

DAX2021

Data | Analytics | Exploration

Sponsorship Opportunities

August 14, 2021

Johns Hopkins University Applied Physics Laboratory

11100 Johns Hopkins Rd.

Laurel, MD 20723

PRESENTED BY



CONTACT

<https://dataworksmd.org/conference>

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SUMMARY

The DAX conference will focus on **data science, analytics, and general data exploration**. Data science talks will include those on **machine learning, artificial intelligence, and statistics**. Analytics talks will include those on **data engineering, data pipelines, and tools**. Data exploration will include talks on **visualization, data journalism, data marketing, data product management, and teams**.

BENEFITS

- Connect with Local Data Enthusiasts and Experts
- Showcase Your Products and Solutions
- Support the Local Data Community



EXPECTED ATTENDANCE

Engineers, thought leaders, business leaders, and professionals from local government, government defense and intelligence agencies, start-up companies, large data analytic and data science companies, and local universities. Our Data Works MD meetup has over 1,850 members and attracts between 50-100 attendees from Maryland and the surrounding areas for events.

SPONSORSHIP PACKAGES

Gold	Silver	Copper
\$5,000	\$2,500	\$1,000
Limit 3	Limit 5	Unlimited
6 Conference Passes	4 Conference Passes	2 Conference Passes
Logo in Event Program	Logo in Event Program	Logo in Event Program
Color Logo on Website	Logo on Website	Logo on Website
Rotational Logo on Social Media	Rotational Logo on Social Media	Rotational Logo on Social Media
Color Logo Prior to Keynote	Color Logo Prior to Keynote	
Color Logo on Event Signage	Logo on Event Signage	
Logo on Swag	Logo on Swag	
Bag Insert of Marketing Material	Bag Insert of Marketing Material	
75 Words Company Description in Program	50 Words Company Description in Program	
75 Words Company Description on Website	50 Words Company Description on Website	
Exhibit Table		
Logo on Slides During Break		
20% Off Discount Code	15% Off Discount Code	10% Off Discount Code

SPONSORSHIP ADD-ON PACKAGES

Networking Reception Sponsor - \$1,500

Strategic placement of signage and collateral during the cocktail hour and networking reception.

Lunch Sponsor - \$1,500

Strategic placement of signage and collateral during lunch break and ability to place marketing flyers on lunch tables.

SPONSORSHIP BENEFITS

- Sponsors are provided a set number of conference passes to distribute to their employees and associates and discount codes.
- Color logos will be included in the conference program.
- Color logos will be advertised on the DAX Conference website with links back to your company webpage.
- Color logos will be advertised through social media marketing of the conference. A minimum of two advertisements will occur per sponsor.
- Color logos will be displayed on screen prior to the keynote speaker.
- Gold and Silver sponsor color logos will be displayed throughout the event and on swag provided to attendees.
- Gold and Silver sponsor marketing material will be provided to attendees in their swag bag.
- Gold and Silver sponsor company descriptions will be included on DAX Conference website and in conference programs.
- Gold sponsor will have an exhibit table.

SPONSORSHIP AGREEMENT

The Company identified below ("Sponsor") applies to Erias Ventures, LLC DBA Data Works MD ("Organizer") for Sponsorship opportunities ("Sponsorship") at the DAX Conference 2021 ("Conference") to be held June 12, 2021, at JHU APL in Laurel, MD.

Company Information

Company Name: _____
Primary Contact Name: _____
Primary Contact Title: _____
Primary Contact Email: _____
Primary Contact Telephone: _____
Address: _____

Sponsorship Selection

Gold - \$5,000: _____
Silver - \$2,500: _____
Copper - \$1,000: _____
Networking Addon - \$1,500: _____
Lunch Addon - \$1,500: _____

Total Due: _____

Contract Signatures

Agreed: Sponsor is bound to this Sponsorship Agreement ("Agreement") for the DAX Conference. I have read and I agree to all the terms and conditions of the Agreement. I warrant that I am authorized to sign on behalf of the Sponsor listed above and that all information I have provided is complete and accurate.

Upon receipt of this signed Agreement and full payment, the Organizer will countersign and return a copy to the primary contact listed on the Agreement after payment has been received.

Sponsor

Company: _____
Signature: _____
Printed Name: _____
Title: _____
Date: _____

Organizer

Company: Data Works MD
Signature: _____
Printed Name: _____
Title: _____
Date: _____

PAYMENT INFORMATION

Return a signed copy of this Sponsorship Agreement with full payment for the requested Sponsorship opportunity. Once the Organizer receives the signed Agreement and payment, a confirmation copy of the Agreement will be sent to the Sponsor. All payments must be made in U.S. funds drawn on U.S. banks, payable to "Data Works MD". Checks not drawn on U.S. banks will be returned.

Please make check payable to "Data Works MD"

Mail check and signed sponsorship agreement to the organizer at :

Data Works MD

Attn: Accounting - DAX 2021

4824 Tilly Drive

Eldersburg, MD 21784

Please email scanned copy to conference@dataworksmd.org

Payment must be received by 5:00 PM on April 1, 2021 or agreement is null and void.

COMPANY LOGO & INFORMATION

Please submit both **color** and **black** and **white scalable vector images** for company logos and a 75/50 description (depending on sponsorship level) of your company information ("Company Information"). Sponsor understands and agrees that the Organizer is authorized to make use of the Company Information in the conference program and web site, and in related marketing and promotional materials. Company Information and logos should be submitted via email to conference@dataworksmd.org. The web logo will appear on a white background. The Organizer is not responsible for providing fonts for printing sponsor-submitted logos.

Logo usage is contingent on delivery of the following by the Sponsor by 5:00 PM on April 1, 2021. If satisfactory images are not delivered by this time, the logo will not be included in conference materials.

CANCELLATION POLICY

All Sponsor cancellations must be made in writing to the Organizer. Cancellations received on or before **June 1, 2021** will receive a **50% refund**. Cancellations received after **June 1, 2021** will receive no refund. No refunds will be given for no-shows or for any reason post-show.

AUTHORIZATION

This Sponsorship Agreement must be signed and full payment made in order to confirm Sponsorship. The Sponsor agrees to abide by all Terms and Conditions governing the Conference included below, which are incorporated into this Sponsorship Agreement. Sponsor understands and agrees that this Sponsorship Agreement constitutes a contract between the parties only after Sponsor has signed the Agreement and submitted payment and the Organizer has countersigned.

TERMS & CONDITIONS

CONFERENCE SITE AND TIME: The Conference is scheduled to be held on June 12, 2021 at the Johns Hopkins University Applied Physics Laboratory in Laurel, MD ("Site"). Organizer reserves the right, at its sole discretion, to change the Site, hours or dates. Organizer will attempt to notify Sponsor of any such changes as far in advance as possible.

CODE OF CONDUCT: Representatives and attendees from the Sponsor company have read and agree with the Code of Conduct. The Code of Conduct is available on the Conference website.

ASSIGNMENT SPACE: Organizer shall assign the exhibit table as agreed to under this Agreement. Location assignments may be modified by the Organizer due to changes in Event layout, venue or other factors, and will be made solely at the discretion of the Organizer.

APPLICATIONS: All applications for Sponsorship at the Conference must be made on this Sponsorship Agreement. An authorized representative for the Organizer will return a countersigned copy to Sponsor upon acceptance of the Sponsorship Contract. Organizer reserves the right, at its sole discretion, to decline acceptance of any Sponsorship Agreement, or to withdraw its acceptance at any time by refunding all fees paid by Sponsor. No contract will be accepted until payment of fees is made in full.

CANCELLATION BY SPONSOR: In the event Sponsor wishes to cancel all or part of the Sponsorship contracted for herein, Sponsor must send notice of cancellation in writing via mail to Data Works MD. Cancellation deadlines and cancellation fees are as set forth in the Sponsorship Agreement. Sponsor is responsible for payment of such fees irrespective of the reason for cancellation.

CANCELLATION BY ORGANIZER: Organizer reserves the right to cancel the Conference or to terminate this Sponsorship Contract for any reason at any time upon written notice to Sponsor. Upon cancellation or termination by Organizer, Organizer's sole liability to Sponsor, and Sponsor's exclusive remedy, shall be a refund of any Fees paid by Sponsor under this Contract.

FORCE MAJEURE: Organizer shall not be responsible for any loss or damage resulting from failure to perform under this Sponsorship Contract or to conduct the Conference as currently scheduled in whole or part as a result of riot, strike, civil disorder, act of war, acts of terrorism, failure of facilities, earthquake, storm, fire, flood, or other acts of God, or any reason of any kind whatsoever beyond the reasonable control of Organizer. In such instances, however, the Organizer will make reasonable efforts to reschedule the Conference. Notwithstanding any other terms or conditions of this Contract, should it ultimately be impossible to hold the Conference for the foregoing reasons, Organizer may retain or will be due such portion of Sponsor's Fee as shall be required to compensate Organizer for expenses reasonably incurred

up to the time a contingency beyond its control shall have occurred. All payments in excess of such expenses shall be refunded.

INSTALLATION AND DISMANTLE: Sponsor will be provided reasonable time to erect and dismantle its exhibits. If Sponsor does not promptly do so, Organizer will remove exhibit materials not removed from the Sponsorship area by Sponsor as specified at Sponsor's expense and liability.

USE OF SPACE: Sponsor may not sublet, assign, or apportion any part of the space contracted for herein, nor represent, advertise, distribute literature for, or otherwise promote the products or services of any other firm or individual except as approved in writing by Organizer. Sponsor may not display outside the confines of its assigned exhibit space.

CONDUCT OF SPONSOR: Sponsor shall conduct its exhibit in a decorous manner in order not to be objectionable to Organizer, other exhibitors, the Site, or the public. Organizer reserves the right to restrict or prohibit exhibits which, because of noise, method of operation, content, or any other reason, are objectionable or otherwise detract from or are out of keeping with the character of the Conference as a whole. Organizer may prohibit installation or request removal or discontinuance of any exhibit or promotion, which, if continued, departs substantially from the design and description given advance approval. Organizer and the Site reserve the right to close, remove or require changes in any exhibit or to remove any of Sponsor's personnel, agents, representatives, independent contractors, invitees or guests who are deemed detrimental to the Organizer, Conference, other exhibitors, the Site, or the public. Organizer reserves the right to make final selection on any session topic, food, beverage, entertainment and décor pertaining to sponsored receptions or events during the Conference. In addition, Sponsor agrees that it may not use the event that is the subject of this Agreement (the "Event") to promote any other event in which Sponsor is a participant, and agrees that it may not, during the period from two days before until three days after the Event, conduct, promote, endorse or sponsor any functions, classes, seminars, exhibits, or similar marketing activities within 50 miles of Event without written approval of the Organizer. During this Event, Sponsor may not promote its products or organization within 500 yards of the Event location, except in advertising contained in periodicals or other similar regularly published media, or as otherwise permitted by the Organizer in writing. If Sponsor or its representatives fail to observe the Terms and Conditions of this Sponsorship Contract or, in the opinion of Organizer conduct themselves unethically or detrimental to the Organizer, Sponsor may be dismissed from the Conference without refund or other remedy.

CARE OF PREMISES: Sponsor shall not paste, nail or otherwise affix any exhibit, sign or other materials, to walls, doors, or other surfaces in a way that marks or defaces the premises or booth equipment and furnishings. Sponsor shall return the premises in as good condition as they were received. Sponsor shall be liable for any damage caused by its failure to adhere to this provision.

CONDITION OF PREMISES: The premises are licensed on an "as is" basis. Organizer shall not be liable for preexisting conditions of the premises or for conditions arising during the period of the license. Anyone visiting, viewing or otherwise participating in Sponsor's exhibits shall be deemed to be the invitee or licensee of Sponsor while so visiting, viewing or otherwise participating in Sponsor's exhibit, rather than the invitee of the Conference or the Site.

CONFERENCE BADGES: Sponsor personnel must wear identification badges while at the event.

PROMOTIONAL ITEMS: With respect to promotional items that will be sponsored (the "Sponsored Items") at the event, Organizer shall have the sole right to: (i) make the final determination regarding design of the

Sponsored Items (i.e.: colors, logo placement, etc.); (ii) make modifications to Sponsored Items when necessary at Organizer's discretion; and (iii) decide when and how Sponsored Items will be distributed during the event. Sponsor acknowledges that it cannot co- sponsor a Sponsored Item with any third party or display more than one logo on any sponsored item including marketing materials and signage without the prior written approval of the Organizer. Organizer disclaims all warranties of any kind, either express or implied, with respect to Sponsored Items. In no event shall Organizer or its designers be liable for any damages whatsoever, regardless of the form of action, arising out of or in connection with the Sponsored Items, unless arising out of or in connection with Organizer's or its designer's negligence or willful misconduct.

DEADLINES: Failure to submit marketing material in written or electronic form to Organizer by the assigned deadlines may result in the omission of such material from the Event's program promotions.

LIABILITY AND INSURANCE: Organizer shall not be liable for any damage, injury or loss to Sponsor's properties, persons conducting or otherwise participating in the conduct of the exhibit, or invitees to Sponsor's exhibit where such damage, injury or loss does not arise solely from the gross negligence or intentional misconduct of Organizer. Sponsor shall defend and indemnify the Organizer against, and hold it harmless from, any complaints, damages, costs, expenses or liabilities resulting from the negligence or conduct of Sponsor, or its employees, agents, representatives or invitees, in connection with the Conference.

LIMITATION OF LIABILITY: ORGANIZER SHALL IN NO EVENT BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES, OR DAMAGES FOR LOSS OF PROFITS, REVENUE, DATA, OR USE, INCURRED BY SPONSOR, WHETHER IN AN ACTION IN CONTRACT OR TORT OR OTHERWISE, EVEN IF ORGANIZER HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. ORGANIZER'S TOTAL LIABILITY FOR DAMAGES HEREUNDER, REGARDLESS OF THE BASIS OF THE CLAIM, SHALL NOT EXCEED THE AMOUNT OF FEES PAID BY SPONSOR TO ORGANIZER UNDER THIS SPONSORSHIP AGREEMENT.

APPLICABLE LAW: This Sponsorship Agreement and any dispute arising hereunder shall be governed by and construed in accordance with the laws of the State of Maryland, notwithstanding its conflicts of laws provisions, and the parties hereby consent to the exclusive jurisdiction of the federal and state courts located in the State of Maryland over all matters relating to this Agreement.

ENTIRE AGREEMENT: This Sponsorship Agreement constitutes the complete agreement between the parties and supersedes all prior or contemporaneous agreements or representations, written or oral, concerning the subject matter hereof. This Sponsorship Agreement may not be modified or amended except in a writing signed by a duly authorized representative of each party.