

THANK
YOU

RESOURCES

COMMUNITY

MEMBERSHIP

ABOUT

AFCEA

Connecting people, ideas and solutions globally



AFCEA

Founded by a group led by David Sarnoff, the goal of AFCEA International is to maintain open dialogue and build strong relationships between the government, military, industry and academia.

AFCEA is a member-based, nonlobbying & nonprofit association working as an honest broker to bring together stakeholders and providers for the ethical exchange of information.

AFCEA focuses on command, control, cyber, communications, computers and intelligence to address national and international security challenges.



AFCEA

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30,000+
Individual
Members
&
Corporate
Associates

1,550+
Corporate
Members

140
Chapters

AFCEA

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AFCEA MEMBERSHIP

1,550+ COMPANIES

70% SMALL BUSINESS

Of the 1,550+ corporate members, over 70% are small businesses who join to connect, network, engage and create visibility.

MEMBERSHIP

AFCEA welcomes professionals from small, medium and large companies—as well as from military, government and academia—to network, share and partner to meet the demands of the ever-changing global security and defense market.

Each member receives a unique membership ID number that unlocks member benefits to grow, engage, increase visibility and save.



Membership Benefits



Grow

- ✓ Increase your footprint in the federal space
- ✓ Utilize AFCEA's brand to enhance your market visibility
- ✓ Leverage AFCEA as a common denominator when meeting new people.



Create Visibility

- ✓ Leverage AFCEA's vast network of global security and defense professionals
- ✓ Showcase capabilities and solutions to a receptive audience and to help solve problems



Engage

- ✓ Interact with key executives from the military, government and industry
- ✓ Participate at the local, national and international level.



Save Big

- ✓ Receive discounts on registrations, advertisements, sponsorships and exhibits.
- ✓ Benefit from Affinity partnerships
- ✓ Find qualified talent with AFCEA's Career Center

Affinity Partner



INSPERITY

- ✓ Human resource solutions and support for financial services and performance management
- ✓ Discount on products and services for members



Employee benefits

- Provide employees with access to Fortune 500-level benefits, including medical, dental and vision insurance
- Choose from a range of packages provided by national medical insurance carriers
- Give employees access to life, personal accident, and short- and long-term disability insurance



Payroll & HR administration

- Reduce your payroll, accounting and benefits costs
- Streamline processes and sync workforce data with our HR technology platform
- Offer employee self-service access to pay stubs, tax forms and more
- Hand off most of your duties for payroll processing and filing of related taxes



Compliance

- Lean on knowledgeable advisors when facing tricky employee relations issues
- Get ample workers' comp coverage and help with claims resolution
- Reduce employer-related burdens with employment practices liability insurance
- Receive assistance with many employment-related wage claims and audits

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Affinity Partner

**GOVTECH**

GOVTECH

- ✓ Protects government contractors from the unforeseen
- ✓ Discount of up to 40% for AFCEA corporate members

GovTech™ offers a wide portfolio of tailored liability insurance coverage for businesses engaged in the government technology sector. Specializing in liability coverage for government technology companies, GovTech focuses on what's most important to its members – fully protecting them from the unforeseen.

- Professional Liability
- General Liability
- Umbrella Liability Insurance
- Directors and Officers Liability Insurance
- Employment Practices Liability Insurance

Education & Professional Development

Ensuring an educated, trained and relevant work force, from early career to advanced training, is part of AFCEA's value proposition. Scholarships, training and continuing education are available at the international, regional and chapter levels.



Preferred Providers



AMERICAN PUBLIC UNIVERSITY SYSTEM

- ✓ Offering flexible and affordable online degree and certificate programs in cyber security solutions

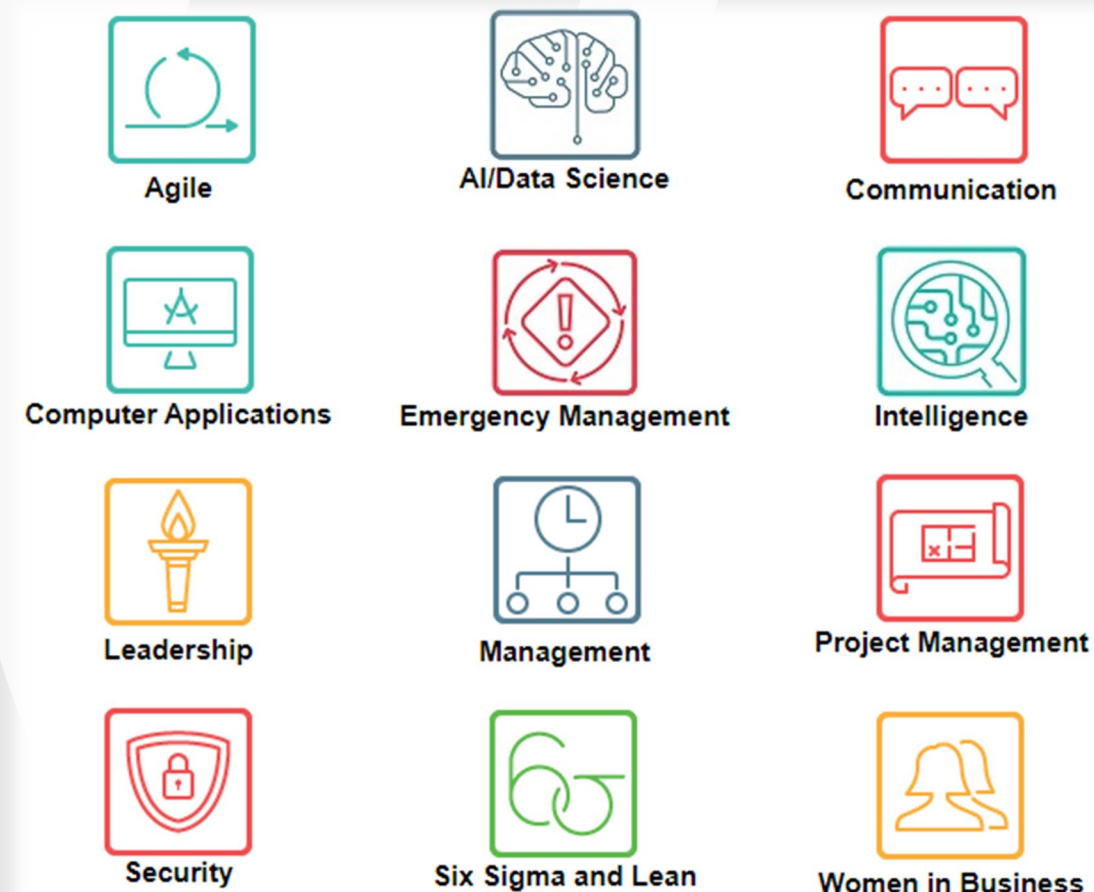


SANS INSTITUTE

- ✓ Providing intensive immersion courses designed to help you and your staff master the practical steps necessary for defending systems, networks and infrastructure

Professional Development

Train at your convenience with a variety of on-demand online courses covering popular topics and disciplines. Most courses are preapproved from specific certifying agencies for continuing education. AFCEA members receive a discount through the content providers: **FedLearn** and **MindEdge**, using a discount code found in the portal.



“AFCEA International provided a great opportunity by providing its online courses that are easily accessible. The course material is interactive, and the videos are well formatted. During this time, I was able to see where my strengths were and where I needed to work on some of my strengths. Since the online courses can be of great benefit, I plan on applying these skills in my career.”

- Kenny Osorio, Augusta University professional

AFCEA PROFESSIONAL DEVELOPMENT

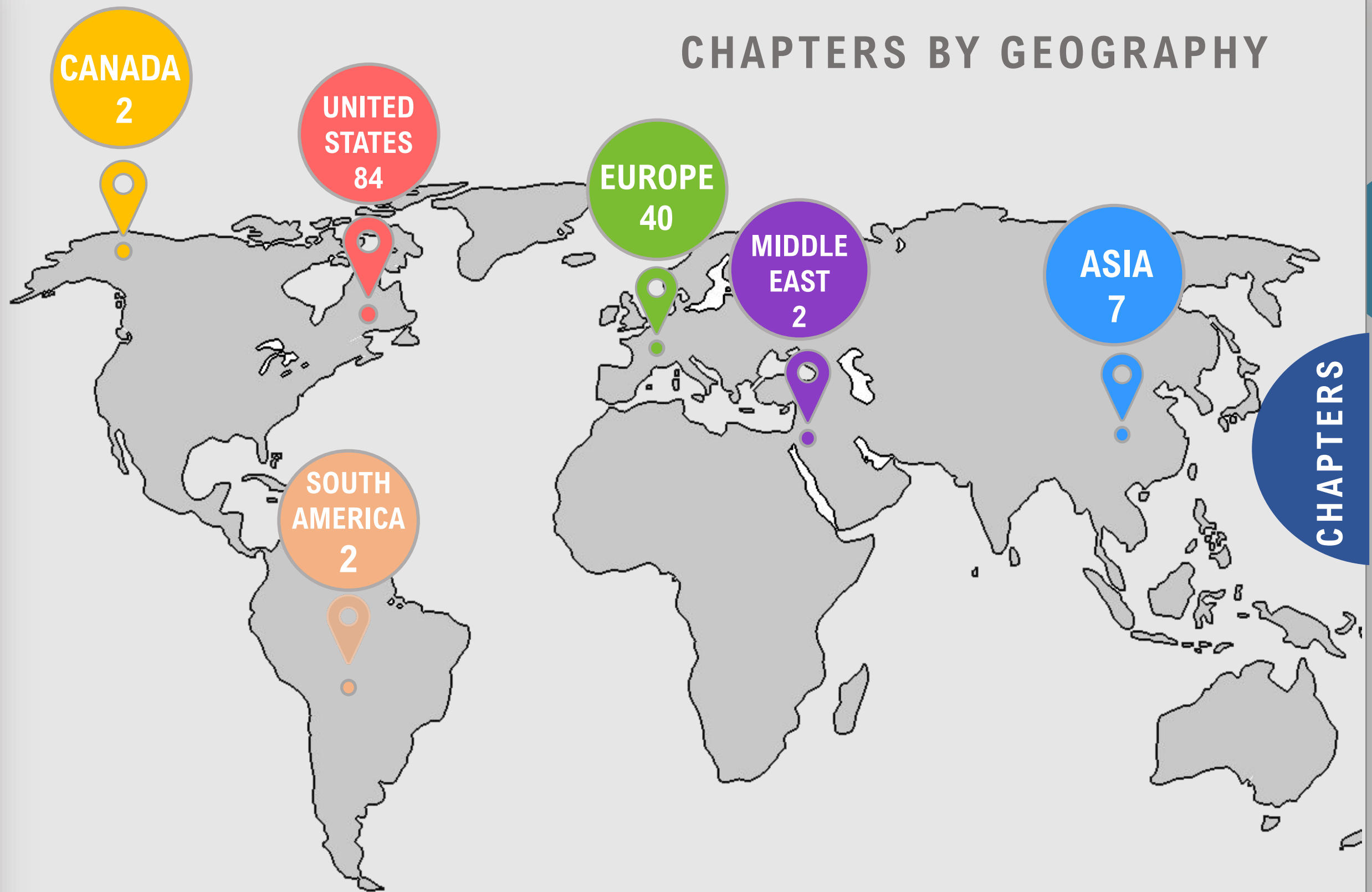


Top Reasons to Engage at the Chapter Level

- 1) Become a familiar face
- 2) Learn the local culture
- 3) Identify key players
- 4) Get business done

AFCEA chapters serve as a building block for the diverse network that supports tens of thousands of homeland and global security, cyber, defense and intelligence professionals. These professionals come from all the areas we serve, including government, military, industry and academia.

Members can engage with different chapters. As an AFCEA member, you can take advantage of each chapter's unique leadership, initiatives and activities to influence the conversation.



CHAPTER ACTIVITIES

ONSITE
TRAINING



PUBLIC
CONFERENCES
& EXPOSITIONS



MONTHLY
EVENTS



NETWORKING
EVENTS



INDUSTRY
DAYS



PANELS &
ROUNDTABLE
DISCUSSIONS



AFCEA EVENTS



ATTEND

- ✓ Meet innovative people
- ✓ Hear great ideas
- ✓ Learn from subject matter experts
- ✓ Understand the issues



EXHIBIT

- ✓ Tell your story
- ✓ Generate leads
- ✓ Showcase your solution
- ✓ Make an impression



SPONSOR

- ✓ Invest in the conversation
- ✓ Engage with decision makers
- ✓ Expand market reach



ENGAGE

- ✓ Expand your network
- ✓ Ask questions
- ✓ Be part of the conversation

Serving as a platform to listen, learn and teach, AFCEA hosts events worldwide on themes and agency-specific requirements. AFCEA works to communicate, connect and collaborate with government, military, industry and academia to understand underlying problems and to showcase innovative solutions.



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AFCEA showcases several member subsets enabling you to interact with like-minded individuals and to be enriched by diversity of thought, experience, background and culture.

AFCEA Small Business

Small Business ingenuity is a key driver for government innovation. AFCEA is the networking foundation for small businesses that want to break into the government contracting arena.

AFCEA Small Business programs offer targeted networking, visibility and relationship-building opportunities to foster small business sustainability within the federal sector.

Although small businesses might have the technical capabilities that government agencies require, they often need assistance with their understanding of federal acquisition regulations and NIST rules, as well as identifying the key players surrounding an opportunity. It's about becoming a known and trusted partner. We call it the AFCEA Advantage.



Small Business Member Benefits



SAVE

Deeper Discounts

Save big if you
are a small
business with
fewer than 50
employees



EXPAND

AFCEA Network

Engage with
government,
industry and B2B
companies



COMMITTEE MEMBER

AFCEA Ambassador

Invest resources
to support
AFCEA's small
business
initiatives



SMALL
BUSINESS

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AFCEA showcases women in STEM providing opportunities to network, communicate and lead in the federal market space.

Women who participate in AFCEA activities and events gain new skills, engage with mentors and make lasting connections. This engagement helps women overcome barriers and excel in cyber, defense, intelligence and homeland security disciplines as well as related technical areas.

WOMEN IN
AFCEASMALL
BUSINESS

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Our members can be found among Department of Defense leadership and throughout military branches around the globe. We support all military services as well as NATO and other international organizations.

We also have a strong presence within the Intelligence Community, Healthcare, Law Enforcement and other Civil Agencies.

Military and government members engage regularly with AFCEA at the chapter and International levels.

MILITARY &
GOVERNMENTWOMEN IN
AFCEASMALL
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Benefits & Opportunities



Worldwide Connections

- ✓ Create a vast network
- ✓ Gain a global perspective
- ✓ Diversify



Grow Professionally

- ✓ Attend leadership forums and events
- ✓ Register for online or onsite classes to achieve professional goals



Network with Senior Leaders

- ✓ Learn from subject matter experts
- ✓ Find professional mentors



Become a Leader

- ✓ Serve on AFCEA committees at the chapter and international levels
- ✓ Volunteer as a region or chapter officer



Give Back

- ✓ Organize and attend events to raise funds and increase awareness for STEM initiatives



Grow your network

- ✓ Engage regularly during monthly meetings
- ✓ Ask questions
- ✓ Offer alternatives
- ✓ Follow up with new contacts

[EMERGING LEADERS](#)

EMERGING
LEADERS

MILITARY &
GOVERNMENT

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SIGNAL Media provides you with a variety of products that focus on thought leadership, lead generation and targeted messaging.

The AFCEA BrandLink program works with you to optimize all your engagement with AFCEA.

BrandLink connects your brand through engagement, event participation and *SIGNAL* media products, giving you a completely customizable package.

SIGNAL MAGAZINE

- ✓ Visibility for new corporate members
- ✓ Constant visibility for Sustaining level members
- ✓ Advertise
- ✓ Sponsor content



- ✓ Primary communication channel between AFCEA and its members
- ✓ Read the latest news online from AFCEA and corporate members



WEEKLY DIGEST



NEWSLETTER

- ✓ *SIGNAL* Connections E-newsletter, a monthly newsletter providing news and commentaries as well as AFCEA local chapter news and information

CORPORATE MEMBER NEWS

- ✓ Highlights information at the local and International levels
- ✓ You tell AFCEA, AFCEA shares with its worldwide network



Stay informed about AFCEA news, events and opportunities. Like, share and comment to create visibility with AFCEA followers.

Connect with AFCEA by clicking on the icons below!

INSTAGRAM



1200+ FOLLOWERS



TWITTER



9,600+ FOLLOWERS



LINKEDIN



15,100+ FOLLOWERS



YOUTUBE



1.4K+ SUBSCRIBERS



FACEBOOK



6,300+ LIKES & 7000+ FOLLOWERS





Visibility Tool

- ✓ 5,000+ UNIQUE views per month
- ✓ Amplify company online presence
- ✓ Improve local visibility
- ✓ Get discovered
- ✓ Increase brand awareness
- ✓ Showcase business capabilities

Research Tool

- ✓ Powerful search tool allowing you to search by NAICS Codes, business category, small business status, keywords(s) and location

Networking Tool

- ✓ Open doors and reach out to other corporate members
- ✓ Navigate beyond the local market and expand your reach globally while focusing on your verticals

ONLINE
DIRECTORY

AFCEA
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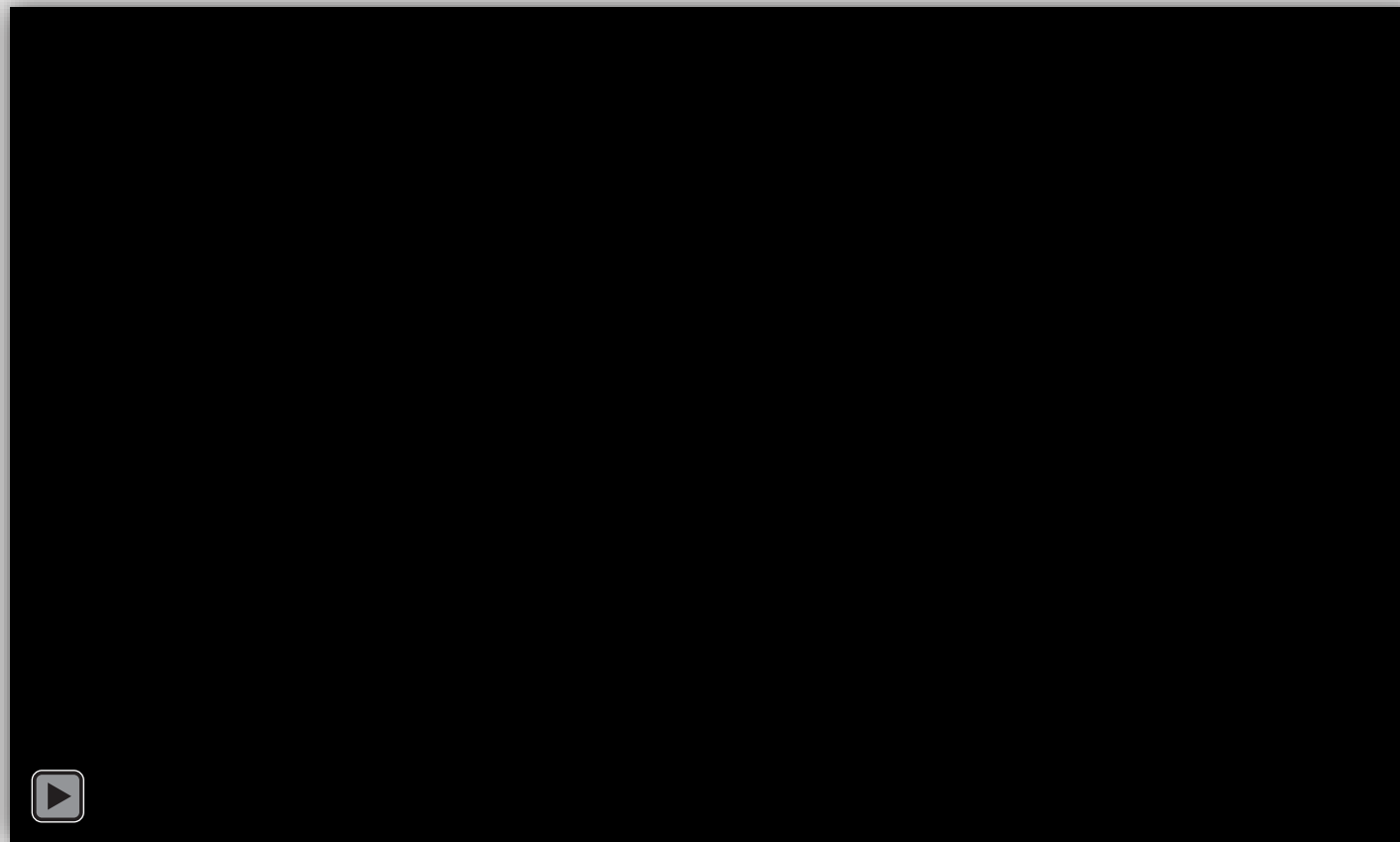


Online Directory Features



CORPORATE MEMBER LISTING FEATURES

- Company Name
- Company Address
- Phone Number
- AFCEA Point of Contact
- Products/Services
- Certifications
- Small Business Status
- Contact Email
- Website
- Business Categories
- NAICS Codes
- Veteran Hiring Status



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Online Directory Features

SUSTAINING MEMBER LISTING FEATURES

- Sustaining Member Badge
- Executive Photo
- Company Logo
- Power Search/Keyword Search



NetApp US Public Sector
Member Since: 2000
1921 Gallows Road, Suite 600
Vienna, Virginia 22182

Telephone:
703-918-7200
Email:
shellieb@netapp.com

Power Search Results:
Relevant links on www.netapp.com for "army"
[NetApp Data ONTAP Edge and Army Roadshow](#)
[NetApp Army Executive Briefing](#)
[NetApp Annual APC Shoot & Boots Shoot Tournament](#)
[NetApp HCI and ONTAP 9.2 Unleashed Webinar for Defense](#)
[Video Surveillance Data Storage Solution As a 377 Big Data...](#)

Vice President, U.S. Public Sector Sales:
Rob Stein


Field Marketing Manager and AFCEA

Small Business Status:

- Not Small Business

Business Categories:

- Communications Systems
- Computer Peripherals
- Cyber
- Data Storage
- Information Management
- Information Systems
- Secure Communications
- Tactical Data Systems

Where You Can Find NetApp US Public Sector

- 08/20/2018 TechNet Augusta EXH 2018
- 02/06/2018 WEST 2018 Exhibitors
- 10/31/2017 TechNet Asia Pacific EXH FY18
- 08/08/2017 TechNet Augusta EXH 2017
- 02/21/2017 West 2017 Exhibitors
- 11/15/2016 TechNet Asia Pacific EXH FY17
- 08/02/2016 TechNet Augusta EXH 2016

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HOW CAN WE HELP YOU?

The AFCEA corporate team's mission is to help your company meet its professional goals through engagement with leaders, increased visibility, growth of your brand and savings on programs and products. AFCEA's global reach means we can deliver your message to a highly engaged audience in ways that are memorable, informative and focused – using all the resources AFCEA has and developing the ones you need.



[Corporate Member Website](#)
[AFCEA BrandLink](#)



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