



YOUR PATHWAY TO
VISIBILITY IN
RICHMOND'S TECH
SCENE

2026 SPONSORSHIP OPPORTUNITIES
EXPLORE OUR 2026 SPONSORSHIP OPPORTUNITIES &
DISCOVER THE VALUE OF BEING AN RVATECH/SPONSOR

Who are we?



A community of technology practitioners and companies thriving through a shared Council that sparks them to create imaginatively, grow confidently, and aspire greatly.

Welcome to the Richmond Technology Council (rvatech/) in Richmond, Virginia - Tech's Most Creative City!

When people say "creative," we tend to think of artists, musicians, chefs. But creativity is also in the minds of problem-solvers like yourself.

Creativity, at its core, is finding a solution. Maybe even one that's never existed before. Finding solutions is what you do every day. Applying imaginative thinking to solve challenges and design more efficient systems. Discovering key insights and answers that help transform your company and beyond. In Richmond, you can be part of a community of creative leaders who are helping shape the future of tech - and living the life they've always wanted.

We have a friendly and collaborative spirit unlike any other tech city with a rich and robust community we affectionately call "rvatech/". Here we bring our community together to generate a vibrant atmosphere of ideas, connections, and aspirations. This is accomplished through six world class thought-leadership conferences, several executive programming series', insanely entertaining networking events, a commonwealth-wide advocacy and policy agenda, all topped off with new ideas, programming, and experiences every year that aim to grow and stretch our community's boundaries.

Welcome to tech's most creative city. You're going to fit right in.



Nick Serfass
CEO | rvatech/

Our priorities



In action



01

A Culture of Creativity & Innovation

- Encourage differentiation in business and government, and individuality among community
- Rally around diversity of background, expertise, perspective, and experience
- Embrace challenges as opportunities to showcase the power of technology

02

A Culture of Growth & Development

- Foster mentorship among leaders, practitioners, and emerging technologists
- Create peer-to-peer connections for learning and opportunity
- Establish communities of practice for sectors and specialties to thrive

03

A Culture of Aspiration & Innovation

- Demonstrate leadership in business, policy, and education
- Bring people, businesses, and organizations closer together
- Fearlessly explore the edge of the technology ecosystem



rvatech's premier full day conferences highlight the best of Richmond. Each unique event is a chance to bring technology professionals together and enjoy a day of industry speakers, networking opportunities, and shared experiences.

**Women in
Technology**

**Data &
AI
Summit**

**Product
Fest**

**CyberCon
VA**

CyberConVA

A one-day conference created for the Richmond cyber security community featuring hands-on workshops, and innovative presentations.

Cybersecurity / AI transformation / Risk mitigation / Cyber defense / Cyber resilience /



Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights



February



CIOs, CISOs, CTOs, CyberSecurity Professionals



C-level Executive Presenters

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons

Add-ons include one conference ticket and recognition on conference marketing

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500 Available to Title Sponsors only

Keynote Speaker
Introduction (stage time)

Data + AI Summit

Machine Learning / Artificial Intelligence / Modeling /
Visualization / Data Engineering / UX Applications / Data
Gathering / Qualitative vs. Quantitative / Bias and Ethics



Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights



March 26, 2026



Data Scientists, Engineers,
Analysts, Architects, Developers



48% Executives
42% Technologists +
Sr. Practitioners

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons

Add-ons include one conference ticket and recognition on conference marketing

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

VIP Reception

\$1,500

Reception Signage
Logo placement

Keynote Speaker

\$2,500

Keynote Speaker
Introduction (stage time)

Available to Title Sponsors only

SPONSORSHIP GUIDE 2026

Charity Pickleball Tournament

Benefiting the rvatech/ Foundation, our 501(c) non-profit that exists to advance STEM in RVA through school support, scholarships, community partnerships, and tech-focused mentorship.



Gold Sponsor

\$5,000

- Recognition as Title Sponsor with prime logo on all event materials, digital & print
- Premier logo placement on tournament t-shirt, award medal, & medal presentation stand
- Booth/Exhibit space at event, prime location
- Speaking opportunity during welcoming remarks & medal presentation ceremony
- Includes 2 teams (total of 4 players)

Silver Sponsor

\$2,500

- Individual Court Sponsorship (6+ opportunities) or Happy Hour Sponsorship (1 opportunity)
- Booth/Exhibit Space at event
- Logo placement on all event marketing materials, digital & print
- Logo placement on tournament t-shirt
- 1 Team (2 players)

Bronze Sponsor

\$1,000

- Logo on court signage
- Logo placement on all event marketing materials, digital & print

Links Golf Tournament

All sponsorships come with one complimentary foursome and logo recognition on all event marketing (web, email, social).



Title Sponsor

\$7,500

SOLD OUT

Morning Bar Sponsor

\$3,500

Lunch Sponsor

\$3,500

Scorecard Sponsor

\$3,500

Contest Sponsor

3,500

Beverage Station Sponsor

\$3,500

Maximum: 4

Golf Ball, Marker + Tee Sponsor

\$3,500

Happy Hour Sponsor

\$3,500

Hole Sponsor

\$2,000

ProductFest

The region's premier product conference for people who love building solutions across business, tech, design, CX, operations and customer success.

Product Managers / Tech Dev / Engineers / Designers / Ops / Marketing & Branding Teams



Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights



June



Festival style event creates engaging experience

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons Add-ons include one conference ticket and recognition on conference marketing

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500 Available to Title Sponsors only

Keynote Speaker
Introduction (stage time)

Women In Tech

Virginia's premier conference on technology and the women behind the industry's great successes. Blend of technology, management, and career development topics

Career development / Leadership / Cybersecurity / Data Analytics & AI / Diversity



Title Sponsor \$15,000

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights



October



Diverse audience of women technologists from all sectors, public & private

Conference Sponsor \$3,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons

Add-ons include one conference ticket and recognition on conference marketing

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500

Keynote Speaker Slide Show
Logo placement

Awards Gala

Richmond's Technology Awards show celebrating the many breakthroughs and outstanding technologists who are driving our technology-based economy.



Title Sponsor \$15,000

- Welcoming remarks & speaking opportunity at Gala
- Two Platinum Tables (16 tickets) to Award Dinner, including premier seating and bottle of wine
- Recognition as Title Sponsor with Logo at top of rvatech/Gala website and electronic newsletter
- Recognition where appropriate on printed & digital marketing materials
- Speaking opportunity at Meet the Finalists Reception
- 5 invitations to Meet the Finalists Reception

Award Sponsor

\$6,500

- Speaking opportunity and presentation of award at Gala
- Platinum Table (8 tickets) to Award Dinner, including premier seating and bottle of wine
- Recognition as Award Sponsor on rvatech/Gala website and email marketing
- Prominent signage at the Gala
- Logo recognition where appropriate on printed & digital marketing materials
- 2 invitations to Meet the Finalists Reception

Meet the Finalists Sponsor

\$5,000

- Logo recognition as Reception Sponsor at the VIP Meet the Finalists Reception
- 4 invitations to Meet the Finalists Reception
- Platinum Table (8 tickets) to Award Dinner, including premier seating and bottle of wine
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Awards Gala

Richmond's Technology Awards show celebrating the many breakthroughs and outstanding technologists who are driving our technology-based economy.



Cocktail Hour Sponsor

\$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 4 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

After Party Sponsor

\$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 4 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Party Photobooth Sponsor

\$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

360 Photobooth Sponsor

\$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 4 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Dessert Sponsor

\$2,500

SOLD OUT

- Sponsor logo placed on after dinner dessert package on plate (served to all attendees)
- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Wine Sponsor

\$4,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 4 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo on wine bottles at all Gala tables
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing



rvatech/On Tap

Network, enjoy a free drink, and engage with the rvatech/community at our bi-monthly happy hour networking series.



Spring, Summer, Fall



2025 Tech on Tap locations



TRIPLE CROSSING



Tech on Tap Sponsor

- Opportunity to hand out drink tickets to all event attendees
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$4,000 per event



rvatech/ Breakfasts

A quarterly executive speaker presentation on a diverse range of tech topics held at different locations throughout Richmond.



Spring, Summer, Fall

Series Title Sponsor

- Complimentary table of 8 at the event and seated with speaker
- Introductory remarks
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$17,500 series sponsor

Breakfast Sponsor

- Complimentary table of 8 at the event and seated with speaker
- Introductory remarks
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$6,500 per event



2025 Series Speakers

Bob Osmond / CIO / Virginia IT Agency (VITA)
Morris Taylor / SVP & CIO / Genworth|CareScout
Ellen Dowling Wiegand / SVP & CIO / VCU Health
Jenn Finn / Founder & CEO / HIO
Chris Cox / Koalafi
Melanie Frank / Capital One
Mike Lempner / Mission Lane
David Der /

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Policy & Advocacy Package

Member companies choosing to invest in this package will be advancing our impact at the General Assembly and locally among the City of Richmond and surrounding counties.



Interested?

Please reach out to rvatech/CEO Nick Serfass (nick@rvatech.com) directly to discuss investment and sponsorship opportunities.

Today's legislative environment contains more tech-related proposals than ever before. As such, the RVATECH "Policy & Advocacy Package" is intended to help fundraise to support more dedicated efforts toward influencing and affecting tech policy at the state and local levels.

Benefits

Inclusion in the Policy Steering Committee gains the opportunity to direct the advocacy efforts of the CEO and contracted lobbyist.

Members of the Steering Committee receive the unique opportunity to have specific needs and interests addressed directly by rvatech/.

Women in Technology Awards

A celebration of Women in Technology



March

The Awards

- “Paula Gulak Memorial” Impact on Community Award
- Breakthrough Technology Award
- Rising Star Award
- Ally Award
- EmpowHER Award
- Lifetime Achievement Award



Title Sponsor \$15,000

- Premier Sponsorship in conjunction with Legacy Sponsor
- 10 Tickets to awards reception
- 5 Tickets to Women in Tech Conference
- Speaking opportunity at reception
- Prime logo recognition on event webpage
- Prime logo recognition on signage at event
- Attendee information list

Award Sponsor \$2,500

- 3 Tickets to Awards Reception
- Opportunity to announce winner at reception
- Logo recognition on awards webpage
- Logo visibility at event and around specific award promotion
- Attendee information list



QUESTIONS?
CONTACT OUR TEAM



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