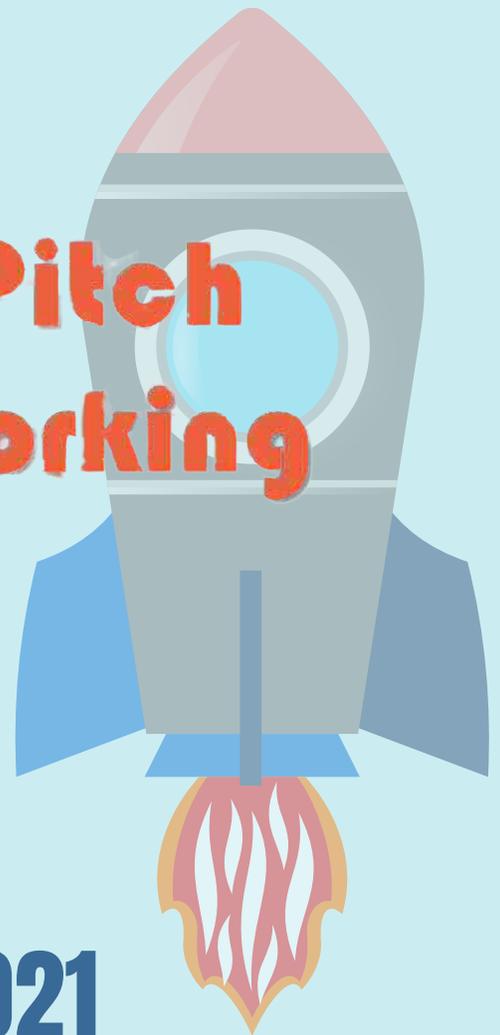


Big  Idea
CONNECTpreneur
Investor Network

**Virtual Rocket Pitch
+ Power Networking**



December 21, 2021

CONNECTpreneur.org

AGENDA

11:00-11:05am | VIRTUAL NETWORKING (via Private Message)

11:05-11:15am | WELCOME and INTRODUCTIONS

**-TIEN WONG, Founder and Host, CONNECTpreneur
Community**

**-PATRICK SHERIDAN, Co-Founder & Managing Partner,
Modus Create**

**11:15-12:25pm | ROCKET PITCH SESSION Companies will be
introduced by:**

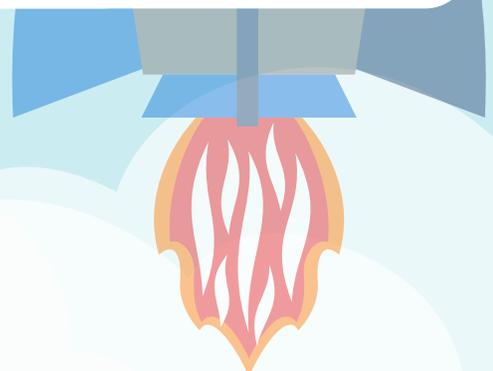
**- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman
Rogers**

- ANDY TUCKER, Partner, Nelson Mullins

**12:25-1:00pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)**

December 21, 2021

CONNECTpreneur.org



PRESENTING COMPANIES

Blue Ridge Networks - John Higginbotham

Botanisol Analytics - Dave Talenfeld

CyRisk - Ben Goodman

EvenFlow AI - Dave Anderson

EveryIncome - Ted Mekonnen

Kin - Matt Blom

Novel Microdevices - Andrea Pais

Oncolyze, Inc. - Steven J. Evans, M.D.

**Schaefflertanz Corporation - Kristine
Leavitt**

SST Wireless - Christopher Chong

Ubiquity Solar - Robert Johnston

Uvii - Kimberly Gray

SPEAKERS



TIEN WONG, CEO, OPUS8, INC. @tienwong

Tien is CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, a leader in corporate tech training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting. In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with nearly \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest-growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, Junior Achievement, and Refraction. He was appointed by Governor Martin O'Malley to the 9-member Maryland Venture Fund Authority which allocates and manages over \$130 million of capital which is invested into top-tier venture funds and startups. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of Mind Share, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.

Management:

CEO: John Higginbotham
President: Srinivas Mirmira, PhD
Sales Head: Mark Webber
COO: Maureen Gray
CTO: Tom Gilbert
CFO: Jeff Simpson
VP-Fin & HR: Danille Wilson

Employees: 25

Primary Investors:

USVC-1, LLC
32 Laight Street Partners
North Atlantic Capital
Employees and Advisors

Corporate Domicile: Delaware

Blue Ridge Networks, Inc., develops and deploys unique, proprietary Zero Breach™ cybersecurity software, systems, and managed security services to prevent breaches of critical operations in a zero trust architecture. The Company is a proven innovator for providing resilient, compatible, and efficient solutions to protect critical IT/OT infrastructure operations. Blue Ridge’s solutions have protected government and industry customers for over two decades with no reported breach - ever.

Company Background: Since its founding, Blue Ridge has provided advance cybersecurity solutions to the US Intelligence Community and other government customers to protect highly sensitive global network operations in contested environments. Over the last several years, the Company has successfully adapted its field proven breach prevention solutions to protect commercial IT/OT network assets (LinkGuard™), distributed workforce network access (EdgeGuard®), endpoint and server

operations (AppGuard®), and data-in-transit (Zero Breach™ Connect) from cybersecurity breaches. It distributes its high-margin, primarily recurring revenue, solutions through channel partner and reseller alliances including Schneider Electric, Athena Vault, Blue Planet-works, and other similar global market sector leaders and integrators, to protect critical operations for industrial, healthcare, financial, and other Industrial Internet of Things (IIoT) enterprises.



Major Brand Validation – Large Addressable Markets: Blue Ridge solutions have been recently selected to protect network assets and distributed operations for certain government maritime and defense operations, global oil and gas refiners, national and municipal water management authorities, national healthcare systems and operations, autonomous vehicle system vendors, and other large scale providers in critical infrastructure sectors. Blue Ridge projects booked and near-term deployment of its solutions for its current customers and pipeline prospects represents over \$100 million of addressable annual recurring revenue (ARR) potential.

Management: Blue Ridge’s management team possesses decades of successful senior executive performance with large and small private and public enterprises in relevant industries. The Company’s active founding technologists are recognized industry leaders for developing innovative breach prevention cybersecurity solutions.

Investment: The Company is currently completing its Series 4 Preferred stock investment round up to \$15 million of which approximately \$12.5 million has recently closed. The use of proceeds for this investment round is to expand and accelerate sales penetration into customer validated market verticals to capitalize on this extraordinary growth opportunity.



Botnaisol Analytics

Investor Highlights

We make the world's first autonomous disease testing kiosk. It combines the accuracy of a medical lab with the convenience of an ATM.

Company Background: *Botanisol has developed the world's first autonomous disease screener. Passengers simply spit into a low-cost disposable test cartridge and results are presented on screen in real time. Combining the accuracy of a medical lab with the ease of an ATM machine, the system can be integrated into existing passenger check in workflows. The company is funded by the US Air Force and the technology has been clinically validated at Harvard.*

Leadership Team: *David Talenfeld, JD, MBA, MGM, CEO, Serial entrepreneur. Raised over \$15,500,000 to date. Sold his last startup to a NYSE listed company. James Foley, CTO electrical engineering, optics, and IT. American Express director. Successful FDA and CE Mark products. Ayse Ulgen, MGM, PhD, Director of Life Science Research Fulbright and Chevening Scholar. Medical professor. BA computer science, PhD biostatistics. Speaks 5 languages.*

Products/Services: *Airports and airlines rely on a complex scheme of voluntary vaccinations, test results, and proposed vaccine passports which are unreliable and can be forged or fabricated. In order to ensure the economic viability of airports in the face of the next biological threat, a means of detecting diseases quickly and cost effectively prior to boarding is urgently needed so that normal business operations can be maintained.*

Technologies/Special Know-How: *In this section, highlight whatever aspects of your product that may be protected by current IP or patent law. Provide evidence of how your offerings are different and will be able to develop a barrier to entry for potential competitors.*

Market: *Medical diagnostics are a \$20 - \$40 billion market, but that doesn't include any of the new places autonomous testing kiosks ca go, such as airports, military bases, offices, schools, and pharmacies. Kiosks include a payments terminal and charge by the test.*

Distribution Channels: *Distribution has been established throughout the SADC and MENA regions for government and airlines customers. One major global defense contract will sell the product for military use.*

Competition: *The market is dominated by two test types, rapid antigen and PCR. We're 15 times faster and more accurate than antigen tests, and about 35 times faster than PCR tests.*

Quick Facts

Company Name:

Botanisol Analytics

Contact:

David Talenfeld

Address:

12 Channel Street
Boston, MA 02210

Phone: 602-476-3301

Email:

dave.talenfeld@bsol.io

Website:

www.bsol.io

Industry:

Medical Devices

Bank:

Silicon Valley Bank

Law Firm:

Goodwin Procter

Patent Estate:

1 issued, 6 pending

Number of Employees:

6

Leadership Team:

David Talenfeld, CEO

James Foley, CTO

Ayse Ulgen, VP Research

Amount of Financing Sought:

\$1.1M remaining out of \$5M

Current Investors

Techstars Ventures, Keiretsu

Forum, Numerous Family Offices

Use of Funds:

Scaleup

Auditor:

Solium

Financial Projections (Unaudited):

	2019	2020	2021	2022	2023
Revenue	\$ 308,449	\$ 874,400	\$664,793	\$ 24,983,805	\$ 83,832,098
EBIT (dollars in thousands)	\$(391,640)	\$(852,100)	\$(1,590,491)	\$5,008,813	\$16,311,547



Contact: Ben Goodman

Address: 223 Headquarters Road, Erwinna, PA 18920

Phone: (484) 228-1182

Fax: 484-858-0427

Email: Bgood@cyrisk.com

Web Address: www.cyrisk.com

Management:

CEO: Ben Goodman

VP Sales/Mktg.: Kevin Kreh

CTO: Gary Adams

Advisor: Jim Kelly, Connected Ventures

Industry: Cybersecurity & InsurTech

Number of Employees: 5.5

Bank: TD Bank

Law Firm: Cowan, DeBaets, Abrahams & Sheppard LLP

Amount of Financing Sought:

\$4.5M equity

Current Investors: (\$Amt. Invested)

\$500,000 Connected Ventures

\$1,500,000 Founder's Capital

Use of Funds:

Product Development 30%

Sales & Marketing 35%

Customer Success 12%

Operations 12%

G&A 11%

Business Description: CyRisk is a pioneering cybersecurity insurtech platform for Insurance Companies. Insurers rely on CyRisk to control losses and improve profitability by automating the identification and remediation of critical Cyber Risk risks, especially Ransomware and zero-day vulnerabilities. We are currently working with Insurance Companies and their policyholders to prevent cyber attacks, control losses and minimize insurance claims.

Company Background: CyRisk grew out of a cybersecurity consulting firm and launched CyRisk CloudView, its first cyber insurance loss control platform in late 2018. Followed in 2020 by CyRisk InsightEngine cyber underwriting platform. As cyber insurance loss ratios increased over the last 2 years, CyRisk met the insurance industry's need for portfolio risk analysis with the launch of CyRisk RED and CyRiskZED offerings in late 2021.

Management:

Ben Goodman: Founder and CEO. ISACA CRISC, Worldwide Achievement Award Winner, 1st Prize Winner Casualty Actuarial Society, Society of Actuaries, Canadian Institute of Actuaries.

Kevin Kreh, Head of Pro. Program Development, AXA XL; Chief Operating Officer, Select Professional, Vice President, Underwriting Management, Global Professional

Gary Adams: CTO, Full Stack Developer, 4A Security & Compliance

Jim Kelly (Advisor), Partner at Connected Ventures, 3 successful prior exits (2 in InsurTech).

Products/Services: The CyRisk Platform includes:

- CyRisk RED & ZED – Ransomware/Zero-day Exposure Detection
- CyRisk InsightEngine – Cyber risk platform for underwriters
- CyRisk Director – Integrated cyber risk management and loss control platform with end-to-end supply chain security, for insureds.

Technologies/Special Know-how: CyRisk develops highly specialized vulnerability detection tools that can penetrate firewalls, drawing on hacker's tactics, techniques, and procedures. Each CyRisk platform component is proprietary, highly configurable, and built from the ground-up to promote interoperability with standard systems.

Market: We are acquiring customers in the Cyber Insurance Carrier segment, though we are rapidly pivoting to respond to Policy Holder demand to access our services.

Distribution Channels: Insurance Carriers, Direct Sales, Partner/Existing Referrals, Channel Partners

Competition: BitSight, Security Scorecard, Cyence, RiskRecon, CyberCube, HackerOne.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue:	\$1.8M	\$9.7M	\$26.6M	\$56.7M	\$109M
EBIT:	\$(5.1M)	\$(950)	\$11.2M	\$35.4M	\$ 78M

Value Proposition

EvenFlow is a SaaS revenue optimization engine for auto dealership service departments. Our solution optimizes the mix of appointments at variable price points while empowering customers with transparent choices. Our business model is based on delivering an incremental yield of ~\$15 per repair order at a cost of ~\$2 per repair order. Initial data from our pilot is exceeding this target, with \$25+ per repair order. For a typical dealer with \$7M in service revenue, this is a \$500,000 lift in profit, up about 15% over the baseline.

Leadership Team: Our CEO & Founder (United Airlines, Opargo, Pointshound) has taken airline capacity and revenue management best practices to other industry verticals (1 exit, 1 pending exit). Our CCO & Co-Founder (Chevrolet, Nissan, Dealer eProcess) has 30 years experience owning and operating auto dealerships and co-founded a marketing technology company which has ~3,000 dealer customers.

Challenge: Service departments deliver ~50% of dealership profit but current scheduling practices impede growth and place existing revenue at risk. By not controlling the flow of customers into the service department, bottlenecks are created in peak periods and fixed resources are underutilized in off-peak periods. This results in negative customer experiences with longer than expected wait times. In addition, a lack of transparency in pricing and a negative price perception leave customers questioning the value. As a result, dealerships lose 80% of their customers when their warranty period ends.

Products/Services: Our dynamic pricing engine enables price transparency while optimizing dealership margin by providing customers with choice (value of time vs. price). Our capacity management capabilities based on airline best practices smooth peak vs. off peak periods by better matching customer demand with dealership capacity.

Technologies/Special Know-How: Our SaaS product includes patent pending real time scheduling optimization methods that leverage muscle memory from past experiences in other industries (airlines, hotels, healthcare). The real time capacity management and dynamic pricing capabilities are powered by a proprietary deep neural network model.

Market: The global Automotive Service & Parts market is \$1T+ of which the US represents \$400B. This ecosystem is supported by a \$20B software market which is expected to double by 2025. Our initial target market segment are franchise auto dealerships in the US (17k locations, \$100B+ service revenue). Our SaaS solution is expected to untap a \$2B+ new market opportunity, generating revenue through a monthly licensing fee model.

Distribution Channels: We have entered into a strategy partnership agreement for business development with motormindz (largest network of automotive C-Suite experts with 1,000+ dealership ‘rooftops’ partners). Our go-to-market strategy consists of three routes: (1) direct selling to influential and large dealership groups (*active*), (2) auto manufacturer certification and co-op partnerships (*under development*), (3) co-branded partnerships with digital marketing agencies that service auto dealerships (*under development*).

Competition: The auto software market is dominated by 4 mega players and 3 secondary players that have a suite of solutions, including a class of software called Service Lane Tools that manage the service department workflow from customer check-in to check-out. Service Lane Tools have basic schedule calendar functionality but do not have any capacity management or dynamic pricing capabilities.

Quick Facts

Company Name: EvenFlow AI

Contact: Dave Anderson

Address:
Edens Tower Plaza
790 Frontage Rd
Northfield, IL 60093

Phone: 312.241.8536

Email: davea@evenflow.ai

Industry: Automotive Technology

Domain:
Software for Auto Dealerships

Bank: JP Morgan Chase

Number of Employees:
2 + Contractors

Leadership Team:
Dave Anderson, CEO & Co-Founder

Mike Helmstetter, CCO & Co-Founder

Amount of Financing Sought:
\$1M

Current Investors:
Private investors + Founders

Use of Funds:
Product rollout, trial, marketing and operations

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue (000s)	--	\$645	\$7,165	\$19,185	\$30,720
EBIT (000s)	--	(\$1,440)	\$1,490	\$7,675	\$13,825



Tedla “Ted” Mekonnen
 1950 Old Gallows Rd, Suite 770, Vienna, VA 22182
Phone: 571-370-5400
Email: Tmekonnen@everyincome.com

Web Address: <https://everyincome.com/>

<p>Management: Tedla “Ted” Mekonnen, CEO Michael Metzger, CTO Brani Dovedan, COO Stephanie Crowe, COM Industry: SaaS Fintech Number of Employees: Seven Bank: Atlantic Union Bank Auditor: BPS & Associates, LLC Law Firm: Greenberg Traurig, LLP Amount of Financing Sought: \$2M Current Investors: \$2.5M 2 Family Offices, Private Investors, & Large Personal Fund from Founder Use of Funds: Product development, marketing/sales, and G&A.</p>	<p>Business Description: EveryIncome is an online education platform for Professionals audiences on how to navigate their Financial Intelligence through all their major life events. We provide financial education, coaching, and management tools to connect people with real financial professionals. People get financial confidence, literacy, and management through the help of financial professionals and the tools/information they offer. Financial professionals get a great way to expand their reach, build trust and their brand, get new clients, and nurture relationships. Our white-labeled platform can be delivered to businesses and end-users under the Freemium model through our network of paying financial professionals.</p> <hr/> <p>Company Background: The inception of EveryIncome was late 2018; however, the idea initially originated back in 2000. Unfortunately, in 2000, I was not in a position; the timing and marketplace were not ideal for starting the business. Since 2018, we bootstrapped the company, recruited senior management and advisors, had several setbacks, pivoted a couple of times, and learned valuable lessons to launch our platform in Q1 of 2022. Today, our YoY revenue growth has been 366% and 721% in 2020 and 2021, respectively.</p>
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Management: Our senior management prior experiences is deep and includes over 50 years in Financial Services and Technology industries. In addition, our CEO and Founder has worked closely with Financial Professionals for the last two decades, run a successful division at Transamerica and Cole Capital, and helped IPO Cole Capital in 2014. Other senior management and advisors have worked, built, exited three successful tech firms, and raised \$50M+.

Products/Services: We provide financial intelligence tools and access to financial professionals. Our education is interactive through our “navigator,” covering different life events and gamifies the learning experience. In additions, our money dashboard lets users link all financial accounts with the industry leading service provider-Yodlee, our partner. Our key competitive advantages are personalized financial education and technology, objective financial professionals, no unwanted products & ads, and safe end-users’ data under the freemium model.

Technologies/Special Know-how: The EveryIncome team has invested over 20,000 hours building out the EveryIncome platform infrastructure, financial tools, education content, white-label capabilities, and marketing collateral for Financial Professionals and sponsors to promote the platform. EveryIncome is hosted within the Google Cloud Platform using a state-of-the-art architecture built for securities, scalability, and high availability. A vital component of the platform is the ability to handle many types of customers and tailor the platform’s distribution to their needs. For example, a financial professionals can offer the platform to individuals, business, other professionals, or other types of organizations. They may offer it for free to some customers and charge others. Customized marketing collateral makes it easy for customers to send high-quality communications to their audiences. Once Financial Professionals audiences start getting educated, engaged, and using the Freemium option in the platform, our revenue will be sticky. As evidence, our last two years subscription churn rate is 0%.

Market: Our target market is financial professionals. They pay for the platform, share it with prospects & clients, and provide financial coaching services to our business and end-users accounts. The market segments include Financial Advisors, HR managers, CPAs, Insurance Agents, Estate Lawyers, and Mortgage & Real-Estate Brokers. The TAM is over \$14.5B and growing at a healthy rate. Our revenue models are licensing, subscription, shared-freemium fees. We have also uncovered seven more revenue opportunities in our business model we plan to monetize in the future.

Distribution Channels: Our product distribution channels are direct sales, affiliates partnerships through Impact Radius, channel partners, (i.e., insurance & financial service companies, associations, etc.), and personal networks.

Competition: The current potential direct competition list is FinFit, EverFi, Best Money Moves, Enrich, and Learnlux. In addition, we have several indirect competitions that do not provide a personalized financial intelligence platform. However, the competitive outlook is very positive since we operate under a partnership and freemium model with our financial professionals. Our model of catering to financial professionals prospecting needs while growing their audience’s network through free business signups is what sets us apart-also, no complicated fees or end-users data sharing.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue:	\$3,338	\$15,582	\$50,209	\$123,658	\$289,279
EBIT:	\$863	\$9,600	\$34,481	\$87,653	\$234,042

(Dollars in thousands)



Kin

Contact: Matt Blom (co-founder & COO): matt.blom@kin.family
Todos Media Ltd., Company no. 12519533, 110 Bishopsgate, London, UK, EC2N 4AY
www.kin.family

Management

CEO
COO
CMO

Industry: social media

Number of employees: 15

Bank: Revolut

Current funding sought: \$2.5M

Current investors: institutional and angel investors

Lead investor: Carinae

Use of funds:

Proceeds for the Bridge Round will be spent as follows:

- \$1,600,000 marketing activities
- \$900,000 operational costs
- Current burn rate \$83,000 pcm

The Kin team

Michael Collett, Co-Founder & CEO
Matt Blom, Co-Founder & COO
Julia Porter, Head of Marketing
Matt Leach, Media Strategist
Geraint Thomas, Snr. Product Manager
Keith Port, UX Designer
Lauren Ruttle, Investor Relations
James Mitchell, Head of Brand
Ben Walters, Backend Developer
Diego Fajardo, Android Developer

Kin

Social media made personal.

Kin is a private media platform to connect with just the people you care about.

It's the best of social media and messaging platforms but with total privacy, complete control over connections, and better ways to share memories and moments.

No advertising, no unwanted content, no sharing of your data, and no intrusions.

Business model

Kin is a subscription model starting at £3.49 p/month. One admin pays for the other members of their Kin family (group). Revenue is generated from subscriptions. Kin is ad-free and user data is not for sale.

App features:

- ✓ Subscription-based and private
- ✓ Just the people you choose
- ✓ Ad & clutter-free
- ✓ Low-cost subscription
- ✓ Upgrades for additional storage
- ✓ Chat & chronological media storage
- ✓ Future Messages that open at a time you specify
- ✓ Memorial Accounts for those no longer with us
- ✓ Young Person Accounts for the little ones

Kin's place in the market

Kin is a personal media platform. It is uniquely positioned to offer many of the benefits of social media and messaging services but with privacy and control over who sees your content. Kin is arriving at a time when trust, use and user growth of many of the dominant social media platforms is in decline due to privacy, socio-political and mental health concerns derived from ad-revenue models and misuse of user data.

Marketing channels: digital advertising (display, social, search); organic social & community engagement; PR; in-app word-of-mouth; SEO & content marketing; B2B direct sales in 2022.

Competition: Whatsapp; Facebook; Instagram; TikTok; Twitter; TinyBeans; Memories; FamilyWall; LetsMemo

Financial & Growth Projections (unaudited):

	Revenue \$	Subscribers*	Downloads**
June 2022	748,683	33,138	1,152,258
June 2023	17,867,675	150,670	20,348,639
June 2024	184,127,531	11,311,593	548,187,703

80% Retention rate.
*Monthly paying subscribers
**Assuming average 'family' size of 15

COMPANY OVERVIEW

PROBLEM/OPPORTUNITY: Currently there is a sensitivity trade-off with point-of-care tests leading to false negative rates of over 50%. As such, negative samples are sent to the reference labs for confirmatory testing. This is expensive, takes multiple days for results and leads to disease spread.

SOLUTION: Novel Microdevices, Inc. (NMD) has developed a next-generation Point-of-Care (POC), CLIA-waived rapid molecular diagnostic test with a major competitive advantage: integrated & automated sample preparation that achieves the accuracy of a laboratory test in under 25 mins.

Integrated sample-preparation enables the widest possible range of pathogen detection (fungi, bacteria, viruses) from a wide range of sample types (blood, urine, saliva and swabs).

The **low-cost instrument/cartridge system** is easily adopted by CLIA-waived setting and brings a new revenue stream to urgent care and physician offices that normally pass diagnostic profits on to centralized laboratories.

Developed with a market focus for Sexually Transmitted Infections (Chlamydia/Gonorrhea) and antibiotic resistant gonorrhea. COVID-19 is near-term EUA launch opportunity.

NOVEL DX PLATFORM



Rapid

Results in 25 minutes or less

Easy to Use

Automated, CLIA-waived

Accurate

Equivalent to lab test

Connectivity

Synced to the Novel Dx cloud

Stackable Design

For increased throughput

Multiplexed & Flexible

LAMP/PCR Multiple targets per test; broad sample types

Ultra-portable

Weighing <4 lbs; battery powered

Low Cost of Goods Sold

\$200 COGS instrument; \$5 COGS cartridge

Easily Adopted

Billing uses established CPT codes (87491/87591) for CT/NG and 87635 for COVID-19

Powered by **CARB-X**

CARB-X, a consortium of *BARDA*, *Wellcome Trust*, *Gates Foundation* and others, has awarded **NMD** a ~\$14 million grant for further development of its Dx platform and tests for sexually transmitted infections.

Company: Novel Microdevices, Inc.

Headquarters: Baltimore, MD

Contact: andrea@novelmicrodevices.com

HIGHLIGHTS

- **Intellectual property** covers sample processing devices, self-contained microfluidic system and rapid sample processing methods. **IP Counsel: FisherBroyles**
- **Funding:** \$3M Seed; \$16.2M in non-dilutive grants.
- **Key opinion leader (KOL) clinical collaborators at Johns Hopkins University** for the development of a multiplex rapid molecular diagnostic test for STDs Chlamydia and Gonorrhea.
- **Novel Dx** will apply for US EUA approval for the detection of **SARS-CoV2** in Q4 2021.
- Next in the **NMD** pipeline is a **multiplex Influenza A/B, RSV, SARS-CoV2** assay (Novel Dx respiratory assay panel) with a launch in early 2022.
- Third, a multiplex test for the detection of **Chlamydia and Gonorrhea** with a 2H 2022 launch.
- Fourth, a multiplex test for the detection of **Gonorrhea strains with drug resistance** to fluoroquinolones and cephalosporins with a 2H 2023 launch.
- US COVID market is currently tracking at \$8 billion/yr
- Global Infectious diseases market is \$31 billion
- Global sexually transmitted disease market \$17 billion
- CT/NG market had over 56 million annual tests in the US in 2019 creating a \$2.5 billion market opportunity.
- POC market expected to reach \$17 billion by 2022

LEADERSHIP TEAM

Andrea Pais, CEO: Co-founder; electrical engineer with 12-years experience in microfluidics / biosensing technologies.

Rohan Pais, VP Engineering: Co-founder; mechanical & electrical engineer, robotics, biosensor product development expertise

Hamdi Joda MBBS, PhD, Director of Assay Development: developmental experience in microfluidics and isothermal assays

Julie Wilkinson, MS, VP of Product Development: 25 years of experience developing platforms, assays for FDA class I-III diagnostics

Shree Koushik, PhD, RAC: Molecular Biologist and Regulatory expert with extensive experience in In-vitro Diagnostics

Joseph Swiader, Interim CFO: life sciences entrepreneur, investor, portfolio manager with 29 years industry experience.

FINANCING \$2 M Bridge to Series-A, Convertible Note

USE OF FUNDS Complete development of “design-lock” instrument and cartridge that will be used for clinical studies

Oncolyze, Inc.

Steven J. Evans, M.D., co-Founder

845 UN Plaza, NYC NY 10017

Phone: 917-670-5933

Email: steven.evans@oncolyze.com

Fax: 212-419-0982

Web Address: www.oncolyze.com

Management:

CEO: Steven J. Evans, M.D. CSO:

Larry Altstiel, M.D., Ph.D. COO:

Alex Stojanovic, Ph.D.

Industry: Biotech

Number of Employees: 3

Bank: Citibank, NA

Auditor: Kahn Goodman

Law Firm: Mintz Levin

Amount of Financing Sought:

\$5M Bridge Equity Financing

Current Investors: \$2M

Founders, Private Investors

Use of Funds: Perform GLP

Toxicology/Submit IND

Business Description: Oncolyze, Inc. is a privately held, seed capital backed biotech company pioneering the development of a proprietary new class of molecules...oncolysins...with a new Mechanism of Action (MOA) for the treatment of patients with either hematological malignancies or solid tumors. Oncolyze is collaborating with the top cancer hospitals worldwide...including MD Anderson, Mayo Clinic, City of Hope, Memorial Sloan Kettering...to plan and initiate clinical trials against multiple cancer types.

Company Background: The company was founded by four partners in 2011 to license technology developed at Downstate Medical Center. Oncolyze has raised \$2 million from the Founders and several private investors, and has been able to leverage the relationships with major medical centers to achieve value far greater than the actual amount invested.

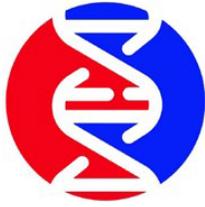
Management: Oncolyze is led by co-Founder and CEO Dr. Steven Evans, a highly experienced executive. Dr. Larry Altstiel (ex-Pfizer) has joined as Chief Scientific Officer, and Dr. Alex Stojanovic has joined as COO. The Board of Directors members are Drs. Steven Evans, John Abeles (co-Founder), Rosemary Mazanet (ex-Amgen), James Foght (ex-Deerfield), and Alexander Zukiwski (ex-JNJ).

Products/Services: Oncolyze offers (i) a platform technology, (ii) a lead drug candidate with the potential for numerous oncology indications including both hematologic malignancies such as AML (Acute Myeloid Leukemia) and Multiple Myeloma, and solid tumors including colon, pancreatic, ovarian, lung, and breast among many other cancers, (iii) a novel Mechanism Of Action of cell necrosis rather than cellular apoptosis, and (iv) the ability to treat cancer stem cells as well.

Technologies/Special Know-how: The Company's drugs are built on technology discovered and developed by Matthew Pincus, MD, PhD, Professor of Pathology/SUNY Downstate Medical Center, with deep research expertise in computational chemistry and molecular pathology.

Market: The first target indication, AML, in the US alone is a \$500million market. As the drug can potentially treat many types of cancers, the total market size in in the billion-dollar-plus range

Competition: Currently there are no other anticancer drugs on the market with this new Mechanism of Action. Although the market is crowded with various types of anticancer drugs, our unique Mechanism of Action and ability to target multiple cancer types including cancer stem cells make our drug a potential blockbuster. In AML, for example, despite there being multiple drugs used to treat the disease, the success rate is overall only 20%, leaving a huge unmet medical need. Similar situations exist in multiple types of difficult-to-treat cancers, including for example multiple myeloma, ovarian and pancreatic cancer.



A Late-Stage COVID-19 Therapeutic Drug Product

Company Background: CovInnovations has data (n=121, p<0.05) on an early version of a drug product which demonstrated a 68% reduction in mortality and 38% reduction in length of hospital stay in hospitalized late-stage COVID-19 patients.

Leadership Team has expertise in clinical medicine, basic science research, pharmaceutical regulatory affairs, go-to-market in drug development and scaling of medical start-up companies.

Kristine Leavitt (NP) CEO, administrator of UMC transplant program, experienced with clinical trials, data collection and organization

Aury Nagy (MD) CSO/Founder, serial entrepreneur with experience in basic science, healthcare, finance, government regulation and project management

Elliot Goldstein (MD, PhD) Board Member, founder of ProMis Pharmaceuticals (\$56MM market-cap), 30years experience bringing through the FDA to market including cyclosporine (an anti-inflammatory small molecule drug product)

Eric Henderson Board Member, former US Commercial Services manager, CEO XCBG consulting, experience with market development and financing for billions of dollars over 25+ year

Products/Services: CovInnovations has three patent-pending technologies:

CovArrest: therapeutic drug for late-stage COVID-19

CovaTest: rapid-RNA test for home use with encrypted outcome identifiers

CovAssess: test to determine likelihood of contracting symptomatic COVID

Technologies/Special Know-How: CovInnovations has proprietary data (n=121) demonstrating 68% reduction in mortality in COVID-19 patients hospitalized for oxygen insufficiency when compared to current standard of care (p<0.05). Hospital stay was reduced by 37% (p<0.01).

Progress: We have completed our Pre-IND submission to the FDA requesting IND approval for a Phase III trial, Breakthrough Status, Accelerated Approval treatment and Emergency Use Authorization. The Techwatch program of the US Biomedical Advanced Research and Development Authority (BARDA) has identified our technology as worthy of support after successful IND approval.

Quick Facts

Company name: CovInnovations

Contact: Kristine Leavitt

Address: Las Vegas, NV

Contact: 702-249-9747
kristine.leavitt@Schaefflertanz.net

Website: www.CovInnovations.com

Industry: Pharma

Domain: COVID, anti-inflammatory, anti-viral, possible antidote

Bank: Lexicon Bank

Law Firm: Dentons

Patent Estate: Hogan Lovells

Number of Employees: 2

Amount of Financing Sought: \$5.5M

Current Investors: Individuals

Use of Funds: Regulatory, Legal, Clinical Trial

Investment History: \$540,000

Comparable Gvt Drug Acquisitions:
Molnupiravir - \$1.2B (Merck)
Paxlovid - \$5.3B (Pfizer)

Comparable Company Acquisition:
The Medicines Company - \$9.7B by Novartis AG for single drug inclisiran

US Market: COVID-19 related deaths in the US totaled 425,000 in 2021. Hospitalizations for COVID-19 were roughly 6 times that, or 2.4MM. All of those patients would be candidates for CovArrest.

Global Market: There were 3.47MM deaths attributed to COVID-19 globally in 2021. It can be estimated then that about 20MM patients could have benefited from CovArrest this year.

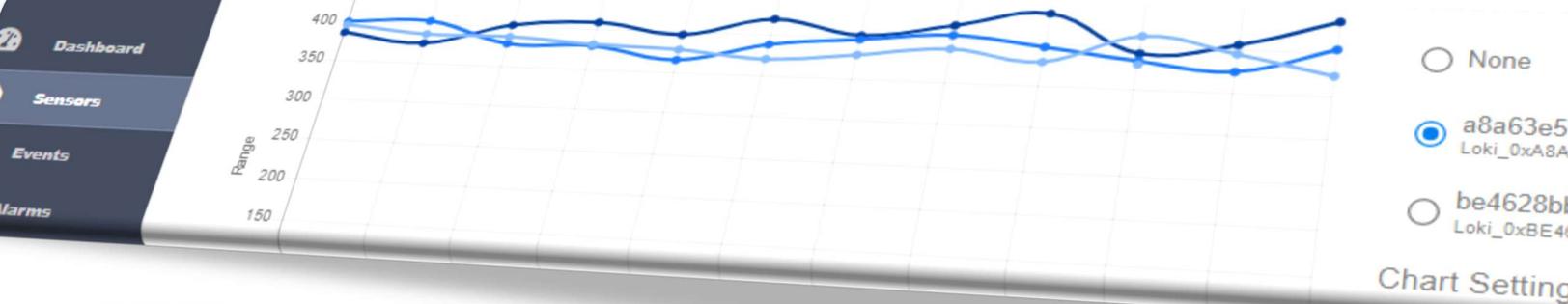
Distribution: We are negotiating purchase orders and distribution contracts with influential individuals in many countries around the world contingent on FDA EUA. We are in discussions with BARDA for possible bulk government purchase for stockpiling and distribution in the US.

Competition: There are no FDA-approved drug products significantly beneficial in late stage COVID-19 except dexamethasone, which has modest benefit.

Financial Projections

	2021	2022	2023	2024	2025	2026
Gross US Revenue	\$0	\$ 240,000,000	\$ 840,000,000	\$ 924,000,000	\$ 1,016,400,000	\$ 1,118,040,000
Global Revenue (US x2)	\$0	\$ 480,000,000	\$ 1,680,000,000	\$ 1,848,000,000	\$ 2,032,800,000	\$ 2,236,080,000

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SST Wireless

Industrial IoT for Everyone

www.sstwireless.com

Funding:

Series A Preferred Round

\$ 1.75 M USD @ \$5 M Pre-money valuation

\$ 470K available

Revenue Forecast:

2021	2022	2023	2024	2025
\$.78	\$4.2	\$15.5	\$51.5	\$92.4

Exit:

Strategic acquisition within 36 months at a minimum valuation of \$100 M USD.

Investors in round:

Momenta Ventures, Keiretsu Capital

SWAN Venture Fund II, Tech Coast Angels

US based Angels

Management Team & Board:

Christopher Chong, President & CEO

Felipe Sieben, Director of Engineering & Process

Igor Vinovskyy, Director of Production

Philip Choo, Director of Finance & Admin

Stephen Berard, CTO, Momenta Ventures

Rick Tomfordhe, Vice Chair, Alliance of Angels

John Park, CEO, RCI Capital Group

News & Media:

Partnership with Precision and data driven results [\[Read\]](#)

New Flyer selects SST as only approved provider [\[Read\]](#)

Momenta Ventures invests in SST [\[Read\]](#)

Digital Leadership Series podcast with SST CEO [\[Listen\]](#)

Why we support a dirty industry social media [\[Read\]](#)

Techbrief coverage of SST at SensorsExpo SJC [\[Read\]](#)

Contact:

SST Wireless Inc.

Christopher Chong, President & CEO

(604) 946-0173 x 101 / (604) 240-7177 mobile

chris@sstwireless.com

Problem:

Small to medium sized industrial companies (SME) are being left behind on the “Industrie 4.0” revolution. Less than 10% of industrial SMEs have adopted Internet of Things (IoT) technologies, although they would benefit the most. The barriers are the legacy vendors and an overly complex ecosystem of certified channel. SMEs lack knowledge, budgets, useable data, and inhouse expertise.

Opportunity:

SME Industrials represent 98.6% of the market and play a vital role in the entire supply chain. The industrial sensor market is worth \$19 billion with wireless sensors at \$4.6 billion but growing at 24% CAGR. Legacy sensor market is ripe for disruption. SST is well positioned to capture a significant market share as clearly demonstrated through multiple use cases and customer adoption.

Solution:

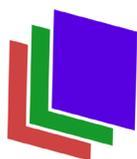
SST has removed the barriers to IoT adoption by developing a robust line of industrial grade wireless plug & play sensors & gateways (pressure, high temperature, vibration, humidity) that is affordable or available as a subscription. Sensors and gateways are installed & configured by anyone using a smartphone. The sensor data is automatically hosted on SST’s ECMDash cloud platform where data is aggregated, and trainable events are captured and compared to accelerate time to analytics & machine learning.

Business Model:

Both the cloud-based monitoring & analytics services (SaaS) and the wireless sensors & gateways (EaaS) are offered as a self serve subscription service. Each sensor that is installed on a machine increases the value of the data repository that SST is building and the level of accuracy and intelligence. Access to a consistent, structured archive of machine condition data will be available to 3rd parties including analytics providers through an Application Interface (API).

Why Invest:

Products and technologies are validated with significant customers. SST’s focus on aggregating machine condition data is incredibly unique in the market and defensible. Revenue generating and accelerating. Growing patent portfolio & early acquisition interest.



UBIQUITY SOLAR

Robert J. Johnston, Ph.D. Executive Vice President, Strategy & Stakeholder Relations
1093 Clark Street, Endicott NY, 13760
Phone: +1-202-577-1952
Email: Robert.johnston@ubiquitysolar.com
Web Address: www.ubiquitysolar.com

Management:

*CEO: Ian Maclellan
CFO: Francois Cartier
EVP Thin Film: Charles Marino
EVP Silicon PV: Sjouke Zilstra
EVP Strategy: Robert Johnston*

Industry: *Advanced solar PV manufacturing*

Number of Employees: *30*

Bank: *RBC/City National*

Auditor: *MNP*

Law Firm: *Gowlings*

Amount of Financing Sought:
Up to \$20m pre-IPO special warrants

Current Investors:*\$11m raised through accredited investors; additional investment from Utica Leaseco, State of NY, Canadian govt*

Use of Funds:

- a) Endicott factory redevelopment*
- b) Silicon PV equipment order*
- c) Working capital*

Business Description: Ubiquity Solar will leverage our proprietary interrelated PV technology platform to create the most sustainable, high performance solar energy solutions for our customers, stakeholders, and the planet. Our business model is aligned with customer, shareholder, and government focus on climate action, sustainable investing, secure supply chains, and reshoring of advanced high-tech clean energy manufacturing.

Company Background: Ubiquity is emerging from stealth mode following a decade long development project focused on how to produce low cost, high efficiency solar PV products that can support national and global climate change targets while competing with low-cost Asian solar manufacturers. We are re-developing an 800,000 square foot facility in the legacy IBM campus in Endicott, NY with supporting polysilicon supply from Becancour, Quebec.

Management: Our executive team has decades of experience across all aspects of the value chain in solar PV and semiconductor manufacturing in the US, Canada, and the EU. We believe solar PV technology will be the ubiquitous energy technology for the 21st century, as oil was in the last century.

Products/Services: Our 100% made in North America products are high efficiency with more power output per square meter, making them ideal for commercial, industrial, transportation, and aerospace market applications. These applications range from building-integrated solar PV to thin film PV rooftop solutions for powering electric vehicles and 5G low earth orbit satellites.

Technologies/Special Know-how: Our gallium arsenide thin film product portfolio is backed by 285 patents and has a world record for cell efficiency. Our silicon-PV products have 67X less embodied GHG emissions per kilogram than comparable products from Asia. Our unique regional modular close-coupled manufacturing enables a capital efficient “build as you grow” solution to keep costs low and supply chains secure and sustainable for our customers.

Market: TAM of \$27bn by 2025 and \$70bn for combined silicon-PV power generation, vehicle and flight-integrated PV, and derivative materials markets.

Distribution Channels: As a vertically integrated manufacturer, we will sell solutions directly to customers in the commercial/industrial, aerospace, and automotive markets. Outside North America we have a distribution partnership to reach customers around the world.

Competition: Vertically integrated solar PV manufacturing is dominated by China, with only First Solar as a major US-based player. However, Ubiquity focuses on different market segments than First Solar.

Financial Projections (Unaudited- with additional post-IPO capital investment):

	2022	2023	2024	2025
Revenue (US\$ millions):	\$11	\$270	\$650	\$1,000

Uvii, Inc. Creator of Action Command Messaging ACM[®] November 2021 Highlights

Value Proposition: Uvii offers analytic software for product and white label SaaS with group communication across silos. Their patented virtual collaboration system and method delivers real-time analytics using sole source technology called Action Command Messaging ACM. A one touch solution to capture command driven data using video, audio, and text AI-enhanced responses for posts, surveys, and polling. This platform has lower capital and operating costs than other SaaS or EdTech companies.

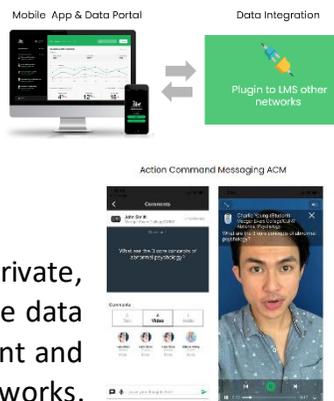
Leadership Team: Our founder and founding team have C suite experience with SaaS, Educational Services, Commercial Advertising, and Mobile Software Development. Our CEO worked with HBO and MTV; our CTO built a mobile application for voter information. The team has advisors in finance, technology, and policy.

Challenge Most of the information we receive on a daily basis we don't retain. Either we record the data or it gets lost. Schools and Businesses are using outdated metrics like user logins, screen time, and cookies. It's really hard to measure data penetration or predict outcomes.

Solution: Our Analytic Software includes:

- Mobile Application and Data Portal
- All-in-One video, audio, text comments to post.
- Action Command Messaging ACM with push notification for real-time feedback.

Users are connected on their own personalized, private, and secure communication platform for actionable data with a dashboard view of analytics for time spent and productivity, export or plugin to other networks. Customer trials will be for 1 month and after Seed Round.



Technology: Our analytic platform is supported by a mobile application and real-time data portal to generate instant command driven responses using push notification to share information to the video and audio record screens for mobile devices. The patented, first to market, sole source technology Action Command Messages ACM enables real time data collection and penetration with AI enabled voice, video, and text responses.

Market: The educational services, corporate training, and remote work market is a trillion-dollar industry seeing 900% growth. Our aim is to deliver personalized communication information infrastructure to our clients. US addressable market includes primary to post-secondary schools, government agencies, telecommunication providers, and advertisers.

Revenue Model: Our revenue streams are from student, institutional, and organizational licensing contracts with recurring annual usage, maintenance fees, and add on service fees. Our second revenue is IT solutions for white label SaaS using our patent technology in contracting, sales, finance, and marketing.

Financial Projections for Two Verticals

	Year 1	Year 2	Year 3	Year 4	Year 5
Units in Users	2,000	220,000	1,200,000	3,500,000	7,150,000
Total Revenue	40,000	4,650,000	24,400,000	65,270,000	\$159,500,000

Website: www.uviapp.com

Headquarters Office:

2785 8th Avenue NY, NY 10039

Industry: Information Technology, EdTech

Domain: Software on integrated platform, White Label SaaS, Data Analytics

Leadership Team:

Co-Founder. CEO:

Kimberly Gray

Founding Team, CTO:

Matt Megenhardt

Finance Advisor:

Matt McGuire

Technology Advisor:

Clayton Banks

Operations & Policy Advisor

Elizabeth Moeller

Seeking Financing of \$4M

Previous Funding: \$250K

Use of Funds: Product rollout, trial, marketing and operations

PARTNERS



MODUS CREATE

Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.



PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of Mind Share, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success. NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage, and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur, and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund-raising process, and to address the legal issues faced by a startup. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban Us, a seed-stage VC firm. Contact Anthony at amillineshulmanrogers.com.

PARTNERS

WILSON SONSINI

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them.



COURTNEY MATTESON, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Courtney Matteson is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth and the firms that invest in them. During law school, Courtney was a law clerk for the corporate group in the firm's Washington, D.C., office, where she assisted in the representation of emerging companies, including with regards to formation and corporate governance issues, venture capital financings, and mergers and acquisitions. As a student at Georgetown University Law Center, she was the President of the Corporate & Financial Law Organization and worked as a Research Assistant and Teaching Assistant for the Georgetown Center on Privacy and Technology.



AEG

AEG is a growing and profitable company that provides elite business advisors and midmarket CEOs unprecedented business development and peer-to-peer networking opportunities through an ecosystem of city-based communities. Deliberate culture and technology create deep personal relationships to drive fast and efficient business referrals that accelerate business development and growth for these advisors and CEO peer groups.



MARK HAAS, CEO, AEG

Mark Haas is President of Research and Organization Management, a strategy development and performance management consulting firm based in Washington, DC. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and agility. His consulting includes leadership training for Tanzanian energy executives, developing curricula to train consultants in 40 countries for an international bank, crafting strategy and innovative business models for a \$120 million nonprofit, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.

PARTNERS



NELSON MULLINS

Nelson Mullins delivers real value: experience and judgment at a reasonable cost. Flexibility, practical business sense, and tireless advocacy are among the firm's service hallmarks. That's what clients want. Our measured growth reflects what our clients need – a multidisciplinary platform that provides trusted advice to meet a broad range of business needs. We are now a firm of more than 850 attorneys, policy advisors, and professionals located across 25 offices that span coast to coast.



ANDY TUCKER, PARTNER, NELSON MULLINS

Andy is a corporate and securities advisor to growing companies, particularly in the technology and government contracting sectors. His clients maintain operations around the globe. He regularly advises companies in various industries such as cybersecurity, artificial intelligence, government services and contracting, REITs, telecommunications, managed services, renewable energy, oil and gas, medical devices, pharmaceuticals, aviation, consumer product, and financial technology companies. He advises SPACs on their initial formation and sponsor capital raise, through the IPO process and their initial business combination.

In addition to providing general corporate guidance, Andy also assists his clients with a broad variety of transactional support, including venture capital and private equity transactions, joint ventures, mergers and acquisitions, and public and private securities offerings.



NORTHERN VIRGINIA CHAMBER OF COMMERCE

The Northern Virginia Chamber of Commerce (Northern Virginia Chamber), the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community. To learn more about the Northern Virginia Chamber, please visit <http://www.novachamber.org> and follow the Northern Virginia Chamber on Twitter: @NOVACHamber



JULIE COONS, PRESIDENT & CEO, NORTHERN VIRGINIA CHAMBER OF COMMERCE

Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence, and cultural change. She is President & CEO of the Northern Virginia Chamber of Commerce, the Voice of Business in Northern Virginia™, representing local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.

PARTNERS



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is a 501 (c)(3) nonprofit organization created to promote economic growth in Montgomery County, MD, and support companies in achieving business success. Our retention and recruitment professionals help find the ideal location, attract top talent, and understand current market conditions.



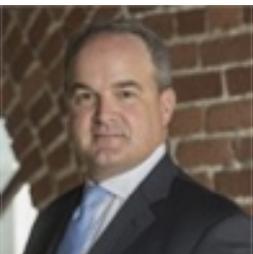
BENJAMIN WU, PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Benjamin H. Wu is the President and CEO of MCEDC. An accomplished executive and internationally recognized technology policy expert, Wu brings to MCEDC a dynamic portfolio of over three decades of professional experience working directly with industry around the world and leading operations at the highest levels of our nation and state. He has a distinguished career focused on technology-led economic development, as well as a proven record of driving transformative initiatives and creating collaborative alliances with industry, government, and academia throughout the country and in Maryland.



FIRST FINANCIAL GROUP

Headquartered in Bethesda, Maryland, First Financial Group is a complete financial services firm - one of the largest independently owned businesses of its kind in the Mid-Atlantic region. The firm employs over 140 representatives and 1,200 licensed brokers. Business services include Executive Benefits Planning, Key Person Planning, Qualified Retirement Plans, Deferred Compensation Planning, Group Benefits, Buy-Sell Planning, and Succession Planning.



DEVON CURY, CAP®, DIRECTOR ADVANCED PLANNING, FIRST FINANCIAL GROUP

Devon Cury is the Director of Advanced Planning for First Financial Group, with more than 25 years of experience in wealth management, investment management, and risk management. Before joining FFG in 2014, he held executive leadership roles at Advancement Concepts and AXA Advisors. He specializes in working with business owners and executives on strategies to reward, retain, and recruit top talent. Devon has completed the Retirement Specialist Certification from the Wharton Business School and holds the Certified Advisor of Philanthropy designation.



SUNTRUST BANK

SunTrust Bank is an American bank holding company. The largest subsidiary is SunTrust Bank. It had \$199 billion in assets as of March 31, 2018. SunTrust Bank's most direct corporate parent was established in 1891 in Atlanta, where its headquarters remain. As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services.

PARTNERS



CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

Chris Ross is a Client Advisor with SunTrust Private Wealth Management. Chris offers clients more than 25 years of comprehensive wealth management experience, leading a team of specialists in investments, financial planning, credit, and estate strategies. He received an MBA from the College of William & Mary. He is involved with several local and community activities, including coaching youth sports. Chris serves on the board of the Historical Society of Washington, DC, and is involved with the Maryland Historical Society.

REFRACTION

REFRACTION

Refraction is a leading innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 100 member companies have collectively raised over \$250 million in capital. Refraction's partners include Amazon, Cox, Cvent, Fairfax County, Arlington County, Loudoun County, CIT, Blu Ventures, Smart City Works, Virginia Tech, and George Mason University. It recently launched the Northern Virginia Smart Region Initiative, a new effort to accelerate smart city tech companies and raise the region's profile as a national hub for smart city technologies.



ESTHER LEE, PRESIDENT & CEO REFRACTION

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies, responsible for economic development, job creation, innovation and entrepreneurship, small business, tourism, trade, housing, community development, and labor policies for the state. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

The Maryland Tech Council Venture Mentoring Program (MTC VMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation while expanding financial and business opportunities for tech, cyber, and life science start-ups. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 45 ventures have enrolled & \$55.MM has been raised in capital & grants. More than 13,000 volunteer hours have been contributed by mentors & managing committee members, with mentor training programs scheduled monthly across the State of Maryland. More than 225 mentor team meetings have taken place. The MTC VMS program has trained more than 105 mentors.

PARTNERS



SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

Sally Sternbach retired in 2016 after leading both the Montgomery County Department of Economic Development and Rockville Economic Development, Inc. for 14 years. In her prior professional life, Sally spent 19 years with AT&T federal sector, taught accounting and finance, ran a social services non-profit in NYC and a tourism development organization in West Virginia. Her proudest accomplishments, aside from her family, include national and international gold medals in rowing. She is married to David Sternbach, a former professional musician turned clinical social worker and author of more than 100 articles on performance psychology; they have lived in Montgomery County since 1980.



ROBERT H. SMITH
SCHOOL OF BUSINESS

DINGMAN CENTER
for ENTREPRENEURSHIP

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation, and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution, and financing; and that support its mission to take entrepreneurs "from the back of a napkin to the first \$1 million in financing."



HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects, and celebrates entrepreneurs. Key responsibilities include oversight of the event and marketing strategy; student venture creation programming; and integration with Smith School entrepreneurship curriculum and research activities.

KEIRETSU



FORUM

KEIRETSU FORUM

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists, and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources, and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities. Keiretsu Forum and Keiretsu Capital (the exclusive worldwide fund partner of Keiretsu Forum) are ranked as the most active venture investors in the USA. The Keiretsu community is also strengthened through its involvement in social and charitable activities.

PARTNERS



FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC

The Frederick Innovative Technology Center, Inc. (FITCI) is a business incubator and accelerator designed to cultivate entrepreneurship in Frederick, Maryland. FITCI specializes in the strategic business support of local entrepreneurs in the early stages of mostly science and technology-based businesses: Biotechnology, Information Technology, Renewable Energy, and Cyber Security. FITCI currently has two locations in Frederick, MD, and 52 client companies. We have served over 125 startup companies and helped to create more than 800 jobs in Frederick County since 2004. FITCI programs are a combination of classes, advising and events to address three fundamental needs for emerging companies: Coaching, Connections, and Capital. The secret sauce to our incubator is FITCI's signature program called Strategic Growth and Advisory Board (SGAB) where proven and seasoned CEOs are coaching FITCI's startup companies.



THE BALTIMORE ANGELS

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early-stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group. Our investors are current and cashed-out entrepreneurs who have "done it" and can help other entrepreneurs advance to the next stage. We're looking for entrepreneurs with a strong vision and who are just beyond a friends-and-family round. We meet bi-monthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area.<http://baltimoreangels.com>



COLUMBIA MD

STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contacts or complete.

PARTNERS

Angels + Life.Sci Investors

ANGELS + LIFE.SCI INVESTORS

Formed in 1996, the Angels + Life.Sci Investors Network is organized under NJAngels.net. We are a manager-led, loosely organized network of investors and accredited Angels, Coaches, and Experts who Sponsor world-class Entrepreneurs. Our colleagues have deep experience and technical domain expertise in all of the life sciences disciplines in which we are involved, including nanobio tools, materials, and devices: tele-diagnostics, augmented healthcare & remote patient monitoring, automation and robotics, & advanced chemistry for drug discovery. We are keen on CEOs who are focused on improving Patient-outcomes and developing better, faster, less invasive, less painful, and less expensive healthcare solutions by discovering new technologies to commercialize: drug discovery, genomic diagnostics, advanced imaging, wound healing, and stem cell therapies. For more information, please email Dan Conley at DanConley@NJAngels.net.



INSTITUTE FOR EXCELLENCE IN SALES @IESBD

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet, such as Neil Rackham, Challenger Sale author Matt Dixon, and The Referral Coach Bill Cates. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales. IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence for companies that have exhibited greatness in sales or BD. Past award winners include Everfi, DLT Solutions, Iron Bow, and Deltek. For more info visit i4esbd.org.



ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policymakers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high-value, high-impact resource for entrepreneurs, business executives, government officials, and others dedicated to improving their organizations by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed. The Summit has attracted over 1,700 attendees (representing over 400 private and public organizations) who are eager to listen and interact at a full day of keynote and other sessions, networking breaks, and a concluding reception. The 2019 Summit was the best to date, and we're looking forward to an even better event in Spring, 2020. Learn more at WhartonDCInnovation.com.

PARTNERS

ANNUAL WHARTON DC INNOVATION SUMMIT

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, foster an entrepreneurial culture across the university, support the successful growth of alumni ventures, and leverage the power of entrepreneurship to make an impact in the world beyond Georgetown.

In the spirit of Georgetown's Jesuit roots, and from its home in the McDonough School of Business, the Initiative offers an array of courses and co-curricular programs to serve the campus-wide Georgetown University community. For alumni, offerings include mentorship, networking, the Georgetown Venture Lab, and an angel investment network, in partnership with the Georgetown Alumni Association.

JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, GEORGETOWN UNIVERSITY'S MCDONOUGH SCHOOL OF BUSINESS

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community. Previously, Reid founded UNC's Center for Entrepreneurship and grew it to a No. 1 national ranking by Forbes & Princeton Review, and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States. Before coming to Georgetown, Reid held leadership roles at NFTE, DLA Piper, and DigitalBridge Communications.

RYAN & WETMORE, P.C.

Ryan & Wetmore is a full-service accounting and management consulting firm, servicing the Northeast/ Mid-Atlantic region since 1988. What makes us different from other accounting firms is our proactive approach. We work hard to earn our clients' confidence by encouraging open communication year-round. This approach has enabled us to help clients become more efficient, more competitive, and more profitable. Through our numerous management engagements, we have become trusted, unbiased advisors.

PETE RYAN, CO-FOUNDER & PARTNER, RYAN & WETMORE

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit, and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals. Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association.



PARTNERS

ETS Enterprise
Transformation
Solutions



ENTERPRISE TRANSFORMATION SOLUTIONS **INES LEBOW, FOUNDER AND PRINCIPAL**

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership, and Mentoring, Turnarounds, Revenue implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment. Her experience as a senior executive in Telecommunications and Technology includes growth and operations with Accenture, Xspedius, Broadsoft, MegaPath, SkyTerra, WorldCom, MFS, Brooks Fiber Properties, Contel ASC, Viatel, CFN Services, and AM3

Ines is an expert speaker on investor funding for entrepreneurs and business change management. She has appeared on Arnett Report, MDTV, Leaders of the Roundtable. She has a bachelor's degree and 2 master's degrees from American University where she coaches the Entrepreneurial program and is a judge for the George Washington University new venture competition. She is a strategic partner and Coach for The Big Idea CONNECTpreneur Forum, serves on numerous boards, and is fluent in Spanish.

ATTENDEES As of 12 21 21

SPEAKERS			
First Name	Last Name	Title	Company

Tien	Wong	CEO	Opus8, Inc.
Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create

PRESENTERS			
First Name	Last Name	Title	Company

John	Higginbotham	Chairman & CEO	Blue Ridge Networks
Dave	Talenfeld	CEO	Botanisol Analytics
Ben	Goodman	Founder & CEO	CyRisk
Dave	Anderson	CEO & Co-founder	EvenFlow AI
Ted	Mekonnen	CEO & Founder	EveryIncome
Matt	Blom	Co-Founder and COO	Kin
Steven	J. Evans, M.D.	CEO	Oncolyze, Inc.
Christopher	Chong	CEO	SST Wireless
Robert	Johnston	Executive Vice President Strategy & Stakeholder Relations	Ubiquity Solar
Kimberly	Gray	Founder & CEO	Uvii

ATTENDEES			
First Name	Last Name	Title	Company

Mahesh	.	Regional Head	NFX Digital
Jahde	+	Engineer	NA
James	Abbott	Principal	Compound Capital
RICARDO	ABELLA	Enterprise Agile Coach	Ricardo Abella
Tarek	Abousalem	Managing Partner	ElementOne Digital
Amro	Abuyasin	Product Manager	USEFUZE
Ayman	Ahmed	Technology Partner	Trend Forward Capital
Nelson	Ajulo	CEO & Founder	Zarttech
Joseph	Alfred	CEO	Ally Power Inc.
Asgar	Ali	Senior Manager	KiwiTech
William D	Allen	Adjunct Professor	University of Missouri
Claudio	Alvarez	CEO	Busability
Florence	Amate	President/CEO	Laisar Management Group, LLC
nisar	amin	consultant	independent
Tim	Anderson	founder CEO	911 Streaming
Bill	Anderson	President and CEO	Generations Advisors
Agustin	Argelich	Principal Consultant	ARGELICH NETWORKS MS S.L.
Paul	Armijo	CTO	Avalanche Technology
Houman	Asefi	Country Manager	Zetl
Darrin	Auito	Partner	HEA Law PLLC
Marco	Avila	WSP: Director & MDHCC: CEO	WSP @ MDHCC
Aarti	B.	R&D Consultant	Consultant
Kyle	Badgley	Investor	Perfect Balance Investment
David	Bain	Svp, Tech Standards	ITIC
Daniel	Ballin	Chief Executive	Ideas Crucible
Riko	Banardi	Investor	Robinhood Ventures
Jeremy	Bandler	Head of Biz Dev	Compete
Nikita	Bansal	Product Manager	Benten Tech
Josh	Barnes	COO	Harbor Designs & Manufacturing
Todd	Batchelor	Partner	Cherry Bekaert LLP
Jay	Beam	Managing Director	Adasel Global Partners LLC
Tyson	Bellamy	CEO	FEFA, LLC
Samantha	Bendt	CEO	Aquator Learning

Tash	Benjamin	VP, Business Development	TKing Enterprises
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Lauren	Bigelow	CEO	GCN
Matt	Blom	Co-Founder & COO	Kin
Eduardo	Bocock	CEO	Scala Technologies
Joe	Bouffard	CEO	FULFLLD
Richard	Bristol	President	Bristol Advisory
Zachary	Brooks	Vice-President of Operations	Botanisol Analytics
Frank	Brun	CEO	Greenex
Dwika	Budhyantara	CFO	PT Hata Indonesia Sejahtera
Rebecca	Cady	VP, Chief Risk Officer	Children's Hospital
Tarin	Calmeyer	CEO and Founder	Remote Team Wellness
Alhouseny	Camara	Software engineer	Uvii
Anthony	Cammarata	CEO	Startupcannon
Katherine	Campbell	Director	Mavolos
Robert	Cantrell/	Patent Agent	Strategy Innovators LLC and Jimenez Law
Gabrijela	Car	Founder	GoGroom
Joe	Carlin	Principal	JonXeone Capital
Sue	Carr	President	CarrTech
Chuck	Carter	President, Philadelphia & Pittsburgh Chapters	Keiretsu Forum
Julia	Catuara	CFP	Catuara and Bell, Inc.
George	Chen	Principal	Nautilus Venture Partners
adam	chen	Scientist	not formed yet
Daniel	Cheng	Associate BD Director	KLUS Pharma
Nelson Hyde	Chick	CAO	Foil Flyer
Nelson	Chick	CAO	Foil Flyer
Abigale	Choi	Owner	AAA Designs
Christopher	Chong	CEO	SST Wireless Inc.
Jonathan	Choufany	Body Language Master	Humans Decoded
Paul	Christie	CEO	Tachmed
Melinda	Chu	CEO	Chowdown
David	Chung	Director of partnerships	Carta healthcare
Nadine	Cino	CEO	TygaBox Systems Inc
Joseph	Clayborne II	Entrepreneur/Sub-Agent/ IT administrator	
Bob	Cohen	Business Advisor	Braintree Business Development Center
Sylvia	Cohen-Kaminsky	Director of Research	
Mike	Collett	Co-Founder & CEO	Kin
Betsy O'Neill	Collie	Sr Director Operations & Programming	MBIA
Robert	Colorina	Director	AIAC Group
James	Colthart	COO	C3 Global Technologies, Inc
Jim	Cook	GM	Cook's Outsourcing Network
Shelley	Cooper	CEO	SureShow, Inc.
Camilo	Correa	Co-founder & CEO	Water adventures
Clarrissa	Cozart	Owner	Co-Z Art Custom Wear
Donivyn	Cruz		Boston University
Larry	Cynkin	Founder, Consulting CTO	GreenBar
Lubna	Dajani	Managing Director	Allternet
Mike	Davies	CEO / Managing Director	Carocell Bio
Giuseppe E	De Luca	Programmer	AAK Ventures
Shantanu	Dev	Co founder	Examd Inc.
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Cosmo	Di Tuccl	Founder & CEO	AbleOne Systems srl
Talabiou	Diallo		GWU
Jose	Diaz	Principal	Eaton Square
Bob	Dinkel	Director	Pierce Capital Partners
Sousan	Donboli	Director	E-commerce
Carol	Dorsey	Real Estate Broker	Princess Realty Group
Branislav	Dovedan	COO	EveryIncome
Branislav	Dovedan	COO	EveryIncome
Michael	Doyle	Managing Director	Goldin Ventures
Mike	Doyle	Managing Director	Goldin Ventures
Chris	Dunn	Principal Consultant	CD Tech Marketing
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
Steven	Eddy	CPA, CGMA	RESOURCEFUL BUSINESS ADVISORS
Tugba	Erpek	Researcher	Virginia Tech
Chris	Esposito	VP Sales and Marketing	StudioLabs
Idong	Essiet-Gibson	Principal	The Idyeas Group LLC
Barry	Etra	enabler	raise forum
Steven	Evans	CEO	Oncolyze, Inc.
Matt	Evans	Mentor	SCORE
Sam	Evans	Graduate Student	Cornell University
Mehrdad	Fatourechi	Founder and CEO	Jernist

Halsey	Filbin	COO	USEFUZE
Rawley	Filbin	CEO	USEFUZE INC.
Harrison	Fischer	CEO	Koohlah
David	Fogel	Member	Beacon Angels
James	Foley	HR and Benefits Advisor	FosterThomas
Helen	Forsyth	Head of marketing	Find Marketing Ltd
Sathish Kumar	G	Partner	SBSS & Associates, Chartered Accountants
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Olayiwola	Gisanrin	Founder	Etrade Bank
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Kimberly	Gray	CEO	Uvii
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Stephen	Grein	Executive Director	Comcast
Harpal	Grewal	Chairman	Heavenly Farms
Collin	Groves	Scout	Cortado Ventures
David Miro	Grund	Founder	Refle-X-tions
Moha	Guennani	Co-founder	Erty
David	Guenthner	Financial Advisor	UBS
Yulia	Gufranova	CEO	09/27/2019
Sergey	Guzev	CEO	Best Ever Events
Anne	Haack	Founder	Cool Content Ltd
Mark	Haas	CEO	AEG
Robert	Haddock	CEO	Neura Labs Corp.
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Malcolm	Handelsman	ED	Active Exit Fund
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Jason	Hardman	Sr. Account Executive	NA
Satyen	Harve	Co-Founder	Examd
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Gerald	Hayes	Owner	Beekeeping 101 LLC
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Jen	Hecht	CEO	The Dating Advisory Board
William	Heflin	MD	Kinetic Ventures
Natasha	Heidenrich	Start-up Advisor / Co-founder	
Brian	Heller	Partner	Outside GC
Mike	Helmstetter	COO	EvenFlow AI
mike	Helmstetter	coo	EvenFlow AI
Adam	Hengst	Owner	Bloqsure
Peter	Henry	General Partner	Seed Milestone Fund
Browning	Herbert	Managing Director	Ringbolt Capital
Geelyn	Herrero	Angel Investor	Angel to Exit
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David	Higdon	Managing Partner	Kern Venture Group
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services
Robert	Hinaman	Managing Principal	Pepper Run Capital
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Lindsey	Hoggle	Founder/CEO	2 Percent Health
Shegun	Holder	Cofounder	WorkEverywhere
Reggie	Holmes	Creative Director	Enthuse Creative
Klaas	Homan	Director	RV UK
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Zeeshan	Idrees	CEO	IndustryGeniuses
Linda	Ingroia	Founder/Director	HeadStrong Branding

Dave	Izuka	Partner	Venture Accelerator
K	J	Partner Success Manager	PieSoft
Nelson	Jacobsen	Founder	Altavoz Distribution
Paula	Jagemann	CEO	Dede's Cafe
Smriti	Jayaraman	Founder and Managing Partner	Zila Ventures
Melody	Jiang		St. Johns
Robert	Johnson	Sr. Strategy Consultant GocCon	TechnoMile
Robert	Johnston	EVP, Strategy & Stakeholder Relations	Ubiquity Solar
Brittany	Jones	Fitness Instructor	Body Party Fitness
Lawrence	Jones	Founder	Biotechnology Health Management and Care LLC
Randy	Jones	Wealth Management Advisor	First Financial Group
Thomas	Jones	VC Partnner	Motley Fool Ventures
Michele	Joseph	Executive Director	SGAP LEADERS
James	Joseph	CEO	ELATED, INC.
Rashmi	Joshi	CEO & Founder	Asha AI
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Shoshi	Kaganovsky	ceo	RingOn
John	Kaiser	CEO	Evexia Therapeutics, Inc.
Murali	Kalavapudi	Owner	Envirosys Technologies, LLC
Kobi	Kalderon	CEO	GVI
Rick	Kam	Entrepreneur	VivaGrow Systems
Andy	Kapit	CEO	WillU2
Sonali	Kardam	Associate	KiwiTech
Michael	Karlin	Co-CEO	Ibex Biosciences, LLC
Himanshu	Kaushik	Associate Director	KiwiTech
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Mokhtar	Kazzalbach	CEO	MK Enterprise Technologies
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Michelino	Kekumba	Chairman-CEO	WDCOM
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Darren	King	GP	Unbridled.vc
Neil	Kleinberg	CEO	DiliVer
Ted	Koblick	Director of News and Sales	AGL Media Group
William	Koehler	Dean	Regis College
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC
Nelly	Kolodny	CEO	Mozzie Armor LLC
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dave	Kott	co-founder	MKO Advisors
Darko	Kovacevic	Sales & Business Developer	Wiflex
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Phil	Kratovil	Director	Bridgepoint Connections
Uday	Krishna	Founder	Lipi
Pam	Krulitz	CEO	Optify
Max	Kryzhanovskiy	President	MOS Creative
Mary	Kucek	Founder/CEO	OvaryIt
Gary	Kucher	CEO	eResonate Media
Aaron	Labreque	Attorney	Labreque Law PLLC
Vijay	Lakshman	Managing Director	Mindgrub Ventures
Stefan	Lang	Ceo	Connect4B
Dulaj	Lansa	Business Dev	
Tony	Lau	Managing Director	Detente Group
Ben	Laya	Founder	Fractal Think
Bob	Leach	Business Advisor	Braintree Business Development Center
Aquila	Lee	Senior Associate	Chenel Capital
Bongmin	Lee	Technical center manager	Kyocera
Jack	Lee	Managing Director	Marketing Integration
Miranda	Lee	Designer	LX Labs Co.
Steven	Lehat	Principal	Regulatory World
George	Letscher	Principal	Swish IP
Karolina	Lewandowska	CEO	SLC
Charlene	Li	Director of Dstrategic Partnerships	TSVC
Barry	Lipsy	Principal	BN Lipsy & Assoc
Andy	Lower	Founder	ADAP
Dennis	Lukey	Vice President	Akima
Abby	Ludowise	Co-Founder	Hygenix
Jonathon	Lunardi	CEO	AlumniMatch App
Leo	Luo	CEO	Angine Biotech
Chad	Macdonald	GP	Connected Ventures
Gustavo	Madrid-Malo	Managing Partner	irt
Smaran	Mahesh	BDR	Airmeet

Fikile	Mahlati	Head of Partnerships	Zarttech
Thomas	Malengo	Founder, CBO	
patrick	manning	CEO	Diagnostox
Omar	Maratouk	Co-founder	MKO Advisors
Bill	Marion	Consultant	Purdue Marion & associates
Guy-Maurille	Massamba	Self	Model Praxis
Gary	Mathis	CEO	VineScale Corporation
Aditya	Maurya	CEO	Zelox Entertainment
Aditya	Maurya	CEO	Zelox Entertainment
Kalgi	Mavani	Business Development	Agile Infoways
Kevin	McClendon	Executive Assistant	Mythoi; Management
Trish	McGetrick	Outreach and Special Projects Manager	CareerSource Flagler Volusia
Dec	McLaughlin	Founder	DM Nutrition
Brian	Mehnert	COO	Connected Ventures
Tedla	Mekonnen	CEO	EveryIncome
Brian	Melrose	Videographer	Freelance
Steven	Mendelsohn	Founder	Fitness Tech, LLC.
Robert	Mendralla	President, Investments	
Michalis	Michael	CEO	DMR
Andrew	Miller	Early-stage Startup Growth Consultant	AndrewStartups
Kesi	Milligan	Business Development Officer	AltCap
Sonu	Mirchandani	Faculty	ETSU
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Mark	Modica	Founder	ModScore Ventures
David	Moehring	Partner	Cambium Capital
Azita	Moghaddam	CCO	ASM Educational Center (ASM)
Drew	Moore	CEO	Undercurrent VR INC
Alicia	Moran	Manager	PGCEDC
Teresa	Moraska	President & Chief ECO Innovation Officer	Pan Pacific Finance Group
Tom	Morton	Partner	TechCXO
Tony	Moura	CEO/Founder	Bublz
Qasim	Mueen	CEO	Zigron
Kevin	Mullenex	COO and Founder	KSMAPP.com
Cornelius	Murphy	Residual income creating trainer	LIFEWAVE
Liz	N.	Founder	Stealth
Charles	Nahabedian	CEO	VK Digital Health
Doroteya	Nancheva	Producer	Tengri creative house
Kevin	Neal	CEO	P3iD Technologies Inc.
Kenneth	Nguyen	Owner	LongTerm CPA
Paul	Nolde	Managing Director	Riverflow Growth Fund
Vince	Nystrom	Partner	Renaissance Venture Capital Fund
Hannah	O'Brien	Social Media	
Anthony	Obi	Investor	Virginia Venture Partners
Michael	OGrady	CEO	StellaPop
Opeyemi	Ojo	Managing Partner	Rent Ur Status
Victor	Oko	Marketing Specailist	Uvii
Simon	Okocha	Retail Field Merchandiser	Wave
Kwabena	Okrah	Founder / CEO / CTO	Shelly News LLC
Bob	Oros	President	Business Development Resources
John	Parafinczuk	VP	FosterThomas
Jean-Luc	Park	Director Social Impact Funds	TEDCO
Rohit	Parmar-Mistry	Owner	PERFECT VIRTUAL LIMITED
Dhaval	Patel	Founder and Director	Dasinfomedia INC
Abhishek	Pathak	CEO	Swaadhi
Tracy	Paulsen	CEO	Child Care One
Virginia	Perry	Owner	VP Consulting Event Design
Madhusudan	Peshwa	Private Investor	Private Investor
Matthew	Philistine	Business Mentor	Northeast Pennsylvania Score
Brandon	Phillips	Benefits Consultant	FosterThomas Inc.,
Gary	Pick	President	Connectus
Dr. Ulwyn	Pierre	Founder and CEO	Embracing Freedom Global
Larry	Pipes	President	PCI, Inc.
Slava	Popov	CEO	Abodity
Doug	Poretz	Communications	Eighth Round Investments
Kevin	Price	Owner	Private Investor
Gabriela	Prudencio	Founder and CEO	Rosemint LLC
Noah	Pusey	President	Ripple Analytics Inc.
David	Radin	CEO	Confirmed
John	Rainey	Director of Client Engagement	Mindgrub Ventures
Vibin	Raj	Senior BDM	Dima Business Solutions Pvt ltd
Vikram	Rajput	CEO	Subhag HealthTech
Cesar	Ramirez	Cofounder/CFO	Boon

Rachel	Rath	BARDA Alliance Director	J&J
Suzanne	Reade	President	Chicago ArchAngels
Joe	Reddix	President and CEO	The Reddix Group, LLC
Erna	Redzepagic	Program Coordinator	Halcyon
Mark	Reece	CEO	LCMGroup
Alon	Refaeli	Partner	Cyber Together
Jasmine	Richey	Entrepreneur	Crystell Collection
Jaden	Risner	CEO	Family Proud
Joseph	Rizzo	CPO	CYD
Jim	Robins	Managing Director	RA Global
Jon	Robinson	Owner	Etd
Rich	Rodriguez	CEO	Rich investments
Robert	Rosenberg	President	S M C
Larry	Rosenfeld	Investor	McLean Partners
Thomas	Ross	Palm Bach Chapter President	Keiretsu Forum
Ryan	Ross	Entrepreneur/CEO	Threesistersapphires
Thomas	Ross	Palm beach Chapter President	Keiretsu Forum
Heather	Rozmus	Business Development Annalyst	Acadian Software
Rylie	Rueda	CEO	GARD
Conor	Russo	Associate	Benchmark Executive Search
Lauren	Ruttle	Investor Relations	Kin
Logan	Ryan	Director of Community Engagement	Covintus, Inc
Vikram	S	AI Head	FusionX
Bogdan	Sagatov	President/Chief Methodologist	Interleaf Learning LLC
Susan	Sagatov	CEO/Creative Director	Interleaf Learning LLC
Ariunaa	Sagduyu	na	na
Faye	Sahai	Managing director	Vinaj ventures
Thal	Saleh	Founder	TXT LLC
raffaele	sarno	strategic partner and bizdev	beasyup.com
Siamak	Sartipi	CEO	AlertPass
Michael	Saxon	Managing Partner	Trolley Ventures
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Sarah	Schlafly	CEO	Mighty Cricket
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
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Tim	Sexton	Founder	VolumeUp
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Cal	Simmons	Chair, Tiger21 Wash DC	Tiger21
Paul	Singh	CEO	Rezon8
Ram	Singh	Founder/Mentor/Consultant	id8 inc
Sudhir Kumar	Sinha	Founder & ceo	Inovogen Biotechnology pvt Ltd
Mike	Smith	Partnerships	Wolters Kluwer
James	Smith	Software	D3 Solutions
Alan	Smithson	Co-Founder	MetaVRse
Scott	Smouse	President	Scott M. Smouse
John	Smyk	Founder Strategic Business Partner	SMYK Synergy Solutions
Marc	Sobel	Executive Vice President	JM Zell Partners, Ltd.
Pyi	Soe	NA	NA
Paul	Sorkin	President	Perfect Balance Investments
Ryan	Soscia	Founder & CEO	JDoe
Ajay	Srivastava	President	eKuber Ventures Inc
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Michael	Steiner	Executive Director	BEST Robotics Inc
Ernest	Stern	Partner	Culhane Meadows PLLC
Bryan	Stewart	ceo	Goalraid
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Robin	Stonesifer	Chief of Staff	PeopleConnect
Lydia	Sugarman	CEO	
Sulaiman	Sulaimani	Managing Director	Tristate Capital Financial

Jessica	Sun	Marketing Consultant	TSVC
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Kevin	Swatt	Principal	CliftonLarsonAllen (CLA)
Bindu	T	Founder	ReMind
Aksaraphak	T.	Owner	
Nelson	Ta	CEO	Zwarttech
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Lee	Tabler	Advisor	N/A
Alan	Taffel	President	Dede's Cafe
Nicole	Taylor		ILT Group
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Jeanette	Townsend	Business Development Manager	VIPC
Rei	Tran	VC	Forum VC
Alan	Trost	IT Specialist	FMCS
Wai	Tsang	Principal	I/E/I
Karon	Uzzell-Baggett	Owner	Specialized Occupational Therapy Services LLC (SpOTs)
Skin	Vanthuyne		
Karl	Varner	Managing Director	Varner International
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Roy	Vella	Managing Director	Vella Ventures
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Travis	Wade	Partner	Burnarj / Viva Andaluca
Joseph	Weaver	CEO	Global Design Interactive
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Benjamin	Weinberg	Founder	English from A to Z
John	Wen	Founder and CEO	Esedars Inc
Skip	West	President	MAXSA Innovations LLC
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Kisha	White	President	KSWhite Consulting , LLC
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Landon	Wiedenman	Systems Architect	Bellese Technologies
Will	Williams	Consultant	
Ben	Williams	Co-founder	
Aaron	Williams	Software Engineer	Family Proud
Tina	Williams-Koroma	Founder	CyDeploy
William	Wong	Sale	NCAMEO
Steve	Woodruff	CEO	Livewirz, inc.
Terri	Wyzkoski	Executive Managing Director	CN VALOR Capital
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Li	Xia	Project manager	Smithers
Yigang	Yang	Managing Partner	WaterStar Capital LLC
Levy	Yekobov	COO/Founder	FUFLLD
Olga	Yermolenko	Partner	OY Group
Doron	York	CEO	CitySide Ventures
Christy	Youk	International Business Investment Manager	FCEDA
Nakayama	Yukiko	Partner	Puma Investemnt
Alexander	Zemlyak	Associate	Leta Capital
Yayao	Zhao	Manager	TSVC
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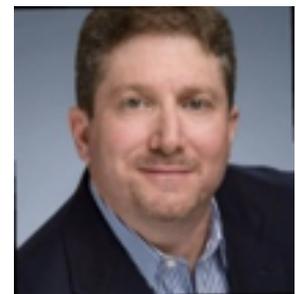
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July 28 2022	Aug. 26 2022	Sept. 29 2022
Oct. 27 2022	Nov. 22 2022	Dec. 21 2022