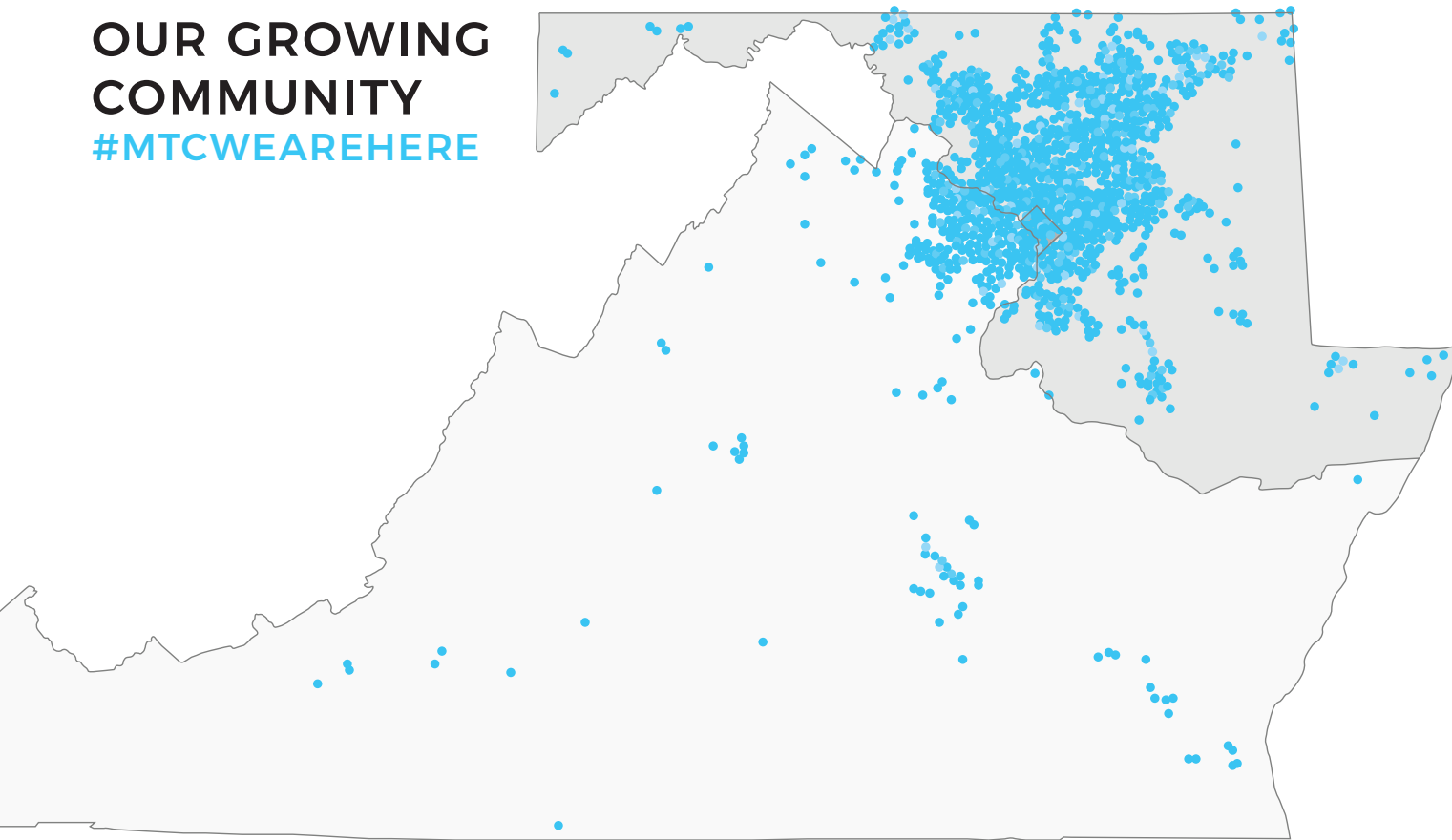
# MARYLAND TECH COUNCIL

JOIN THE STRONGEST LIFE  
SCIENCES AND TECHNOLOGY  
NETWORKS IN THE WORLD



# THE IMPACT OF THE MARYLAND TECH COUNCIL

**OUR GROWING  
COMMUNITY**  
#MTCWEAREHERE



THE MARYLAND TECH COUNCIL'S ABILITY TO EDUCATE, CONNECT AND ADVOCATE FOR MEMBER COMPANIES UNDERPINS OUR CONFIDENCE IN BECOMING THE **#1** DESTINATION OF CHOICE FOR STARTUPS, LIFE SCIENCES AND TECHNOLOGY ORGANIZATIONS.

# WHO WE ARE

## WE ARE MARYLAND TECH COUNCIL

We are a collaborative community that is actively engaged in building strong life sciences and technology industries by supporting the efforts of our individual members. We are the largest life sciences and technology trade association in the state of Maryland and we provide value by giving members a forum to learn, share, and connect.

Members of the Maryland Tech Council (MTC) are provided with educational programming taught by industry leaders with a focus on key topics, advocacy at the state and federal levels, and a variety of opportunities to participate in both large and small events. Members also have access to our Cost Savings Program where they can choose from our list of reputable companies that provide discounts for business services.

MTC is also able to serve the life sciences and technology communities with assets like the Maryland Health Care Product Development Corporation (MHCPDC). MHCPDC's goal is to stimulate growth of the biomedical industry in the state through "early stage" investment with promising Maryland biomedical and medical technology companies.

### OUR MISSION

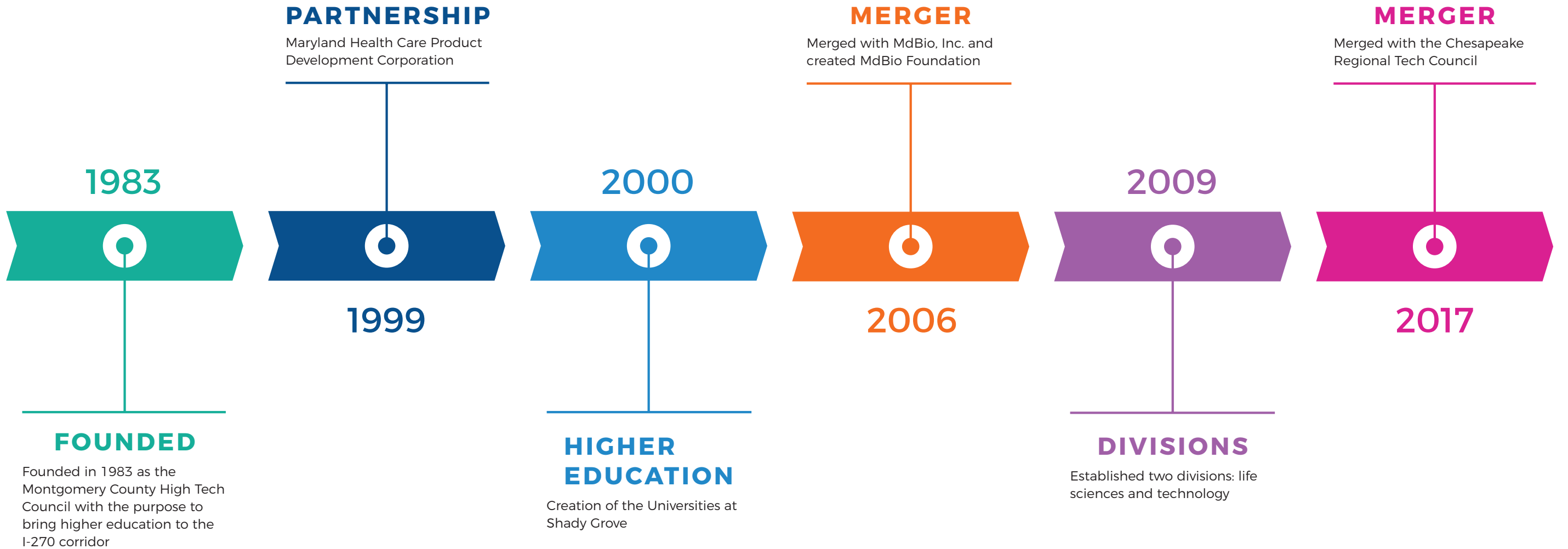
We support member companies who are saving lives, securing our nation and improving the quality of life through innovation.

### OUR VISION

To propel Maryland to become the number one innovation economy for life sciences and technology in the country.

### OUR VALUE

We bring the region's life sciences and technology community together into a single, united organization that empowers our members to achieve their business goals through advocacy, networking and education.



# TWO DIVISIONS

THE MARYLAND TECH COUNCIL HAS TWO DIVISIONS WHICH PROVIDE VALUABLE RESOURCES AND BENEFITS TO HELP BUSINESSES SUCCEED.

## MARYLAND LIFE SCIENCES

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The Maryland Life Sciences (MDLS), division of MTC, is a collaborative community, actively engaged in building stronger life sciences companies by supporting the efforts of our individual members who are saving and improving lives through innovation. We support our member companies who are driving innovation through advocacy, education, workforce development, cost savings programs and connecting entrepreneurial minds.

MDLS represents biotechnology, clinical and research data, therapeutic, genetic, medical device, pharmaceutical and service companies that support Maryland's thriving industry. The valuable resources we provide to our members help them reach their full potential making Maryland a global leader in the life sciences industry.

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## MARYLAND TECHNOLOGY

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The Maryland Technology (MDT), division of MTC, provides a forum designed to further economic development in our community through the support of innovation and commercialization of advanced technologies.

MDT supports technology and cyber companies in the region and helps them prosper in this increasingly dynamic environment. We do this by serving as a resource that meets technology companies' business, education and networking needs. We also help enhance public understanding of technology-related issues.

# CONNECT + EDUCATE

MAKE THE RIGHT CONNECTIONS BY NETWORKING WITH THOUSANDS OF BUSINESS EXECUTIVES THAT ARE POTENTIAL CUSTOMERS AND PARTNERS IN THE MID-ATLANTIC REGION

## EXPANDING NETWORKS

MTC produces more than 30 events to network with peers, exchange ideas and solutions, and make connections with thousands of future business partners. Once you start making connections, you can take advantage of the tools we offer to help keep in touch with other members and to access information about MTC and industry news and events.

-  CEO Collective
-  Bio Innovation Conference
-  Leadership Dinner
-  Innovation Forum Series
-  Industry Awards Celebration
-  Digital Transformation Summit

## VENTURE MENTORING SERVICES

The Maryland Tech Council Venture Mentoring Services Program is one of the leading team mentoring services available in the State of Maryland that exists to foster an environment that encourages innovation and is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation, while expanding financial and business opportunities for Maryland-based cyber, tech, biotech, medtech and/or biopharmaceutical venture CEOs.

This unique mentoring program is based on the highly successful and internationally recognized MIT Venture Mentoring Services Program. It incorporates proven systems, data, processes, protocols, trends and ongoing measurement and continuous improvement to ensure its success. The program is constantly improving and evolving by providing regular feedback and assessment to the mentors to ensure the success of every venture participating.

# ADVOCATE

WHEN YOUR VOICE IS ADDED, WE ARE STRONGER TOGETHER, ADVOCATING FOR ISSUES THAT ARE CRITICAL TO MARYLAND'S BUSINESSES.

## HAVE A VOICE

MTC works year-round advocating for issues that are critical to Maryland's businesses. MTC advocates to protect Maryland jobs and economic impact of innovative industries by keeping the business and economic climate strong; prevent burdensome and ineffective government regulations on cutting-edge life sciences and technology companies; and protect Maryland patients by ensuring they can access the innovative health solutions they need.

### INNOVATION JOB GROWTH

MTC supports public policy that incentivizes our innovative technology and life sciences companies to increase the number of employees in the state of Maryland through increases in the availability of risk capital, workforce development programs, or other programs that support job growth.

### INFRASTRUCTURE

In order to remain competitive, Maryland must have the proper infrastructure including 5G deployment and advanced telecommunication services. MTC favors 5G legislation that supports the businesses and entrepreneurs developing extraordinary technologies to save, protect, and improve lives.

### DATA PRIVACY

MTC is committed to ensuring that data privacy legislation does not unintentionally weaken consumer privacy, increase security threats, raise costs, or introduce operation problems all of which may needlessly confuse and frustrate consumers and businesses alike.

### PRODUCT DEVELOPMENT

MTC is committed to supporting legislation that encourages innovative products including cyber security, biotechnology, advanced manufacturing and artificial intelligence.

### COMPETITIVENESS

MTC is committed to ensuring Maryland is competitive as compared to other states. While Maryland saw a spike in angel and venture investment in innovative companies, there is still a large shortfall. MTC supports legislation that encourages equity investment into innovation companies including the biohealth investor tax credit, angel investor tax credit, and legislation reducing estate planning taxes that cause entrepreneurs to move out of Maryland.

### INTERNSHIPS AND APPRENTICESHIPS

MTC will work with universities, community colleges and other education institutions to improve curriculums to deliver the talent that members need while also supporting legislation and budget allocations to further support internships and apprenticeships.

# SAVE

SAVE BIG THROUGH SPECIAL DISCOUNTS ON PRODUCTS AND SERVICES THROUGH OUR COST SAVINGS PROGRAM.

## MARKETPLACE – VOLUME-BASED PURCHASING

The power of association! Aggregating the purchasing power of over 400 member companies allows members to have a strong presence in the marketplace and receive valuable and favorable volume-based discounts. The Marketplace saved members more than \$14 million last year.

## DISCOUNTS – FOR MEMBERS, BY MEMBERS

MTC supports our members who want to offer fellow members discounts and special deals on their products or services. Through the Info Hub (member portal), members can post exclusive Member to Member Discounts, strengthening the MTC member community and empowering the life sciences and technology industries.



# TALENT

ATTRACT AND MATCH WITH TALENTED  
STUDENTS, RECENT GRADUATES AND  
PROFESSIONALS WITH LIFE SCIENCES AND  
TECHNOLOGY COMPANIES

## DEVELOPING MARYLAND'S WORKFORCE

We are committed to helping develop and support a robust education and workforce ecosystem in Maryland by:

- Increasing the availability of risk capital to support job growth
- Supporting workforce development programs and policies
- Aligning education and industry on collaborations to address talent and skilled workforce shortages
- inMD - The next generation marketplace for talent and industry in Maryland

## MTC'S JOB BOARD

MTC is committed to helping our members promote their open positions and finding the right candidates. On MTC's Job Board, job postings reach other members and more targeted prospective applicants. Posting jobs is a member benefit, but viewing jobs is available to everyone.



# AMPLIFY





INCREASE YOUR VISIBILITY IN THE  
COMMUNITY AND CREATE A BUZZ

## CREATE A BUZZ

MTC is amplifying breaking news, products and services reaching over 10,000 life sciences and technology professionals.

- ✓ Capital M Podcast
- ✓ Brand Recognition
- ✓ Twitter, Facebook, and LinkedIn
- ✓ Industry Awards Celebration
- ✓ Online Community
- ✓ Directory
- ✓ Digital Connection
- ✓ Let's Chat Vlog

## GROW WITH US

-  [mdtechcouncil.com](https://mdtechcouncil.com)
-  [linkedin.com/company/mdtechcouncil](https://linkedin.com/company/mdtechcouncil)
-  [twitter.com/mdtechcouncil](https://twitter.com/mdtechcouncil)
-  [facebook.com/mdtechcouncil](https://facebook.com/mdtechcouncil)

READY TO SEE  
HOW THE  
**MARYLAND**  
**TECH COUNCIL**  
WILL WORK FOR  
YOU?

**Let's keep the conversation going.**

Drop us a note:

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