

TECHEXPO



# PRIVATE EVENT RECRUITMENT STRATEGY

Confidential

TECHEXPOUSA.COM

CYBERSECURITYSUMMIT.COM



## WHO WE ARE

**TECHEXPO: The Nation's Leader In Recruitment Events & Solutions For The Defense & Intelligence Industry**  
**CYBER SECURITY SUMMIT: The Nation's Leader in Executive Level Conferences**

### A Brief History

Job Expo International was incorporated in 1993 and has produced over **1,400 events** and **over 100 customized private & special events** for individual companies connecting over one million people.

TECHEXPO Top Secret began in 2002 and since its inception has the most strategic alliances including AFCEA, Gov Events, Military.com, DefenseDaily, VetJobs, Cleared Connections, MilitaryHire.com, Cyber Maryland, CIO Review, Center for Internet Security, OWASP, Innovation & Tech Today, National Cyber Security Alliance and nearly every major military base in the United States.

TECHEXPO's membership is approaching 210,000+ IT, engineering, intelligence & defense industry professionals with 75% + with a Top Secret Clearance or above.

### Partial List of Private Event Clients

accenture

verizon

BOEING

Booz | Allen | Hamilton

VENCORE

GENERAL DYNAMICS  
C4 Systems

hp

IBM

ManTech  
International Corporation

M.C. DEAN  
BUILDING INTELLIGENCE

NORTHROP GRUMMAN

UNISYS

Raytheon

AT&T

Software Engineering Institute  
Carnegie Mellon

# OUR STRATEGY

Our comprehensive recruitment methodology has enabled our organization to deliver unparalleled results to the Nation's leaders in the industry.

## Marketing & Outreach

- Print Advertising
- Direct Mail Invitations
- Email Marketing
- LinkedIn Integration
- Facebook/Twitter Engagement
- Proprietary TECHEXPO Database
- Association Partnerships
- User Group Alliances
- Military Base Communications
- Post-Graduate Outreach
- Database Acquisition
- Online Marketing



### Connections

- ▶ With the MOST joint ventures & advertising partnerships of any job fair and one of the LARGEST networks of IT professionals, TECHEXPO directly connects you with qualified candidates in person, print & online.

### Logistics

- ▶ Our team creates a live environment to pre-screen candidates, organize resumes by skill sets & titles. We will orchestrate and manage all technical aspects; your team just interviews and recruits.

### Our Mission

- ▶ To provide multiple cost & time effective recruitment events.

# OUR ACTIVE CLIENTS

## Partial List:

Abraxas Corporation	Clearshark	Kaspersky Lab	Solutions
Accenture	Colorado Technical Univ.	Kenjya Group	SEI Carnegie Mellon
ACET	Compusult Systems	Kestrel Enterprises	Serco
Adayana	COMSO Inc.	KeyW Corp.	Sierra Nevada Corp
Advanced C4 Solutions	CSC	Kroll Gov't Services	SiteLock
Agilex Technologies	CyberCore Technologies	L-3 Communications	Solers
AlertLogic	Data Computer Corp.	Lexis Nexis	SOS International Ltd.
American Cybersystems	Darktrace	Lockheed Martin	Sotera Defense Solutions
American Systems Corp.	Defense Sec. Service / DSS	Mandiant	SPARTA
Arbor Networks	Dell	ManTech International	Symantec
AT&T Gov. Solutions	Deloitte	MBA - CSi	System High Corporation
Avid Technology	DOD Cyber Crime Center	MDA Info. Systems	Tad PGS
BAE Systems	EMC Corporation	Microsoft	Tanager
Balabit	eSentire	Minerva Engineering	Tanium
Berico Technologies	ESRI	MorganFranklin	TASC
BIT Systems	FBI	Navy Engineering	The MITRE Corporation
BMC Software	Fedsys Secure	Northrop Grumman	Truestone Comm.
Boecore	Frontline Solutions Corp	NSS Labs	Trusant Technologies
Boeing	General Dynamics	NuWave Solutions	Tsource
Booz Allen Hamilton	Geneva Software	Oracle	Tsymmetry
Bridges Consulting	GeoEye Analytics	Palo Alto Networks	Unisys
Camber Corporation	Harris Corporation	Praxis Engineering	Universal Business Solutions
Cantada Engineering	Honeywell	Proteus Technologies	URS Corporation
CE Science	iBoss Cybersecurity	QVine Corporation	Ventura Solutions
CenturyLink	IBM	Raytheon	Verizon Communications
Cerebral Solutions	Innovative Defense Tech	Sabre Systems	Vital Management
CGI	Intel Security	SafeNet	Wyle
Chenega Federal	IntelliGenesis	SAGE Management	XConnect
CIA	Intelligent Decisions	SAIC	Zscaler
Cisco	ITT EXELIS	Secure Mission	and more...

# CUSTOMIZED EVENT AT&T

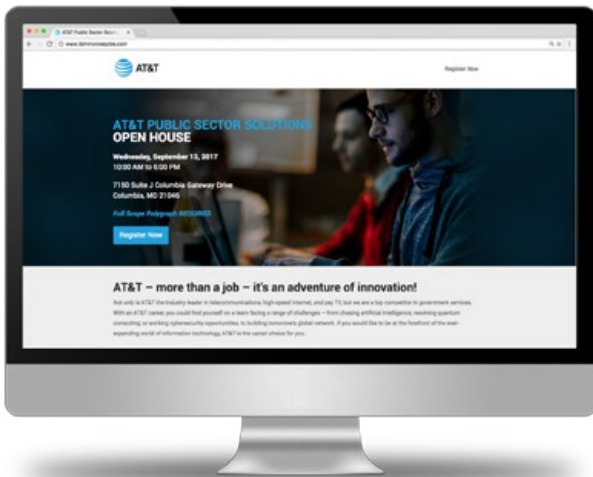


## Experience:

**Mission:** To Hire IT & Security Professionals in Maryland

**Audience:** Full Scope Polygraph-Tested System Engineer, Software Engineer, Technical Manager, Information Systems Security Officer, Financial Analyst, Hardware Engineer, Logistician, Queue Manager

**Solution:** Custom Invitational Hiring Event & Marketing Campaign to include Digital & Print Advertising and Target Marketing to Local User Groups & Associations



**AT&T Public Sector Solutions Open House**  
 Wednesday, July 26, 2:00 PM to 6:00 PM  
 BWI Marriott, Linthicum Heights

[Register Now at ATTE expo.com](#) | Full Scope Polygraph Required

*AT&T – more than a job – it’s an adventure of innovation!*

AT&T Public Sector Solutions is holding a hiring event **July 26** at the **BWI Marriott** to find top IT & security professionals. *A Full Scope Polygraph is Required to Attend.*

AT&T Public Sector Solutions will provide offer letters onsite to qualified candidates. **Bring 5 copies of your resume with you.**

Please share this event with your fellow cleared colleagues & friends.

**Immediate Interviews**

Cable Technician	Information Systems Security Officer	Software Engineer
Configuration Manager	Logistician	System Administrator
Financial Analyst	Project Manager	System Engineer
Hardware Engineer	Quality Specialist	Technical Manager
Hardware Technician	Queue Coordinator	Technical Writer
Help Desk Specialist	Queue Manager	Telecommunications Network Engineer
Information Systems Security Engineer	Senior Financial Analyst	Test Engineer

[ATTE expo.com](#)



# CUSTOMIZED EVENT VENCORE



## Experience:

**Mission:** To Hire IT Professionals in Chantilly, VA

**Audience:** Professionals with a TS/SCI or Above, Software Engineers, Solutions Architect Systems Engineers, Process and Tools Software Engineers, Optical Engineers, Configuration Mgmt/Analysts

**Solution:** Custom Invitational Hiring Event & Marketing Campaign to include Digital & Print Advertising and Target Marketing to Local User Groups & Associations

VENCORE IS HIRING

**Vencore Hiring Event**

Tuesday, March 31<sup>st</sup> • 8am - 8pm  
Westfields Marriott Washington Dulles  
Chantilly, VA 20151

Vencore will provide offer letters on the spot for qualified candidates  
*Top Secret security clearance or above is required to attend*

Register today at  
[www.VencoreExpo.com](http://www.VencoreExpo.com)

Vencore Expo - March 31, 2015 X

vencoreexpo.com

VENCORE REGISTER NOW >

**Vencore Hiring Event**

Build your career at Vencore, supporting missions critical to national security. Employees of Vencore ensure the proper architecture, deployment and operation of systems critical to national security. Joining the Vencore workforce is more than a job—it is a chance to apply your skills to the nation's toughest and most important challenges.

Tuesday, March 31, 2015 • 8am - 8pm  
Westfields Marriott Washington Dulles  
14750 Conference Center Drive  
Chantilly, VA 20151

REGISTER

TOP SECRET SECURITY CLEARANCE OR ABOVE IS REQUIRED TO ATTEND.  
VENCORE WILL PROVIDE OFFER LETTERS ON THE SPOT FOR QUALIFIED CANDIDATES. BRING 5 COPIES OF YOUR RESUME WITH YOU.

OPEN POSITIONS INCLUDE:

- Solutions Architect Systems Engineer Stf – TS/SCI – Chantilly, VA
- LCP Systems Engineer IV – TS/SCI – Chantilly, VA

CUSTOMIZED EVENT  
**ACCENTURE**



**Experience:**

**Mission:** To Hire Over 40 IT Professionals with a clearance of TS/SCI in Baltimore, MD

**Audience:** Full Scope Polygraph-Tested PeopleSoft Developers, Financial Management Systems, Oracle, SAP, Application Developers, Test Engineers

**Solution:** Custom Invitational Hiring Event & Marketing Campaign to include Radio, Digital & Print Advertising and Target Marketing to Local User Groups & Associations



# CUSTOMIZED EVENT BOOZ ALLEN HAMILTON

Booz | Allen | Hamilton

## Experience:

**Mission:** To Hire IT Professionals in Herndon, VA

**Audience:** Full Scope Polygraph-Tested Web Developers, Java Developers, Database Developers, Software Engineers, Database Administrators, Application Testers, System Integrators

**Solution:** Custom Invitational Hiring Event & Marketing Campaign to include Radio, Digital & Print Advertising and Target Marketing to Local User Groups & Associations



Work that makes a difference.

Opportunities that expand your horizons.

At Booz Allen Hamilton, our work and our people matter. Our technology professionals are passionate about their careers, providing the latest thinking and new ideas to solve clients' most complex challenges.

Join us for an interview event on Wednesday, January 30 from 4:00 to 8:00 pm in Herndon, VA to learn more about our work and our people.

The following opportunities—and many others—are available in the Washington, DC metro area:

- Java Developers
- Software Engineers
- SharePoint Developers
- Web Developers

[Register to Attend](#)

We hire staff with great minds and provide them with ongoing learning opportunities, a vibrant team based culture, a comprehensive rewards package, and the chance to make an impact in our firm, in our communities, and for our nation.

Learn more about this event at [boozallen.com/expo](http://boozallen.com/expo)

Booz | Allen | Hamilton  
strategy and technology consultants

We are proud of our diverse environment, EOE/M/F/L/V. Applicants selected will be subject to a security investigation and may need to meet eligibility requirements for classified information.



The Washington Post Politics Opinions Local Sports National World Business Tech Lifestyle Entertainment

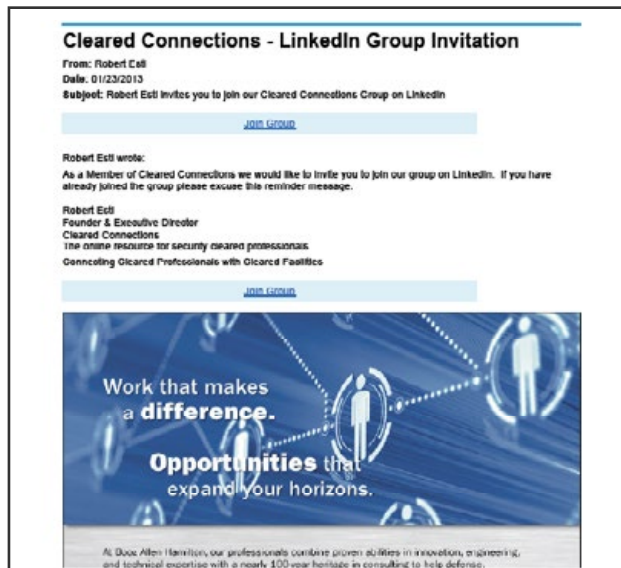
**JOBS**  
DC's #1 Source for Jobs

Home Find Jobs Resume & Profile Advice & Resources Education Security

Register to join us for a special event in Herndon, VA on January 30 to learn more about these and other opportunities.

JAVA DEVELOPERS | SOFTWARE ENGINEERS | WEB DEVELOPERS

[boozallen.com/expo](http://boozallen.com/expo)  
Booz | Allen | Hamilton  
strategy and technology consultants



**Cleared Connections - LinkedIn Group Invitation**


From: Robert Esti  
Date: 01/23/2013  
Subject: Robert Esti invites you to join our Cleared Connections Group on LinkedIn

[Join Group](#)

Robert Esti wrote:  
As a Member of Cleared Connections we would like to invite you to join our group on LinkedIn. If you have already joined the group please excuse this reminder message.

Robert Esti  
Founder & Executive Director  
Cleared Connections  
The online resource for security cleared professionals  
Connecting Cleared Professionals with Cleared Facilities

[Join Group](#)



Work that makes a difference.

Opportunities that expand your horizons.

At Booz Allen Hamilton, our professionals combine proven abilities in innovation, engineering, and technical expertise with a nearly 100 year heritage in consulting to help defense.



# CUSTOMIZED EVENT IBM

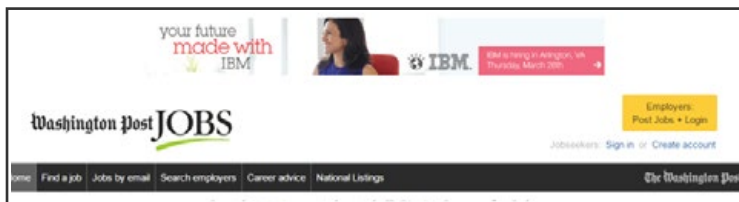


## Experience:

**Mission:** To Hire Over 50 IT Professionals in Arlington, VA, Baltimore, MD, Baton Rouge, Mechanicsburg, PA, Cumberland, MD

**Audience:** Cleared & Uncleared Project Managers, Systems Engineers, Systems Analysts, Data Warehouse Administrators, Help Desk Support Service Specialists, Enterprise Architects and more.

**Solution:** Custom Hiring Event & Marketing Campaign to include Print, Digital & Radio Advertising and Target Marketing to Local User Groups & Associations



# CUSTOMIZED EVENT VERIZON



## Experience:

**Mission:** To Hire Over 25 Experienced IT Professionals in McLean, VA

**Audience:** CI or Full Scope Polygraph-Tested AMX Programmers, Application Developers, Network Design Engineers, Network Technical Support, Database Analysts, Network Control Techs

**Solution:** Custom Evening Invitational Hiring Event & Marketing Campaign to include Digital & Print Advertising and Target Marketing to Local User Groups & Associations



**VERIZON FEDERAL NETWORK SYSTEMS**  
Our nation's best defense—  
Verizon and you.

You know Verizon as a world leader in advanced communications and technology. What you might not know is that our Federal Network Systems (FNS) division brings unrivaled expertise in designing, building and maintaining networks which help government agencies maintain our nation's security. Ours is a clear and noble mission - to make a difference in the defense of our country and our people.

**WE ARE HOSTING AN INVITATION-ONLY EVENT**  
October 25th from 4pm - 7pm  
McLean, VA

**Register To Apply at VerizonExpo.com**

**We Are Seeking High Level Security-Cleared Professionals**


**Careers For Everything You've Been, Are and Will Be.**  
**We're Verizon Federal Network Systems.**

Verizon is an equal opportunity employer m/f/d/v

**Positions include:**

AMX Programmers	SIT Technicians
Full Service Installers	Sr. Video Engineers
Help Desk Supporter Technicians	Strategic Architect Support Specialists
Installers	Systems Analysts
Lead Installers	Systems Integrators
Network Design Engineers	Telecom Engineers
Network Engineers	Telecom Specialists
RF Systems Technicians	Telecommunications Specialists
RF/Satellite Tech.	Video Operators
SATCOM Engineers	and more!
Satellite Engineers	

**Register To Apply at VerizonExpo.com**



**VERIZON FEDERAL NETWORK SYSTEMS**

Our nation's best defense — Verizon and you.

**WE ARE HOSTING AN INVITATION-ONLY EVENT ON OCTOBER 25TH FROM 4PM-7PM IN MCLEAN, VA**

We Are Seeking High Level Security-Cleared Professionals

AMX Programmers, Network Engineers, Full Service Installer, Help Desk Support Technicians, Network Design Engineers, RF/Satellite Tech, SATCOM Engineer, Video Engineer and Strategic Architects

To learn more and register for the event, please visit: [VerizonExpo.com](http://VerizonExpo.com)

**Careers For Everything You've Been, Are and Will Be.**

We're Verizon Federal Network Systems  
Verizon is an equal opportunity employer m/f/d/v



**We're Verizon Federal Network Systems (FNS) and we're in motion.**

As a world leader in advanced communications and technology, Verizon Federal Network Systems (FS) division brings unrivaled expertise to help government agencies maintain our nation's security.

**Verizon is Hosting a Career Event!**

**When:** Verizon FNS Open House  
April 27th from 10am - 3pm  
Ritz-Carlton Tysons Corner  
1700 Tysons Blvd., McLean, VA 22102

We have career opportunities in the following areas:

- Network Engineers
- Video Engineers
- Systems Engineers
- Systems Analysts
- Installation Technicians
- Information Systems Security Engineers
- Project Managers and more...

We are seeking candidates who possess an active TS/SCI or TS/SCI with Full Scope Polygraph Clearance

To learn more and register for the event, please visit: [www.VerizonExpo.com](http://www.VerizonExpo.com)

**Careers For Everything You've Been, Are and Will Be.**

We're Verizon Federal Network Systems.  
Verizon is an equal opportunity employer m/f/d/v

# CUSTOMIZED EVENT GENERAL DYNAMICS

**GENERAL DYNAMICS**  
C4 Systems

## Experience:

**Mission:** To Hire IT Professionals in San Antonio, TX and Tysons Corner, VA

**Audience:** Professionals with at TS/SCI or Above

**Solution:** Custom Hiring Event & Marketing Campaign to include Print & Digital Advertising and Target Marketing to Local User Groups & Associations

**Are you ready for an IT career without limits?**

**GENERAL DYNAMICS**  
C4 Systems

**Join us at our Career Fair**

Courtyard by Marriott  
Wed, Sept. 12th & Thurs, Sept. 13th  
10:00am - 4:00pm

**GENERAL DYNAMICS**  
C4 Systems

**Are you ready for an IT career without limits?**

**Join us at our Career Fair**

**Courtyard by Marriott**  
Wednesday, September 12th &  
Thursday, September 13th  
10:00am - 4:00pm

**GENERAL DYNAMICS**  
C4 Systems

Join us at our hiring event  
[GeneralDynamicsExpo.com](http://GeneralDynamicsExpo.com)

Make no mistake, ours is a challenge like no other. Because only here will you find the resources, the imagination, and the expertise to literally make the impossible possible. From bringing soldiers home safely to rescuing mariners at sea to securing data and communications in the world's most advanced aircraft; no one offers you more opportunities to do more with your talent. Are you ready for a career without limits?

**Join us at our hiring event.**

**Wednesday, March 6**  
10am - 3pm

**Marriott Tysons Corner**  
8028 Leesburg Pike  
Tysons Corner, VA 22182

**Minimum TS/SCI Security Clearance Required To Attend.**

At the event, meet with our recruiting team to learn more about a career opportunity with General Dynamics C4 Systems. If you cannot attend the event but are interested in learning about a challenging career with General Dynamics C4 Systems, please visit [GeneralDynamicsExpo.com](http://GeneralDynamicsExpo.com) and submit your resume.

**Open Positions Include:**

Test Engineer/System Administrator	IT Security Analysts/Auditors
Cyber Systems Engineer Tech	IT Systems Engineers
Test Engineer Senior Staff	SANs Engineer
Systems Engineer Staff	UNIX Systems Integrators/Engineers
Java Software Developer	Web Developer
Engineering Support Associates	Oracle Database Admins
Information Assurance Officers	Cyber Systems Engineers
IT Helpdesk Engineers	Cyber Systems Analysts
IT Network/COMSEC Engineers	and more.

For details and to register to attend, visit [GeneralDynamicsExpo.com](http://GeneralDynamicsExpo.com)

# TOOLS AND OUTREACH

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## Social Media & Online Career Centers





# MISSION & SUMMARY

To produce effective “live event” recruitment solutions nationwide.

## Marketing & Outreach

- Customized live hiring events
- An unparalleled marketing campaign to attract currently employed professionals
- Branding & promotion on:
  - Social media platforms
  - Print publications
  - Strategic digital advertisements
  - Targeted outreach to associations and user groups
- Permanent resume database access from each recruitment event

***Accelerate Your Recruiting with TECHEXPO!***

***Contact Bradford Rand: 212.655.4505 ext. 223 • [BRand@TechExpoUSA.com](mailto:BRand@TechExpoUSA.com)***

