

Big  Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

February 25, 2021

CONNECTPRENEUR.ORG



Who will be named 2021 Innovator of the year?

Innovators can be almost anything, from cutting-edge products that solve business needs to creative shifts that improved your company's employee morale...and anything in between! We're looking for any and all innovations that have made a positive business impact. It's up to you to show us what that looks like and why it should be celebrated.

Visit [NOVA Chamber of Commerce website](#) to submit your minute long video featuring your CEO by March 15 for your shot at being named Innovator of the Year!

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HOSTED BY:

Tien Wong

Big Idea
CONNECTpreneur

Anthony Millin

NEXT

A monthly video podcast for people invested in the DMV
start-up ecosystem.

The Monthly Blend

To hear the perfect combination of inspiring thought leaders like Ollen Douglas, Managing Director of Motley Fool Ventures or research-driven discussions featuring senior leaders from renowned universities such as Georgetown, GWU, and Howard, make sure to join **The Monthly Blend**. The DMV's place to gather and advance sector collaboration.

LET'S MIX THINGS UP.

To register for our newsletter, sign up for our next podcast and explore previous conversations, head to www.themonthlyblend.com.

Have a blended conversation you'd like to see us cover? Feel free to share your suggestions with us at info@next.law.

AGENDA

THURSDAY, February 25, 2021

All times are Eastern Standard Time

11:00-11:15am | VIRTUAL NETWORKING
(via Private Message)

11:15-11:25am | WELCOME and INTRODUCTIONS
-TIEN WONG, Founder & Host, CONNECTpreneur Community,
-Announcement of 2021 MidAtlantic Innovation Celebration
-JULIE COONS, President and CEO, NOVA Chamber of Commerce
- DAVID FITZPATRICK, Marketing Director, Modus Create

11:25-12:25pm | ROCKET PITCH SESSION

Companies will be introduced by:

- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman Rogers
- MARK HAAS, CEO, Association for Enterprise Growth

PRESENTING COMPANIES:

CarBlip – BRIAN JOHNSON
Clean Air Zone – COREY MACPHEE
COGNOPTIX - SUSANNE WILKE
CXB HUB - ALEXIS GRABAR
Deka Biosciences - PAVEL KHRIMIAN
Findroids - ROB VAN PEER
Mblue Labs - JASMIN EL KORDI
Red Carpet Rocks - URVI TEJANI
SleepOvation - MARTY LACOFF
Tetragram – OTHA SMITH III
Traffic Genius - SCOTT MURDOCH

12:25-1:00pm | PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

SPEAKERS



TIEN WONG, CEO, OPUS8, INC.; FOUNDER AND HOST, CONNECTPRENEUR COMMUNITY

Tien Wong is a tech entrepreneur and investor. He is CEO of Opus8, Inc. which makes tech investments and helps VC and PE funds and companies raise capital. Opus8's Phoenix Fund invests in remarkable entrepreneurs who are changing the world through disruptive technologies. Sectors include fintech, health tech, marketing tech/CRM and cyber.

Tien is Chairman of Lumious, a provider of advanced tech training and mobile e-learning solutions to Fortune 500 customers, and is also Chairman of Lore, an IT and BPO services company. Tien was co-founder and CEO of CyberRep, Inc. until its acquisition in 2003 by a "Fortune 500" company. CyberRep was one of the world's largest CRM companies with 2,300+ employees and \$80+ million in revenue. Today, the CyberRep business units are divisions of Xerox and Conduent with over \$2.5 billion in revenue.

A recognized international expert in CRM, direct marketing, and BPO, Tien has presented at dozens of conferences globally and has been featured on ABC, Fox, NBC, and CNBC, as well as in Time Magazine, The Washington Post, and Inc. Magazine,

In 2001, Tien received the Ernst & Young Entrepreneur of the Year award and was inducted into the EY Entrepreneur of the Year Hall of Fame. He was a Washingtonian magazine "Tech Titan" in 2017, 2018, and 2019 as well as a 2012 and 2013 Washington Business Journal Power 100 selection as one of the regions' most influential leaders. Tien was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which oversees \$84 million in VC allocations; he serves on several boards including the Investment Advisory Board of the Commonwealth of Virginia's Center for Innovative Technology GAP Fund. He is a Mentor at the Conscious Venture Lab and Mach37 Cybersecurity accelerators. Tien is an Entrepreneur in Residence at Georgetown University and a graduate of Dartmouth College.



Value Proposition: CarBlip is building the largest, on-demand car buying and leasing platform in the nation. CarBlip is removing the traditional dealership infrastructure and providing consumers with a concierge experience by leveraging leading technology.

Company Background: Launched in 2017, CarBlip was built on the premise that car buying should be easy, hassle and negotiation free.

Leadership Team: We have a very talented leadership team with over 30 years in the automotive and startup business. Our team is uniquely equipped to help us scale quickly with Science Inc as an investor and board member. Science, Inc. has the greatest startup portfolio value in Los Angeles over the past 10 years. The \$1B sale of Dollar Shave Club incubated within the Science Incubator leads the portfolio value, with 4 other companies that have now been acquired by Google, The New York Times Co, and others.

Problem: Consumers have come to expect a digital retail experience such as Amazon, Netflix and others. The automotive industry is very antiquated with the average time a buyer spends at the dealership exceeding four hours.

Solution: CarBlip brings the digital retail experience to the automotive industry via a concierge service where buyers can select their make and model, color preferences and options. The CarBlip team locates the car on the customer's behalf, handles the paperwork, followed by any requested after-market upgrades and subsequently delivers it to their door.

Technology: We've built a proprietary Sales and Operations Management System (SOMS) that serves as our backbone. All users, customers, deals, inventory, purchase orders and related information is centralized here to enable accurate reporting and allow sales and operations to run very efficiently.

Market: The automotive industry is a \$2 trillion global asset class. Of the 60 Million cars sold in the U.S each year, CarBlip is focused on the 16 Million new cars projected to be sold in 2021.

Revenue Model: CarBlip has multiple revenue streams including: fees from selling dealer, insurance packages, aftermarket upgrades and auction fees.

Competition: It's a crowded space, but no other company is doing NEW cars without sending customers to a dealer. CarBlip has a unique business model that has never been rolled out at scale, which provides a unique advantage.

Financial Projections (Unaudited):

	2021	2022	2023
Revenue	28,469,716	55,232,568	102,632,203
EBIT (dollars in thousands)	424,162	6,259,286	22,160,796

Highlights 2021

<https://www.carblip.com/>

Headquarters:
1447 2nd Street, Suite 200
Santa Monica, CA 90401

Industry: Automotive

Domain: New Car Sales

Law Firm: Carlton Fields

Employees: 10+

Leadership Team:

Co-Founder/CEO:
Brian Johnson

Co-Founder/COO:
Eric Brooks

Co-Founder/CMO:
Krista Skellern

Co-Founder/Product
Chang Lee

Amount of Financing Sought: \$3M

Current Investors:

Science Inc
Nordic Eye

Use of Funds:

Increase product resources
Marketing B2C & B2B
Operations
Acquisitions



INVESTOR HIGHLIGHTS

CLEAN AIR ZONE, INC

Health is in the Air



COMPANY BACKGROUND

Nextgen green tech filterless air purification system that deploys advanced micro-biotic and enzyme technology to capture and destroy all airborne contaminants, including COVID-19.

USING NATURE TO CREATE A CLEAN, SAFE ENVIRONMENT FOR EVERY INDOOR SPACE

Piloted in several dozen strategic locations across North America with outstanding scientific results, CAZ is presently in search of an industry partner or entrepreneur for assistance with:



MANUFACTURING



DISTRIBUTION



SUPPLY CHAIN



CUSTOMER CARE



AFTER SALES

LEADERSHIP TEAM

The CAZ team members average over two decades of experience with relevant entrepreneurial, R&D, technology, engineering and business development expertise:

SERGE HOYDA, President & CEO

STEPHANE IYRAH, Director of Operations

COREY MACPHEE, R&D/Sales

DAVID PODMAYERSKY, Chief Sustainability Officer

PRODUCTS/ SERVICES

CAZ would launch its Model 100 mostly for commercial, retail, & residential settings

CAZ would launch its Model 300 for the commercial & industrial settings

The units are scalable, and we would be able to produce different sizes.

*In addition, the proprietary BioCAZ Solution® will be shipped directly to customers through a subscription that will bring a recurring revenue stream.

TECHNOLOGIES/ SPECIAL KNOW-HOW



CAZ has patent pending with allowable claims, is a Green Technology



CAZ not only capture, but also destroy the DNA of living organisms.



CAZ captures the tiniest ultra-fine particles to less than 0.0001 microns



CAZ uses no filters or UV & system improves over time

MARKET

\$10.7BILLION

The global air purification market in 2020

12%INCREASE

Forecasted rise in compound annual growth rate (CAGR)

\$23.6BILLION

Market as per CAGR is forecasted to reach by 2027

Marketed air purification technologies, all entails:



USE OF FILTERS WHICH NEEDS TO BE DISCARDED



METHODS INVOLVES EMISSION OF HARMFUL OZONE & UV RAYS



FILTERS AND FANS INTERFERES WITH THE CAPTURE OF SMALLEST AIR PARTICULATES



EXISTING TECHNOLOGY, DOES NOT DESTROY AIR POLLUTANTS



COVID-19 INCREASED THE DEMAND FOR AIR PURIFIERS

DISTRIBUTION CHANNELS

Our target customers through distribution partnerships cover numerous settings by industry like:



COMPETITION

The air purification market is highly fragmented. CAZ is the only green technology that, combined with the proprietary BioCAZ Solution®, both captures and destroys all types of pollutants without filters or harmful byproducts.

FINANCIAL PROJECTIONS (\$000s) UNAUDITED

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Model 100 # of Unit Sales	22,000	60,000	110,280	173,040	248,160
Model 300 # of Unit Sales	2,280	6,060	11,040	17,220	24,540
Total Revenue	25,477	75,529	150,659	246,809	363,545
Gross Margin	10,861	41,040	84,048	139,530	207,175
EBITDA	8,728	38,694	81,377	136,747	204,247
EBITDA%	34.3%	51.2%	54.0%	55.4%	56.2%

QUICK FACTS

COMPANY NAME

CLEAN AIR ZONE, INC.

CONTACT

STEPHANE IYRAH

ADDRESS

98 CUTTER MILL RD., SUITE 390N, GREAT NECK, NY 11021

PHONE

516-487-4090 EXT. 1114

EMAIL

STEPHANE@CAZ.US

WEBSITE

WWW.CAZ.US OR WWW.CLEANAIRZONE.COM

INDUSTRY

BIO-TECH

DOMAIN

HEALTH

LAW FIRM

MARK MERMEL
MERMEL ASSOCIATES PLLC
ONE HOLLOW LANE, SUITE 303
LAKE SUCCESS, NY 11042

PATENT ESTATE

WILLIAM C. COLLARD
COLLARD & ROE, PC
1077 NORTHERN BOULEVARD
ROSLYN, NY 11576

NUMBER OF EMPLOYEES

7

LEADERSHIP TEAM

SERGE HOYDA, PRESIDENT & CEO
STEPHANE IYRAH, DIRECTOR OF OPERATIONS
COREY MACPHEE, R&D/SALES
DAVID PODMAYERSKY, CHIEF SUSTAINABILITY OFFICER

CURRENT INVESTORS

SERGE HOYDA, CEO (NO DEBT)

INVESTMENT SOUGHT: \$18MILLION

USE OF FUNDS



\$8MILLION
INVENTORY



\$4MILLION
MOLD & CAPITAL
EXPENDITURE



\$6MILLION
WORKING
CAPITAL



PLAY INTRO
VIDEO



PLAY TECH
VIDEO

www.cognoptix.com

Headquarters:

33 Boston Post Rd W, Suite 140
Marlborough, MA 01752

Phone: (203) 252-7931

Email: swilke@cognoptix.com ; assistant: jlavoye@cognoptix.com

Management Team

Susanne Wilke, PhD, MBA – President & CEO

Carl Sadowsky, MD – CMO

Dennis Nilan – COO

Mike Kaswan – CFO

Industry: Alzheimer’s Disease Research

Sector: Medical Devices, MedTech, BioTech, Life Sciences

Number of Employees: 5 -10

Seeking Investment of \$15,000,000

Series B Investment sought in two tranches, first \$4-5M, then \$10M

Previous Series R Raise: \$2.6M

Use of Funds

Fund launch of pivotal study program expected in 2021 for FDA PMA approval in 2023/2024. Filing for Breakthrough Designation Q1 2020.

Current Investors

LaunchPad Venture Group, Pritzker Family Office of New Haven, New York Angels, Harvard Business School Alumni Angels of New York, Beacon Angels, Private Investors & Offices

Bank: Silicon Valley Bank

Auditor: Tonneson & Co. (Mass)

Law Firm: MBMC International PLLC

Value Proposition: Cognoptix is a clinical-stage diagnostic/medical device company developing the Sapphire II system, a ground-breaking technology for the early detection and diagnosis of Alzheimer’s Disease (AD). Cognoptix’s mission is to provide clinicians with a reliable, non-invasive, affordable test that can be performed quickly in both specialist (neurologist, geriatric psychologist, ophthalmologist) and general practitioner offices to enable informed, swift intervention and ongoing monitoring of patients.

Company Background: Cognoptix was co-founded by AD pioneer and Cognoptix BOD and SAB member Dr. Lee Goldstein, at the Brigham and Women’s Hospital in Boston. He and his team discovered the ability to measure, monitor, and detect Aβ aggregates, a hallmark of AD, in the lens of the eye. Initial autopsy studies at Harvard Univ. showed the presence of Aβ deposits are specific to the lens of AD patients and not found in other common neurological diseases like Parkinson’s, frontotemporal dementia, progressive supranuclear palsy, Huntington’s, or ALS, establishing the Sapphire II proof of concept.

Leadership: Dr. Wilke has a long, proven track record as an executive with extensive scientific, strategic development and management experience in the biotechnology, healthcare, and venture capital industries. Her passionate, driven management team is highly experienced in the healthcare and biotechnology industry with over 100 years of combined experience, including world-renowned experts in the fields of neurodegenerative research and diagnostics. The Company’s world-class Scientific Advisory Board helps direct the development and commercialization of Sapphire II led by some of the top Alzheimer’s scientists and physicians in the US. The Company’s Board of Directors includes experienced life science entrepreneurs and investors.

Products/Services: Sapphire II is an innovative product that fulfills the urgent market need for an accurate, easy to use, non-invasive, affordable community based diagnostic tool for early AD. Our vision for the Sapphire II system will achieve accuracy levels of 85% sensitivity and 95% specificity at a cost that is significantly below that of the PET Aβ tracers. Unlike currently available tools for detecting Aβ, SAPPHIRE II is a radiation-free diagnostic that is also non-invasive and will be widely accessible to general practitioners as well as specialists for their use in evaluating patients with MCI or Dementia symptoms who are suspected of having AD. The Sapphire II will be a critical enabler of upcoming early therapeutic intervention when patients can most benefit from disease modifying treatments and non-pharmacological interventions like lifestyle changes. The Sapphire II’s early detection capability will be an ideal companion diagnostic and monitoring method for upcoming emerging treatments.

Technology: Cognoptix’ Sapphire II system is a non-invasive eye test that scans the ocular lens to measure Aβ levels. Aβ is the earliest pathological biomarker specifically linked to AD that appears in the course of the disease in both the lens and the brain. The Sapphire II System consists of an optical device and a fluorescent compound applied as an ophthalmic ointment which selectively binds to Aβ in the lens of the eye. The stability and low protein turnover inherent in lens fibers mean that AD-related Aβ accumulation in the lens can be detected before Aβ deposits can be detected reliably in the brain. Ease of access in the lens of the eye through the Sapphire II system paired with the ease of the overall procedure leads to comparable, if not better, accuracy in the lens at a fraction

of the cost of a Aβ PET scan, the sole standard of care.

Market: The Sapphire II system is anticipated for indication use in patients with cognitive impairment being evaluated for AD and other causes of cognitive decline (same for use of approved PET amyloid tracers). By 2023, the addressable market will be 7.5M dementia patients and 12.8M MCI patients, totaling 20.3M patients in the US alone. Projections add 4% annual growth for to consider the growing US aging population.

Distribution Channels: Cognoptix will focus on establishing Sapphire II initially with neurologists at launch as a small target group (~10K targets often organized in group practices) and already engaged in the value that amyloid-based diagnostic technologies bring. Upon launch of DMTs we believe that other physicians, especially primary care, already prescribing Aricept will coordinate care with neurologists and adopt the Sapphire II system. If DMT adoption is strong, ophthalmologists may adopt the Sapphire II to meet demand in the industry in subsequent years. The Sapphire II’s broad adoption will allow patients presenting cognitive impairment to obtain the scan at a PCP office or through referral to a specialist office like Neurology and possible Ophthalmology, mobile clinics, and imaging centers.

Revenue: First year revenues are expected in 2024 and will be dependent on placing Sapphire II in high volume practices and integrating its use in the routine diagnostic work up for dementia and MCI patients. **The Sapphire II is a high margin product estimated to have 80% margin** after start-up costs. The business model is a razor-blade model. The COGS of the ointment is only \$0.10/ scan and estimated sales price is between \$300 - \$600/scan. The COGS of Sapphire II instrument is \$25K and will be placed into offices close to cost in a lease model. The Sapphire II instrument is not considered to be a money maker but rather revenue is broadly driven by the wide adoption and use of the ointment. Cognoptix is looking to partner to facilitate the sales process.

Financial Projections for Sapphire II Combination Product: (unaudited)

	2021	2022	2023	2024	2025	2026
Revenue	0	0	0	\$ 50,000,000	\$ 184,000,000	\$ 515,000,000
EBIT				\$ 30,000,000	\$ 147,000,000	\$ 412,000,000



Investor Highlights

Value Proposition: CXB HUB combines the best of technology and human input for improved customer and employee experience. Our mission is to understand and develop the new added value of Human and Tech in customer and employee experience. 85% of Fortune 500 listed Customer Experience as one of their top priorities, and 50% as their number 1 focus for 2021. The investment sourced through Connectpreneur will be used to aid in our launch this year of proprietary digital products targeting the B2B customer and EX management market.

Leadership Team: The cofounders and management team have a combined 60 years' experience in customer and employee experience (CX/EX) consulting; 25 years entrepreneurship; and a strong corporate and academic background (Airbus, Accor, Auchan, St Gobain; HEC, Essec, Fletcher, Sciences Po, GEM, La Sorbonne, College of Europe).

Products/Services: We currently provide large corporates in the UK, France, and Russia with consulting, training, and tech procurement services. Projects range from one to 18 months and cost between \$20-300,000. Our clients include 80+ Fortune 500 companies, like Auchan Retail International, Gefco, Leroy Merlin, Decathlon, Veolia, Eurotunnel, and Engie. Our consulting engagements center around the improvement of customer and employee experience for our clients. During our engagements we audit existing organizational capabilities and aid in the drafting and execution of strategic plans to improve performance. Our training programs are aimed at developing customer centricity culture across organizations. We work with Technology CX/EX providers such as Qualtrics (we are members of the Qualtrics Partners Network since October 2019) to accelerate XM transformation. 40% of our staff is Qualtrics-certified and we are the only Russian speaking QPN for Qualtrics in Russia. We represent software companies such as Qualtrics and SPD and hardware companies such as Ksubaka.

Technologies/Special Know-How: We are currently defining CXB HUB's first proprietary digital products. Our user research identified 3 key needs of experience managers which are unsatisfied by current offerings: Translating an understanding of organizational capabilities around CX/EX issues into a strategic roadmap for improvement; making data on customer and employee experience usable for CX/EX managers; and understanding the ROI of CX/EX improvements. In our Tech road map for 2021-22 we have defined four strategic opportunities areas for growth which we aim to meet with SaaS products. We have engaged a development partner to help build our first digital product in Q2 this year, and are reaching out to existing clients who we can engage as paying pilot users. We currently project to be generating revenue from proprietary digital products in Q3 of 2021.

Market: The market for Experience Consulting is worth \$6 billion per year globally and \$1.1 billion in our core markets of UK, France, and Russia. Our pivot into software will allow us to expand our revenue six-fold from \$500,000 to \$3.2 million over the next three years, bringing our penetration rate into our key markets to 0.3%. In the medium term, we think it is feasible to capture 3%, or roughly \$33 million per year.

Distribution Channels: We reach our existing customer base through events – including our own CX Afterworks events, email campaigns, chambers of commerce, and direct sales. The first sales of our proprietary digital products will be done by reaching out to our existing client base before expanding to new customers via MQL sales and by hiring a team of consultative sales professionals with proven corporate experience.

Competition: KPMG Nunwood, Freshworks, Accenture, E&Y, Academie du Service, Aktan.

Financials

USD	2018R	2019R	2020R	2021F	2022F
Total Revenues	615,919.09	652,377.35	322,349.34	1,371,907.76	2,432,500.00
Net Profit / Loss before tax	- 7,508.75	- 267,957.86	- 169,821.86	28,956.48	423,272.88

Quick Facts

Company Name: CXB HUB (legal name: CX Brokers Ltd)

Contact: Alexis Grabar, Co-Founder HEC MBA, Fletcher Mid-Career MA

Address: 23 Ascensis Tower, Juniper Drive, London, SW18 1AY

Phone: +44 78 1077 41 92

Email: alexisgrabar@cxbhub.com

Website: cxbhub.com

Industry: Experience Management Consulting with Tech solutions

Domains: www.cxbhub.com
www.cxbtech.uk
www.cxbhub.ru
www.cxbtech.fr

Bank: HSBC (UK) and BNPParibas (France)

Law Firm: Harbottle & Lewis LLP, 7 Savoy Court, London WC2R 0EX

Number of Employees: 5 full time and 5 part time

Leadership Team: Alexis Grabar and Claire Bonniol

Amount of Financing

Sought: \$400KUSD out of £500K current financing round (£140K already found)

Current Investors: Friends and Family and HNWI over 3 rounds of £100K, 83keuros and £500K financing

Use of Funds: Tech and business development

Company Background:

Deka Biosciences, Inc., is an early-stage biotechnology company focused on generating the next generation targeted cytokine therapies to treat cancer and inflammatory diseases. At Deka, we have also developed systems that will help us select the right patients for our therapies.

Leadership Team:

Deka is led by a very experienced Team with multiple exits.
Dr. John Mumm, CEO
Pavel Khrimian, CBO
John Conner, COO

Products/Services:

The current standard of care is not sufficient for patients with devastating chronic diseases such as cancer or inflammatory diseases such as Crohn's and psoriasis. Deka is developing molecules that will directly address this unmet need by either stimulating or suppressing patient's immune system.

Technologies/Special Know-How:

Deka's technology has been developed from scratch, without any third-party obligations. We have a very robust IP portfolio covering method of use and composition of matter, as well as our patient selection strategy. Our first patent was granted in just 1.5 years, and others pending in 1H 2021.

Market:

Approximately 560,000 patients are diagnosed with renal cell carcinoma, pancreatic cancer, head & neck, colorectal cancer and lung cancer, representing roughly a \$56B market, in US alone. Deka's potential addressable market is close to \$17B over time.

Inflammation also represents another large market. In the US, nearly 3.5M patients are battling with M&S psoriasis, Crohn's and sepsis. Deka's portfolio helps address all these diseases and has the potential to address 50% of this market, valued at \$42B.

Competition:

There are other companies that are exploring single cytokine therapies, however none have been able to develop a dual cytokine platform, while addressing all the manufacturing challenges. Deka's Diakine™ platform is superior and when coupled with our precision medicine strategy to select the right patients we distance ourselves from the competition.

Quick Facts**Company Name:**

Deka Biosciences, Inc

Contact: Pavel Khrimian**Address:**

**20271 Goldenrod Lane
Germantown, MD 20876**

Phone: 301-256-4776**Email: khrimianp@dekabiosciences.com****Website:**

www.dekabiosciences.com

Industry: Biotechnology**Number of Employees: 6****Leadership Team:**

**Co-Founder, CEO: John Mumm, PhD
Co-Founder, CBO: Pavel Khrimian**

Amount of Financing Sought: \$20M**Current Investors: Friends/Family****Use of Funds:**

**Develop to IND
Conduct Phase I clinical trials**

Value Proposition

At **Findroids** we create intuitive finance process automation solutions which are embedded in our client's ERP (SAP). We bring end user centric simplicity into the corporate working space. Our integrated solutions enable corporate processes to convert from manual processes into automated ones resulting in higher operational efficiency (savings of 25% - 95%) and more security (less manual interaction and simplified application footprint). Gartner calls it the "Hyper-automation" trend: what can be automated should be automated. Our digitalization tools also tighten the relationship between banks and their corporate clients.

Company Background: The co-founders, have spent their careers in treasury consulting and SAP technology. They know first-hand that existing SAP only solves 60-80% of finance related corporate challenges. They set out to close that gap by creating apps consisting of ingenious brains and pretty faces. Founded in 2017, they have invested in a range of apps based on customer centric opportunity identification. Findroids has gone through the ideation, team building, content creation, product validation and customer adoption phases. Findroids is currently realizing rapid commercial expansion.

Leadership Team: **Aravindh Prasanna, Co-founder/CEO:** 15+ years building advanced technology solutions. Has a habit of working on the leading edge off innovation across technologies. **Rob Van Peer, Co-Founder/President:** Rob has 20+ years of experience with finance driven change projects for multinationals. Rob has a proven track record with start-ups. **Kristian Rygh, Co-founder/board member:** 25+ years of expertise in cash mgmt. and payment factories. Kristian has a wide network across banking professionals and corporate practitioners.

Over the last 20 years, the **leadership team** has been trusted by many of the world's largest corporations (revenue between USD 5 Bn and USD 180 Bn).

Products/Services:

Findroids seamlessly embeds smart apps into any version of SAP (ERP). Findroids has completed MVP's with two of the world's top ten largest banks and validated products with several global corporations. We have a portfolio of 75+ Fiori apps and utilities in different development stages. This is the result of a client centric opportunity approach where over 150 corporate processes and 12 banking processes were evaluated.

Technologies/Special Know-How: Our *certification pending* apps provide users with intuitive tools that enable them to shift their work focus from transactions handling to transaction management improving efficiency and increasing job satisfaction. Our intelligent design approach makes our solutions straightforward to use and easy to implement. Our customer focused user interfaces make information easy to track, enabling internal data and market information to be found in true real time or on-demand.

Market: SAP is the global ERP market leader with 24% of market share. Our existing apps are relevant for 90% of SAP users. Findroids targets B2B where USD 200 mio in turnover can be reached with just over 2% of market share.

Distribution Channels: Findroids has three channels for sales: (1) Direct selling (initial strong focus to demonstrate a solid ROI); (2) indirect selling via banks (white labelling solutions) and (3) indirect sales via SAP directly.

Competition: Our competitive "neighborhood" includes players from four distinct groups: (1) software houses, (2) business experts, (3) API / data providers and (4) ERP providers. At Findroids we combine the relevant knowledge from each of these areas to create solutions that are less expensive and more effective. From a user perspective, Findroids' solutions are more intuitive and easier to maintain. Operationally, Findroids' apps have a lower total cost of ownership. Some of our competitors provide collaboration opportunities in the long run.

Financial Projections (USD):

	2021	2022	2023	2024	2025
Revenue	1,5 Mio	5,5 Mio	>25 Mio	>100 Mio	>200 Mio
EBIT	(-4,5 Mio)	(-1,5 Mio)	> 2 Mio	> 30 Mio	> 80 Mio

Quick Facts

Website: www.Findroids.com

Headquarters Office:

Magstræde 6, 1.
DK-1204 Copenhagen
Denmark

Industry: Software (Fintech)

Domain: SAP Embedded tools, B2B

Bank: Dankse Bank

Law Firm: Bruun & Hjejle

Number of Employees: 15

Leadership Team:

- **Aravindh Prasanna**
Co-Founder, CEO, Board Member
AP@findroids.com

- **Rob Van Peer**
Co-Founder, CSO, Board President
rvp@findroids.com

- **Kristian Rygh**
Co-Founder, Board Member
kr@findroids.com

Amount of Financing Sought: \$6M

Current Investors: Personal Funds, >\$1.5M invested

Use of Funds: Sales, global support organization and business development.

Value Proposition

Company Background:

Mblue Labs was founded in 2018 to commercialize the discovery of a novel anti-aging technology. The company has a full scale product line with novel ingredient Methylene Blue (MB) that is revolutionizing the skincare industry.

Leadership Team:

Dr. Kan Cao, Founder: PhD Biology (Johns Hopkins), Human Genome Project Lead Researcher Human Cell Aging (NIH), Professor Cell Biology (University of MD), 7 patents
 Jasmin El Kordi, CEO: Technology Sector Executive (Sprint, Cisco), Health & Beauty Sector Consumer Product VP Sales & Marketing (Prisma Natural)
 Harry Geller, Advisor: Serial Entrepreneur (SoDel Concepts, Wil-Jax, GripBoost), Entrepreneur in Residence (UMD)

Products/Services:

Mblue Lab's addresses skin problems that impact everyone.

- 1) Anti-aging: MB repairs and protects skin cells. It is the first true alternative to market leader retinol, which is not tolerated by everyone and is not a long-term solution. Clinical trials confirm 90%+ improvement across various skin health indicators.
- 2) Suncare: Tests confirm that MB is a full spectrum sunscreen, repairs photo-aging damage and is safe for coral reefs. Current leading sunscreen actives Oxybenzone and Octinoxate are harmful to coral reefs and potentially humans and they do not repair/prevent photo-aging.

Technologies/Special Know-How:

Mblue Labs holds the patent for MB as a method of treating age-related symptoms in humans and in the referenced composition for use on human skin in various formats. The company also has a patent-pending for MB as a novel active ingredient in sunscreen compositions.

Market:

The global market for anti-aging skincare is \$4.7B, the suncare market is \$13.7B, with a projected 1.5% growth rate. The Consumer-Direct on-line segment is growing at 15% annually and the reason why Mblue Labs successfully launched its products on Amazon in 2019.

Distribution Channels:

Mblue Labs has several current channels:

Consumer-Direct: Digital Channels (Amazon, Bluelene.com, Walmart.com, Verishop, FabFitFun)

Wholesale: Direct relationships with Retailers (Beauty Bridge, Macy's) and Wholesalers (Dermatologists, Spas)

Distribution (2022 planned): Beauty distributors for global reach

Competition:

There are a number of existing brands in both the anti-aging and skincare market, however, none have an ingredient with the capabilities of MB.

Quick Facts

Company Name: Mblue Labs

Contact: Jasmin El Kordi

Address: 6022 Wilson Lane, Bethesda MD 20817

Phone: 703-628-2956

Email: jasmin@mbluelabs.com

Website: www.Bluelene.com

Industry: Biosciences

Domain: Health & Beauty

Bank: Suntrust/Truist

Law Firm: Juneau & Mitchell

Patent Estate: US 10,603,325

Number of Employees: 2

Leadership Team:

Dr. Kan Cao, Founder & CSO
 Jasmin El Kordi, CEO

Amount of Financing Sought: \$1.5M

Current Investors: TEDCO

Use of Funds: Sales Channel Expansion, Revenue Growth & Global Branding

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	300,000	1,000,000	3,000,000	10,000,000	25,000,000
EBIT (dollars in thousands)	(284,400)	196,000	176,000	2,843,000	11,249,000

RED CARPET ROCKS

Rental Membership To A Dream Jewelry Box

WOMEN LOVE JEWELRY

But It's A Complicated Relationship

- Designer costume jewelry is expensive
- Purchase is often a one-time use that results in buyer's remorse
- Social stigma associated with repeating looks
- Staying on top of trends affordably is a challenge

THE SIMPLE SOLUTION

"Rent It, Rock It, Return It"

Red Carpet Rocks is the first omni-channel platform that introduces luxury global costume jewelry brands to the sharing economy.

RCR is a membership jewelry rental platform accessed by a website that allows women to rent jewelry for any occasion, anytime.



REVENUE MODEL

MEMBERSHIP PLANS

GRAMMY	EMMY	OSCAR
6 STYLES/YEAR	12 STYLES/YEAR	24 STYLES/YEAR
3 ITEMS PER SHIPMENT 2 SHIPMENTS PER YEAR	3 ITEMS PER SHIPMENT 4 SHIPMENTS PER YEAR	4 ITEMS PER SHIPMENT 6 SHIPMENTS PER YEAR
RENT \$2000+ OF JEWELRY A YEAR	RENT \$4000+ OF JEWELRY A YEAR	RENT \$8000+ OF JEWELRY A YEAR
\$129 /YEAR THAT'S \$21 PER STYLE!	\$229 /YEAR THAT'S \$19 PER STYLE!	\$329 /YEAR THAT'S \$14 PER STYLE!

PRODUCT

RED CARPET ROCKS OWNS ALL OF ITS INVENTORY



Earrings
50%



Bracelets
20%



Necklaces
20%



Rings
5%



Evening Bags
5%

THE ASK \$1M

WE ARE LOOKING FOR GROWTH CAPITAL
TO SCALE OUR BUSINESS



WORKING
CAPITAL

370,000



MARKETING

320,000



NEW HIRES

250,000



OFFICE
SPACE

60,000

- OUR MISSION -

To give women the chance to feel beautiful
at every occasion.

To us, it's more than sparkle and jewels.
It's an opportunity to make the beauty of the
women we know and love that much more dazzling.
By creating a red carpet experience that's
accessible and affordable to all, we hope to help
women of all kinds feel appreciated, confident,
and their most radiant selves.

HOW DOES IT WORK?

SELECT

Pick a membership or try a one-time rental.
All rental periods are 4 days with FREE shipping & returns.

RENT

Browse the collection and choose from hundreds
of designer styles to reserve your first shipment.

RETURN

On the final day of your return, use the prepaid label
and drop the jewelry at a FedEx location.

FOUNDER

- URVI TEJANI -

Launched **Tejani** in 2004, an upscale
brick-and-mortar retail, wholesale, and
e-commerce bridal costume jewelry business
with several million in revenue.

Winner of prestigious industry awards
The Knot Best of Weddings (2013) and
Wedding Wire's Bride Choice Award (2012).

Featured in **Brides, Martha Stewart, The Knot,**
and in 2009 made the most desirable
O'List in Oprah Magazine.

More than 16 years of experience in
accessorizing thousands of brides resulting in
5-star reviews.





SleepOvation is the first company in the infant mattress space to incorporate revolutionary patented technology addressing plagiocephaly (Flat Head Syndrome), breathability and proper infant spine alignment into its mattress.

There were approximately 3 million infant mattresses purchased in the United States in 2018. Given the ability of the SleepOvation mattress's ability to mitigate Flat Head Syndrome, we believe that, once parents become aware of this mattress and its benefits, a high percentage will purchase it, and it. We also believe that since there is a focused target market, we will have a low cost of customer acquisition. As a result, we are currently projecting to capture approximately 7.5% of the market and be a \$100 million product within 2-3 years.

In 1994, the American Academy of Pediatrics (AAP) launched its "Back to Sleep" campaign, which advocates back or side sleeping for infants with the goal of reducing the occurrences of Sudden Infant Death Syndrome (SIDS). Since the program's inception, the incidence of SIDS has been reduced by 40% to 60%; however, an unintended consequence of back and side sleeping on standard infant mattresses has been a 400% to 600% increase in Flat Head Syndrome from spot cranial pressure.

There were approximately 3.79 million births in the US in 2018. Estimates suggest that 20% to 30% (750,000-1,125,000) of these babies will have Flat Head Syndrome.

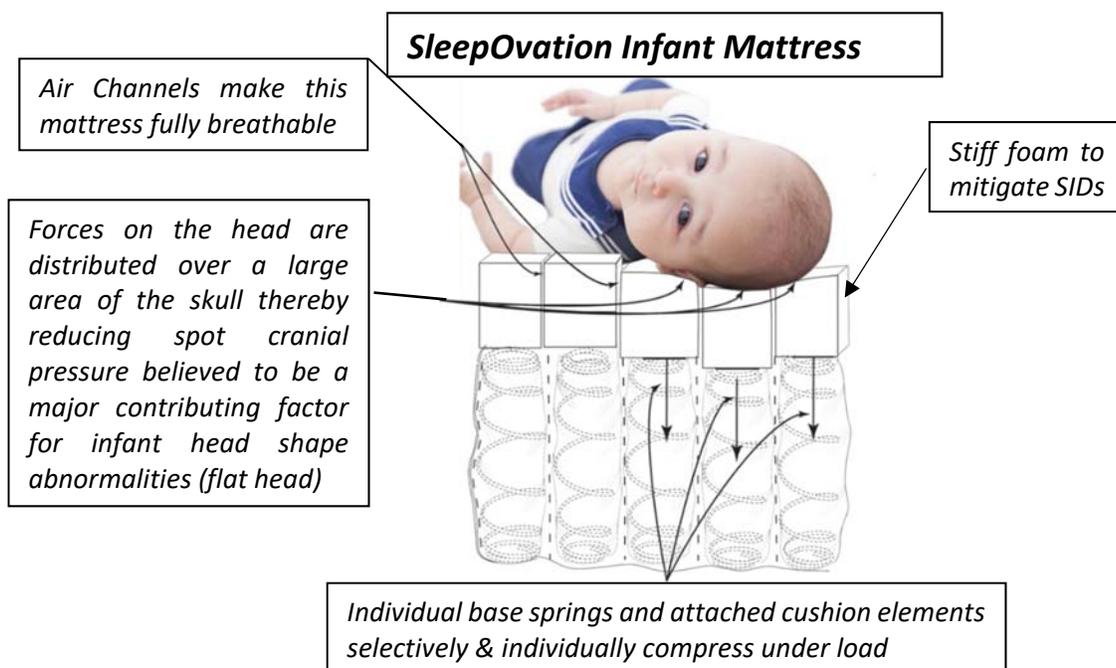
Studies indicate significantly elevated risk for developmental delays and subsequent learning disorders in infants with Flat Head Syndrome.

SleepOvation's internal testing shows a 25%-35% reduction in spot cranial pressure versus standard baby mattresses. The SleepOvation infant mattress is the first passive solution for mitigating and treating Flat Head Syndrome. We currently are partnering with Seattle Children's Hospital to conduct a randomized controlled clinical study to prove the efficacy of our infant mattress in reducing the incidence and severity of Flat Head Syndrome.

In addition to its benefits relating to Flat Head Syndrome, our innovative mattress design allows air to flow freely, which we believe will reduce the risk of suffocation and CO₂ rebreathing, even if the baby rolls over at night.

Although we are a 2 year old startup, SleepOvation has already begun to make a profit with an adult mattress line and a pillow, both of which use the same core technology as the infant mattress.

We are seeking to raise \$2.6 million in a Series A to finance our growth, capital expenditures and launch of the infant mattress, including the clinical study. Our targeted per investor participation level is \$25,000-\$250,000.





CONNECTpreneur Investor Highlights

Value Proposition

Tetragram is the “Yelp” of the cannabis industry by providing Cannabis and CBD consumers with the ability to keep Track of products purchased, Rate the effectiveness of the product in treating a medical condition or for recreational enjoyment, and Share their personal experience with others through our mobile app.

Company Background: Tetragram is the brainchild of three Maryland natives, each of whom are Medical Cannabis Patients. On July 10th, 2020 we released an MVP of Tetragram’s mobile app. Since the initial launch we currently have over seventy (70) dispensaries nationwide that promote Tetragram to their customers. In addition, we have several independent medical professionals and medical organizations that promote Tetragram to their patients.

Leadership Team: Otha Smith III – CEO & Founder brings extensive experience in Business Development, started his first successful company in high school. Lucas Roe - CDO. Lucas brings over a decade of experience in software design and is currently a Senior Design Team Lead at T. Rowe Price. Julius Moore - CTO. Julius co-founded a social networking system in 2012 that won first place in a Washington DC based incubator.

Challenge: Currently, 33 states have legalized cannabis for medical or recreational use, but cannabis remains Federally illegal. Therefore, very little research has been conducted by the FDA or privately to study the effects of cannabis use. The lack of cannabis research leaves doctors unable to assist patients in making product recommendations. Ultimately, leaving consumers to self-diagnose through trial-error until they find the right product and dosing amount that best address their medical needs.

Solution: Tetragram, a free mobile app that will empower consumers to take control of their personal journey with cannabis by providing them with the ability to keep track of each product purchased, rate the effectiveness of the product, and share their personal experiences with others. The aggregate data will become extremely valuable not only to consumers, but to the industry as a whole as a way to finally understand the impact of the various products on the market.

Market: The cannabis industry is huge, with 2021 medical and adult-use sales projected to reach \$24 billion. Our target market is geared more-so towards the medical cannabis market which accounted for \$7.7 billion in sales in 2020, and projected to increase to \$9.1 billion in 2021. The US Cannabis industry has an 18% yearly growth rate.

Competition: There are very few existing competitors, one of which is located in Canada, with very little focus on the US market. While other competitors have placed more focus on research initiatives with institutions, rather than the general public. Tetragram’s business plan is a hybrid model designed to attract not only consumers, but dispensaries, cultivators and medical professionals.

Quick Facts

Company Name: Tetragram

Contact: Otha Smith III

Address: 12314 Firtree Ln. Bowie, MD, 20715

Phone: 301-802-5337

Email: otha@myimsnetwork.com

Website: www.tetragramapp.com

Industry: Technology

Domain: Mobile application

Law Firm: Kagan Law Firm

Number of Employees: 3

Leadership Team:

Otha Smith III - CEO

Lucas Roe - CDO

Julius Moore - CTO

Amount of Financing Sought: \$750,000

Use of Funds: To develop & deploy Version 2 of Tetragram, hire initial sales & marketing personnel.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	826,200	2,229,420	12,367,062	31,059,568	33,629,305
EBIT (dollars in thousands)	126,884	816,524	8,703,891	23,617,746	25,393,430



TrafficGenius

CONNECTpreneur

Investor Highlights

Solving a city's traffic problems - Like sitting in traffic? Neither do we, and we can fix that. TrafficGenius uses machine learning to optimize the timing of traffic signals along the path of greatest volume.

Company Background: Like most startups, we have had our shares of ups and downs. We have tremendous grit and are here to stay! Here are a few key points:

- Minimum viable product (MVP) of our algorithm using open-source traffic data. This was a large undertaking, between the development data search, and validation.
- Initial results show extending the green portion of a light by 30 seconds increases average through speed by 15%.
- Potential partnership with a traffic hardware company (non-disclosure agreement signed)

Leadership Team:

[Scott Murdoch, Ph.D.](#): CEO/ Founder - Scott has been a data scientist for over 10 years, and holds a PhD in economics.

[Frederick Schwartz](#): Advisor - 40 years' experience in transportation engineering.

[Ash Damle](#): Advisor - A Healthcare and AI entrepreneur, investor, and advisor having helped raise over \$100M in funding

Products/Services: TrafficGenius uses machine learning to optimize the timing of traffic signals along the path of greatest volume. The idea of decreasing congestion by prolonging the green light through popular intersections is not a novel idea. A viable solution is more complex than extending a green light signal. Traffic flow is a dynamic process. When the timing of one light changes, it causes a ripple effect

Technologies/Special Know-How: Our specialty is data and algorithms; this is what makes us different. TrafficGenius uses data from ALL the intersections across the city to compute the optimal timing for each light.

Market: Intelligent Transport System Market – \$25.6 Billion per year

Segment: U.S. Traffic Management Applications – \$2.5 Billion per year

Distribution Channels: We plan to provide cities with an optimized light timing system that can be pushed to our servers, for a near-cost agreement. The signal timing combined with crowdsourced traffic data will be used to calculate optimal routes. The routes are sent via application programming interface (API) to phones, for a minimum fee per API call. We believe our target market will be the delivery service industry where their return on investment (ROI) is tied to hours driving on the road. Less time traveling to a destination means more deliveries and enhanced productivity.

Competition: The key difference between TrafficGenius, and its competitors is the scope and sophistication of our algorithm. Our algorithm uses data from intersections across the city, where other solutions focus on the timing of three to four lights in a row (a corridor), or a small grid of intersections in a neighborhood.

Main competitors: In/Sync by Rhythm Engineering, Surtrac by Rapid Flow, and SCOOT

Quick Facts

Company Name: TrafficGenius

Contact: Scott Murdoch, PhD

Address: Cambridge, MA

Phone: 616 -283-0059

Email: smurdoch@trafficgenius.co

Website:

<https://www.trafficgenius.co>

Industry: Mobility / IoT

Domain: Traffic optimization

Bank: Chase

Number of Employees: 1

Leadership Team:

Scott Murdoch, Ph.D.

Fred Schwartz

Ash Damle

Amount of Financing Sought:

\$2 Million USD / 20% equity

Current Investors: Self, bootstrapping.

Use of Funds: Hiring, computational resources, legal: patent filing

PARTNERS



PHOENIX FUND

Phoenix Fund is an early stage investment fund focused on disruptive technologies, driven by outstanding, resilient, and customer-centric management teams. Phoenix Fund's defining objective is to provide outsized returns to our investors by selecting, guiding, and turbocharging the growth of our portfolio companies. Our preferred vertical markets include fintech, health-tech, and marketing technologies/CRM. Our focus is on Seed and A Rounds, and we will consider opportunistic later-stage investments on a case by case basis. Phoenix Fund looks for innovative and disruptive solutions that take on social responsibility and solve real problems in massive markets. We highly value diversity in our portfolio, as we believe that those who have overcome the most challenges have the grit and resilience to create great success for themselves and others. To this end, we will invest at least half of our fund in women, immigrants, and minorities. For more information please visit www.opus8phoenix.com.

SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



Sumin is a Co-Founder and General Partner of Phoenix Fund. She is a seasoned VC and investment professional. Her distinguished tenure in the financial industry also includes valuations, mergers & acquisitions, financial analysis, and fundraising support for VC and other alternative investment funds. She has deep expertise in health technology and life sciences, having worked at a \$400 million global VC fund focused on those markets. In addition, she led the creation and implementation of sourcing, due diligence, evaluation, monitoring, and back-office processes for the fund. Most recently, Sumin held a senior finance position at a \$10 billion leading international services company owned by Softbank Group. There, she led global cross-functional teams to optimize financial & operational performance, and drive investment returns through financial restructuring, strategic planning, and innovation. Sumin has an MBA and is a CFA (Chartered Financial Analyst) charterholder.

LAURA HILL, GENERAL PARTNER, PHOENIX FUND



Laura is a Co-Founder and General Partner of Phoenix Fund. She started her career at the Inter-American Development bank and brings over a decade of experience in Big 4 management consulting with PwC. Laura's focus has been on finance technology and property-tech applications including financing solutions for residential real estate nationwide. As Vice President, Product for a funded early stage innovator in alternative real estate finance, she has been integral in capital raise activities, investor relations, and partnership formation. With deep expertise in specialty finance solutions for consumers with attention to financial inclusion, her expertise also includes blockchain, API architecture and originations software development. Her passion is building and sustaining quality for emerging, conscious, and disruptive companies through product development, process optimization and people growth. Laura has an MBA and is a certified project manager PMP®, member of the PMI DC Chapter. She is a Board member of several organizations including WIIN (Women Impact Investing Network) and is a Coach, Advisor and Anchor of the CONNECTpreneur Community.

TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND



Tien is a Managing General Partner of Opus8's Phoenix Fund, which invests in remarkable fintech, healthtech, and martech/CRM companies that are disrupting their markets and changing the world. He is CEO of Opus8, Inc., which makes tech investments and raises capital for alternative investment funds and companies. In 2012, Tien created the Big Idea CONNECTpreneur Forum, a global community of 20,000+ founders, CEOs, angels, VCs, CXOs and other business leaders. The community hosts monthly Forums with several hundred attendees featuring VIP guests, exciting presenting companies, and some of the best CXO to CXO networking in the USA. Thousands of companies have applied to present at CONNECTpreneur and thousands of investors have attended, inspiring the creation of Phoenix Fund to provide funding to exceptional founders. Tien has been an investor and mentor to Affiliated Computer Services (acquired by Xerox), Parature (exited to Microsoft for \$100 million+), Transactis (exited to MasterCard), DataRPM (exited to Progress Software), TerraCycle, and TopBox. He has assisted dozens of VC and private equity funds in raising institutional and family office capital. Clients include Morgan Stanley, Blackstone, Mitsubishi Corp., TPG, Ares, StepStone, HarbourVest, Thomas H. Lee, K1, and US Venture Partners. Tien serves on the Investment Advisory Board of the Commonwealth of Virginia's CIT GAP Fund and is a Mentor at the Mach37 Cybersecurity Accelerator and Conscious Venture Lab. In the past, he served on the Boards of the Maryland Venture Fund Authority, Maryland Tech Council, Association for Corporate Growth, Digital DC Tech Fund, and Trade-Up Capital Fund. He is a graduate of Dartmouth College.

PARTNERS

MODUS CREATE 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 MindShare, 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.

SHULMAN ROGERS

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. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, M&A, litigation, commercial real estate, landlord-tenant, commercial development, securities, tax, intellectual property, immigration, telecommunications and bankruptcy/debt restructuring. 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 has had a tremendous impact on the success of my company since we were in the startup phase," says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. "He has not only provided sound and creative legal support but has also served as a key business advisor throughout the growth of my company." 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. This background provides him with valuable insights into the legal and business needs of his clients. Anthony has worked closely with a range of angel and institutional investors and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, ed tech, fintech and health care. 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 amillin@shulmanrogers.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. Her practice focuses on corporate and securities law, including general corporate representation, venture capital financings, mergers and acquisitions, and public offerings. 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.



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

The Association for Enterprise Growth (AEG) is a nonprofit advisory council of experienced business advisors that provide cost-effective expertise and guidance to owners of midmarket companies. AEG consists of experts from complementary professional services disciplines equipped to grow enterprise value and maximize personal wealth for all stages of the business lifecycle—from startup to growth to maturity to transfer or sale.



MARK HAAS, CO-FOUNDER & CEO, ASSOCIATION FOR ENTERPRISE GROWTH

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, merging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



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

PARTNERS



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.

From 2017-2018 Ms. Coons served as COO of the Council of Better Business Bureaus. The Council of Better Business Bureaus is a \$31m organization comprised of a range of national programs, over 100 BBB national partners throughout North America. From 2008-2016, Ms. Coons served as the President and CEO of the Electronic Retailing Association where she led a significant financial and brand transformation of the association. Previously, Ms. Coons served as president and CEO of the Tech Council of Maryland, where she led the association to a regional position of influence. Before joining TCM, Ms. Coons was executive vice president at PCIA-The Wireless Infrastructure Association, a telecommunications trade association. Prior to the non-profit world, Ms. Coons led international business development for several telecommunications companies.

She has been an active member of numerous non-profit boards including the Advertising Self-Regulation Council and an active member of the International Women's Forum and the American Society of Association Executives. She was recently named one of the 2018 DCA Live Non-Profit Leaders. Ms. Coons graduated cum laude from the University of the Pacific in Stockton, CA, with a B.A. in economics and B.A. in Japanese language and literature.

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. Wu is strengthening ties with our partners in the state while working with our local and regional stakeholders to diversify Montgomery County's economy, grow our jobs and increase the tax base.

Wu led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness. During his tenure, Wu helped forward the Governor's economic agenda while delivering record growth and facilitating the lowest unemployment rate in over a decade. In the Hogan Administration, he worked with the General Assembly and key stakeholders to change the state's economic development structure, operations, and business-friendliness. He executed a bold Commerce strategic plan that focused on operational excellence through exceptional customer service, a more competitive business climate, advancement of innovation and entrepreneurship, and expansion of international trade.

Wu is a former U.S. Deputy Under Secretary of Commerce and U.S. Assistant Secretary of Commerce for Technology Policy under President George W. Bush. He administered the nation's technology and innovation strategy and exercised supervisory management over the National Institute of Standards and Technology.

PARTNERS



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. He has served on the Executive Advisory Council of the Robins Business School at the University of Richmond and as the Chairman of the Catholic Planned giving Council.

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. Through its various subsidiaries, the company provides corporate and investment banking, capital market services, mortgage banking, and wealth management. It has nearly 24,000 employees. In 2013, it paid \$1.5 billion "to resolve claims of shoddy mortgage lending, servicing and foreclosure practices."

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 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.



PARTNERS



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).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, one of the world's largest strategic communications firms. As a member of the firm's Executive Committee, she led its marketing, thought leadership, and new business strategies and advised major clients like Samsung, Coca-Cola, and Marriott.

In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship (co-chaired by AOL founder Steve Case). She also launched the White House "Startup America" initiative, organized the Presidential Summit on Entrepreneurship, and served on the White House Urban Policy Council and Middle Class Task Force.

Esther has been Vice Chairman of the Fairfax County Economic Development Authority; member of the Fairfax County Economic Advisory Commission; board member of GO Virginia, Center for Innovative Technology, Virginia Research Investment Committee, and Girls in Tech; term member of the Council on Foreign Relations; Aspen Ideas Festival Scholar; and Co-Founder / Vice Chairman of the Council of Korean Americans. She received an A.B. in economics from Harvard and an MBA from MIT's Sloan School of Management.



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.

MTC VMS is modeled after the highly successful MIT Venture Mentoring Service, which has been implemented successfully in more than 100 communities around the globe. For more information, visit our website at marylandmentoring.org or contact Pam Lubel at (240) 243-4049 or pam@mdtechcouncil.com.

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.



PARTNERS

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 celebrate 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. Holly also develops and maintains relationships with donors, board members, entrepreneurs-in-residence, the Smith School community and other campus and regional partners.

Holly earned a Bachelor of Science degree in communications from the University of Tennessee at Knoxville and an MBA from the Robert H. Smith School of Business at the University of Maryland.



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.



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 creating 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.

PARTNERS

BALTIMORE ANGELS

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 bimonthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area. <http://baltimoreangels.com>



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 compete.

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.



PARTNERS



ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policy makers, 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.



GEORGETOWN ENTREPRENEURSHIP

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, to foster an entrepreneurial culture across the university, to support the successful growth of alumni ventures, and to 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 program 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. Beyond campus, the Initiative promotes entrepreneurial policy, international development, and economic development in the vibrant Washington, D.C. entrepreneurial community and in the world beyond. Learn more at eship.georgetown.edu.



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

Jeff Reid 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 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.



PARTNERS



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. He has an MBA in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America.

Pete is on the leadership board for the local chapter of the Alliance of Mergers and Acquisition Advisors. Pete is also an active member of the Greater Washington Society of Certified Public Accountants, and the American Institute of Certified Public Accountants, among many other professional organizations.

ATTENDEES

Post Event

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Julie	Coons	President & CEO	Northern Virginia Chamber of Commerce
David	Fitzpatrick	Marketing Director	Modus Create

PRESENTERS

First Name	Last Name	Title	Company
CarBlip			
Brian	Johnson	CEO	CarBlip
Clean Air Zone			
Corey	MacPhee	Sales Director	Clean Air Zone
COGNOPTIX			
Susanne	Wilke	President & CEO	COGNOPTIX
CXB HUB			
Alexis	Grabar	Co-Founder & Executive President	CXB HUB
Deka Biosciences			
Pavel	Khrimian	Co-Founder & Chief Business Officer	Deka Biosciences
Findroids			
Rob	Van Peer	Owner & Partner	Findroids
Mblue Labs			
Jasmin	El Kordi	CEO	Mblue Labs
Red Carpet Rocks			
Urvi	Tejani	Founder & Creative Director	Red Carpet Rocks
SleepOvation			
Marty	Lacoff	Co-Founder, Chief Strategy Officer	SleepOvation
Tetragram			
Otha	Smith III	CEO & Founder	Tetragram
Traffic Genius			
Scott	Murdoch	Founder & CEO	Traffic Genius

ATTENDEES

First Name	Last Name	Title	Company
Iqbal	Aasim	Founder	True-Enterprise LLC
Alberto	Abarca		
Sal	Abdulla	VP of Finance	Quorum
Seyed Sadreddin	Aboutorabi	Electrical Engineer	SEAMA Inspections Inc
Jennifer	Abramson	Philanthropy Officer	MedStar Health
Sumair	Abro	CEO	Inner Gauge
Daniel	Adegoke	Student	Student
Israel	Adeleye	Brand Executive	Ebeosi
Douglas	Adgerson	Manager of IT	Georgetown University
Shanelle	Adjei Duah	Enrollment growth	Molina
Michael	Adler	Managing Partner, Private Investor	Law Office of Michael E. Adler

ATTENDEES			
First Name	Last Name	Title	Company
Paul	Adler	Principal	Paul Adler LLC
Courage	Afemije	Founder	BLUU AFRICA
Pallavi	Agarwal	President & Founder	Kander
John	Aggrey	CEO	Din Din Inc.
Adnan	Ahmad	CEO & CO-Founder	Rexsolution DOOEL
Jitin	Ahuja	Principal	SpaceJet Media LLC
Oluwafolajimi	Akinsiku	Pioneer Travel Guide	La'Tourist Africana
Satya	Akula	Former CEO	Amyx, Inc.
Mohammed	Alam	Director of IT	Data Tech
Tina Marie	Albano	Asst Marketing Director/Solutions Consultant	Brendon Pierson, Inc.
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Kara	Alcamo	Founder	Alcamo Marketing
Jay	Aldridge	Founder	Green Bounty CAPS
Violet	Alexandre	CRO	Bryllyant, Inc.
Christian	Aligizimba		
Bryan	Alintoff	CEO	Hayden Endeavors
	Althar	Founder	Althar LLC
Dawit	Amaha	CEO	Zenwell
Anthony "Doc"	Ameen	Co-Founder, CEO	Taylor & Lawrence
Abigail	Annear		Georgetown University Law Center
Christopher	Antonopoulos	CEO	Measured Results Marketing
Antonis	Argyros	Managing Director	Vesquad
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Reed	Atkin	Principal	Double Beta Consulting
Darrin	Auito	Partner	HEA Law PLLC
Nigel	Aziz	CRO	Venture Dawn Inc
Aarti	B.	Research Scientist	R&D Consultant
Kyle	Badgley	Lawyer/Investor	Perfect Balance Investments
Bronwyn	Bailey	Managing Director	First Republic Bank
David	Bain	Executive Director	Tech Integrity Council
Bert	Baker	Co-founder & CEO	TARC
Jay	Baker	Associate	Nashville Capital Network
Ron	Baker	Chief Business Officer	Creatv MicroTech
Spencer	Ball		
Justin	Banford	CEO	Network Systems
Jim	Bark	Founder	Kyssmet
Brian	Barnett	President	The Barnett Company, Inc.
Carlo	Barrera	Marketing Specialist	Execusuites I-270
Matthew	Basirico	Owner	Frank Consulting Inc.
Fernando	Batista	COO	InvestUSC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Kaleb	Befekadu		Mk trading
Michael	Beirne	Managing Partner	Vetted Capital /TAG
Mathieu	Bellefeuille		U Ottawa
Lena	Benjamin	Founder	Empower Business
Claire	Benton	Inventor	The Claire Life
Bruce	Berkoff	CEO	BA LLC
Cecil	Bernard	CEO	Business Process Strategies Inc.
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Sonali	Bhadresa	Sales	Endress
Ranbir	Bhutani	CEO/vCISO	CyberCulture LLC
Daniel	Bilobrowka	Founding Director	BeeloTree Healthcare
Jack	Bilow	Sourcing and Due Dilligence	UCLA Impact Investing Group
Joe	Bishop	CPA	Snyder Cohn, PC
Zaid	Bitar	Managing Partner	Transkept
Meredith	Bixler	President	Avenue CM
Kirsten Hund	Blair	Co-Founder and CEO	Lambent Data

ATTENDEES			
First Name	Last Name	Title	Company
Brian	Block	Principal	Brian Block Consulting
Jaime	Boggio		Brandia LLC
Jose	Bolanos	COO	Eze products inc.
Larry	Boodin	Advisor/Agent, Angel Investor	NY Life
Brandon	Bottinger	CEO	Bottinger Group
Fatima	Boumares	Co-Founder & CEO	Optec4Life
Miranda	Braatz	Chief Executive Officer	Economic Development Strategies
Cathy	Bradley	CEO, Private Investor	CBE
Rayanna	Brandon		
Yewande	Bright	Founder	Limbic Vibes LTD
Richard	Bristol	Principal and Founder	Bristol Advisory
Rob	Brown		Uber, Inc
Shelli	Brunswick	COO	Space Foundation
Dwika	Budhyantara	VP Commercial	PT PP Indonesia
Bea	Buntic	Co-Founder	Talksie
Priscilla	Burch	Founder/CEO	Fun Club, LLC
Marc	Burchman	Partner	MBP Insurance Solution
Michael	Burke, Jr.	Founding Partner	Gravel Road Partners
Gregg	Butler	Consultant	SCORE
Federico	Buvinic	Marketing Coordinator	TechAID Solutions
Josh	Cable	CEO	InventWood
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	Founder	KnickleKick
Delon	Canterbury	CEO	GeriatRx
Chuck	Canton	Founder and CEO	Sourcepass Inc.
Kan	Cao	Professor	University of Maryland
Kaitlin	Capobianco	Fellow Community & Recruitment Manager	Halcyon
Amie	Carabetta	Chief Revenue Officer	eSolutionsFirst
Joe	Carlin	Principal	Jonxeone Capital
Sue	Carr	President	CarrTech LLC
Steven	Castillo	Founder/CEO	Rxperius
Claude	Caupain	Owner Managing Consultant	Caupain Consultancy
Atreya	Chaganty	CEO	Mantrah
Raka	Chaki	Communications Specialist	RESCRIPT Your Story, LLC
Andy	Chalonec	Founder / Consultant	Cost Caddies
Allen	Chan	Founder	ALC Patent Solutions
Greg	Chancey	Principal	Strategic Startup Solutions
C. Janet	Chappelle	Founder and CEO	Wisdom Counselors LLCS
Chris	Chata	President	Ample Pro
Chandrima	Chatterjee	Co-Founder	S CUBE Trans Continental Group
Shankar	Chatterjee	CEO	S CUBE Trans Continental Group
Ally	Chen	Consultant	
Donghai	Chen	Business Development Director	Protheragen
Jerry	Chen	Marketing Associate	Opus8, Inc.
Pierre-Jean	Cherret	VP	Items International
Nelson	Chick	CAO	Foil Flyer
Bill	Chuong	Business Development Director	Maple Smart Control
Harriet	Church	BD Manager	Lend A Box
Karolina	Chwalek	Director	Frequency Therapeutics
Will	Classen	AVP	Colliers International
Douglas	Cline	CEO	Phantom Hound Studios
Richard	Codos	CEO	Sleepovation
Sylvia	Cohen-Kaminsky	Director of Research	IINSERM
Marcus	Cohn	CEO	Spectalix
Erica	Cole	Founder	No Limbits
Trey	Cole	Account Manager	Maennche Virtual CMO

ATTENDEES			
First Name	Last Name	Title	Company
Sherman	Coleman	Business Development	Frederick County Government
Bill	Collins	Chairman & CEO	The Collins Companies, LLC
Robert	Colorina	Director	AIAC Group
Brian	Colsell	CEO	Cheqbook
Dan	Conley	Active Angel Investor	Angels + Life.Sci Investors
Andrew	Coulter	Investor	Family Trust
Natalie	Cristo		Kalamaya Goscha
David	Cross	AssistantDirector	Towson University Venture Creation
Donivyn	Cruz		George Washington University
Leandro	Cumpian	Accountant	EcoAccounting
Devon	Cury	Director of Advanced Planning	FFG
Tanzeel	D	Consultant	Tydtec
Tom	Dailey	Founder	Dailey Strategic Advisors LLC
Dianne	Dain	Innovation Lead	World Health Organization
Carmine	D'Aloisio	President	Daloisio Global LLC
Edwin	Daniel	Co-Founder, COO	Taylor & Lawrence
Justin	Dank	VP, Enterprise Partnerships	Zeta Global
Nikita	Danwani		Schulich
Jim	DArcangelo	CMO	MomentFeed
Joe	Darcy	Principal	IDEA Fund Partners
Brian	Darmody	CEO	AURP
John	Daus	Managing Director	Property Improvement Enterprises LLC
Firaas	Deak	CEO	SIKEOLOGY
Hank	Dearden	Principal	Group 3D
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship
Sylvie	DeGrange	CEO	Alma Green Design
Leah	Del Percio	CEO	Trustate
Fannie	Delavelle	Europe Project Manager	Euroquity
Vince	Deng	Investment Director	Hankang Capital
Ssekimpi	Dennis	Co-Founder	Hya Bioplastics
Jevi	Deshati	Entrepreneur	Matris Technologies Inc
Bruce	DeShong	Founder	STEP Fusion Solutions
Ulyana	Desiderio	Director, BioHealth and Life Sciences	Maryland Department of Commerce
Shantanu	Dev	Co-Founder	Examd Inc.
George	DeVaux	President	DEVCO
Renee	Devine	Manager	Nationalgrid
Jerome	Di Giovanni	COO	Ignite Social Impact
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Talabiu	Diallo	Student	George Washington University
Bob	Dinkel	Director, Private Investor	Pierce Capital Partners
Richard	DiPippo	Partner	NFP
Jason	Dodier	VP	AlphaStruxure
Gered	Doherty	RSM	Teleflex
Tuochuan	Dong	Principal Biostatistician	Novartis Oncology
Michael	Doyle	Managing Director	Goldin Ventures
Bruce	Dunams	Managing Partner	The Innovative Advisory Firm, LLC
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
Chris	Dunn	Principle Consultant	CD Tech Marketing
James	Early	Managing Partner	Tamarack Advisory
Boris	Eibelman	Co-Founder	newsfetch
Howard	Eisenberg	Entrepreneur in Residence	Georgetown University
Robin	Elega	President	RevelHMI
Craig	Elias	EiR	150 Startups
Akram	Elzend	President and CEO	Revival Homecare Agency
Eric	Enig	President	Enig Associates, Inc.
Selcuk	Ergin	Business Development	Boza
Moha	Esla	Founder	PersonalNow

ATTENDEES			
First Name	Last Name	Title	Company
Ken	Espinosa	Coordinator	Towson University
Idongesit	Essiet-Gibson	Principal	The Idyeas Group
Alejandra	Estela	Corporate Business Strategist	Grability Inc
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Partner	DL Capital Partners Ltd
Ana Nur	Faizah	Management Trainee Intern	Central Bank of Indonesia
Christopher	Faranetta	Vice President	HyperJet Fusion Corporation
Vanessa	Felix	CEO	Vanessa Felix Communications
Ramona	Fellmy	Founder	21G
Nicole	Fellouris	CISO & Founding Team Member	Flipside Security
Diane	Feng		UVIC
Jessica	Feng		Georgetown University
Alicia	Field	Director of Events	Greater Reston Chamber of Commerce
Clare	Findlay	Co-Founder	Purple Demand Limited
Latrell	Fitchett	Owner	Promoting Love & Wisdom Childcare Center
David	Fitzpatrick	Marketing Director	Modus Create
Geary	FitzPatrick	President	Target Consulting
Patrick	Fleming	Principal	Hebron Capital LLC
David	Fogel	Managing Director	Swifton CFOs LLC
Marcelle	Folk	Founder	Wine Key Experience
Hernando	Fonseca	CRO	Grability Inc
Mao	Foo	Director	RealVantage
Lance	Ford	CFO	Commutyble
Jorge	Forgues	Partner	Forgues Consulting, LLC
Maryam	Fouladirad	Founder & CEO	fundii
Scott	Fox	CEO	OCSC
Edward	Frank	Business Advisor	Private
Harley	Frank	Managing Director	Rotor Capital
Darrel	Frater	CEO	TheClub
Lisa	Friedlander	Business Development	NEXT powered by Shulman Rogers
Sai	G	Director, Engineering	XWARE
Glen	Gaddy	Managing Member	Robin Hood Ventures
William	Galle	Principal	DPS
Christopher	Galloway	Advisory Board Member	Galloway Investments
Jeannette	Galvanek	Founder & CEO	CareWise Solutions
Elena	Gantvarg	Principal	Flint Capital
Iris	Gao		WCM
Leslie	Garcia		
Veronica	Garcia	CEO	BitLumens
Vanessa	García		American University
Michael	Gauer	CEO	ADVANCED LLC
Sam	Geldermans	Researcher	pitchdrive
Chuck	Genrich	CEO	Special Event Management Services
Richard	Gersten	Manager	PeakGersten Partners NNN
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
David	Giannini	Chairman	NysnoBio
Dawn	Gibson	Owner	PT&BS
Jessica	Gibson	CEO and Founder	Ariel Precision Medicine Inc.
Chris	Gildenhuis	Associate	Privet Capital
Keith	Gillard	CEO	Upper Stage Ventures Ltd.
JeanCarlos	Giron	Consultant	Smart
Peter	Gladis	Director Marketing Strategies	STAR Associates, Inc.
Robin	Glassberg	Founder	Diverse Techies
Surendra	Goel	CEO	Korenga, Inc
Jonathan	Goldfuss	Founder & President	Coproductions
Douglas	Goldstein	SVP, Business Development	Alphyn Biologics
Ángel	Gonzalez	Electrician	Port Authority of New York & New Jersey

ATTENDEES			
First Name	Last Name	Title	Company
Don	Goodwin	Advisor	Innovative Power LLC
Victoria	Gordon	Private Wealth Advisor	Goldman Sachs
Yuying	Gosser	Research Assistant Professor	The City College of CUNY
Dave	Gottschalk	Founder	Payback Digital
Michelle	Gouveia	Vice President	Sandbox Insurtech Ventures
Alexis	Grabar	Co-Founder & Executive President	CXB HUB
Greg	Grant	Partner	Shulman Rogers - NEXT
Daniel	Grassinger	Senior Manager Investment & Expansion	Bavarian US Offices for Economic Development
Craig	Green	Owner	TeamLogic IT of Reston & Tysons
Josh	Greene	CEO	The Mather Group LLC
Richard	Greene	President	RGA Venture Funding & Biz Advisory
Larry	Greenfield	CEO	BikeLaunch
Dwayne	Griffith	Program Coordinator	Halcyon Incubator
Jason	Grogan	Expat Ambassador	On-Site, Done Right
David	Grund	Founder	refle_X_tions
John	Grzymala	CEO	Family Office Advisory Services
John	Gu	MD	Theta logics
Vadym	Guliuk	Creative Director	Vadym Guliuk Photography
Tucker	Gumber	Founder & CEO	Free4All Fitness
Fred	Gumbinner	Managing Partner	G2 Develop/Keiretsu Forum
Kavita	Gupta	Success Coach	i3 Global Solutions
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Mark	Haas	CEO & Co-Founder	Association for Enterprise Growth
Michael	Habash	Founder	Ovechr
Jim	Hadley	Founder & CEO	Tiber Solutions, LLC
Ahmed	Hailat	CEO	AllOTjo
Janet	Hallahan	Partner	Practus LLP
Tetiana	Hamliy	Marketing Director	Itirra
Chris	Hamoen	Advisor	Nishe
Brian	Han	Deputy Director	KIC
Haidee	Hanna	COO	Argona Partners, Inc.
Michael	Hanson	Program Manager	ACTION Innovation Network
Tawanna	Hardy-Ventress	Small Business Advisor	Good Work Network
Kristine	Harjes	Investment Officer	Motley Fool Ventures
Angela	Harpalani	Partner	Dimensional Concepts, LLC
David	Harris		
Michael	Hartman	Senior Consultant	CliftonLarsonAllen
Claude	Hayn	Advisor	AdJumps
Jen	Hecht	CEO	The Dating Advisory Board
Daniel	Heimlich	On-Demand CMO	Heimlich Group
Michael	Helmicki	Executive	DLA Piper LLP
Arthur	Henderson	CEO	Affinity Networks, Inc.
Shoquana	Henderson	Sleep Tech	Sleep Unlimited
Peter	Henry	Managing Partner	Seed Milestone Fund
Keith	Herman	Funder	IPA Equities
Javier	Hernandez	Managing Partner	Business Rising LLC
Mi Jeong	Hibbitts	President	Robert & William, LLC
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services
Laura	Hill	General Partner	Phoenix Fund
Reyn	Holden	Head of Finance & Accounting	Truebill
Rich	Holloman	CEO	Mobodyne
Douglas	Holly	Principal	Eagle Management Group
Reggie	Holmes	Creative Director	Enthuse Creative
Alyse	Holstein	CEO	HPG Partners, LLC
Drew	Horn	Principal and Founding Partner	Greentech Minerals Advisory Group
James	Horris	Financial Consultant	Equitable Advisors
Jackson	Hou	COO	Stealth Startup

ATTENDEES			
First Name	Last Name	Title	Company
Serge	Hoyda	President & CEO	Clean Air Zone (CAZ)
May	Huang	Senior Manager	Taiho Oncology
Tony	Huang	Managing Partner	KISO Capital
Evan	Huddleson	CEO	Happy Hour Software, Inc
Robert	Huey	President	Huey & Associates, P.C.
Michelle	Hunt	Student	Montgomery College - SMLP
Mike	Huska	Chief Technology Officer	Vistra
Danny	Huynh	CEO	UAE
Paul	Iacovacci	CEO	Enascor
Stephane	Ifrah	Director of Operations	Clean Air Zone (CAZ)
Omobola	Imoisili	Founder	Teni & Tayo Creations
Linda	In	Founder	HeadStrong Branding
Maria	Inês	Consultant	PT
Farooq	Irfan	Social Media Marketer	SocialPsy
Chibueze	Izugbo	Founder & CEO	Ebeosi
Melissa	Jasmin	Executive Support Partner	The Acceleration Group
Guillaume	Jaulerry	CEO	O Company
Kenneth	Jayne	CFO	America's United Medicare Advisors
Poorani	Jeyasekar	Partner	Celerity
Raj	Jeyasekar	Techie	Qurious Consulting
Hubin	Jiang	CEO	Wiowise, LLC
Brian	Johnson	CEO	CarBlip
Christopher	Jones	Founder and CEO	The Millennial Foundation
Randy	Jones	Wealth Manager Advisor	First Financial Group
James	Joseph	CEO	ELATED, INC.
Mary	Joseph	Senior Associate	GreenHouse Capital
Vinai	K	Head of Executive Support Team	Future Tech
Anna Hope	Kabongo		Willamette University
Murali	Kalavapudi	Principal	Envirosys Technologies, LLC
Jill	Kaminsky	Real Estate Broker, Angel Investor	Long & Foster
Marcel	Kaminstein	Director	MediaLab
Madelle	Kangha	Founder	Jumpstart Innovative Solutions Inc.
Michael	Kapoor	EIR	Shatter Fund
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Amir	Karahasanović	Sales and Client Relationship Manager	Restart d.o.o.
Anil	Karmel	CEO	C2 Labs
Alec	Karys	CEO	Genesis Inc
Paul	Kashchy	VP & Sr. Business Relationship Manager	City National Bank
Tom	Kastner	President	GP Ventures
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group, LLC
Evan	Kaufman	Executive Director	Southeast Fairfax Development Corp
Christian	Kayemba	Vice President of Finance & Operations	JJI Supermarkets & Wholesale
John	Kealey	Investor	
John	Keefe	Chief of Staff	P3iD Technologies, Inc.
Charles	Kerbage	Vice President , Research & Development	Convergent
Howard	Kern	Advisor	Wedbush Securities
Joe	Kessler	Managing Partner	Next-Stage Development Group
Seth	Kessler	Partner	HORIZON20/20
Stephan	Ketterer	Engineer	
Aumair	Khalid	Private Banker	Stone Creek Global
Afar	Khan	CEO	ayfar.co
Bilal	Khan	Technical Manager	SofyusTechnologies
Rafi	Khan	Senior Associate	Open Minds
Amit	Khanna	Head of Product - Health Cloud	Salesforce
Hnin	Khine	Consultant	Elosense
Pavel	Khrimian	Co-Founder & CBO	Deka Biosciences, Inc
David	Kim	CEO	Milesend

ATTENDEES			
First Name	Last Name	Title	Company
James	Kim	Vice President	Enig Associates, Inc.
Darren	King	Manager	Kentucky Select Fund LLC
Roy	King	President	Smell Check
Dale	Kirkwood	Aspiring CEO	
Tom	Klaff	CEO	Revolution Cooking
Neil	Kleinberg	CEO	DiliVer
Jay	Kline	MS Biotechnology, Entrepreneurship Track	Georgetown University
Martin	Koev	Managing Partner	Koev Brothers
Mari	Koivula	Coach	Mindworks
Ryan	Kole	Partner	VCapital
Dinete	Kollanur		Dinkysweg
Tom	Komuro	Industry Analyst	Forbes Japan
Carlos	Kondratowicz	Business Developer	induSoftware
Jasmin El	Kordi	CEO	Magic Blue LLC, dBa Mblue Labs
Aleksander	Korzynski	Business Development Manager	Atinea.com
Cem	Kosmaz	Partner	Habit.com.tr
David	Kratochvil	Managing Partner	Vista Capital Advisors
Steven	Krawczyk	Director Research & Strategy	IP Checkups
Steven	Krawczyk	Consultant	IP Checkups
Andy	Krumel	CEO and Founder	BTW Doc, Inc.
Kaymok	Ku	Managing Partner	Gobi Partners
Andrew	Kuhn		Tensility
Anil	Kumar	Engineer	deephouse.io
Sathish	Kumar	Partner	SBSS & Associates, Chartered Accountants
Uday	Kuncha	CEO	Business Alliance Intelligence, inc
Marty	Lacoff	Co-Founder, Chief Strategy Officer	SleepOvation
Ben	Laimon		
Farrakhan	Lampzey	Founder	All about Value
Jeniffer	LaRocca	Account Executive	MC&A DMC
David	Lashmanov	Account Executive	TaskPace AI
Kalpesh	Lathiya	CEO	King Sales
Kelvin	Lau	Branch Manager	M&T BANK
Deborah	Laurie	Prophecy IoT	Godlan, Inc.
Justine	LaVoye	Director of Marketing & Communications	Cognoptix
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions, LLC
Esther	Lee	CEO	Refraction
Matthew	Lee	President	KoBE Government Contracting Alliance
Shannon	Lee		HP Labs
Steven	Lehat	Principal	Regulatory World
Sarah	Leners	Venture Capital Senior Associate	Bull City Venture Partners
George	Letscher	Principal	Swish IP Consulting
John	Lever	President	Blue Print Consulting Group
Adam	Levin	CEO	Information Experts
Joy	Levin	President	Allium Research and Analytics
Lena	Levine	CEO	Forcoda
Katarzyna	Lewczuk	Senior PM	SelectUSA
Steve	Lewis	Federal Sales Executive	Self
Jiahui	Li	CEO	Fantastic Beasts Limited
Michelle	Li	Investor	Sphere 5200
Xueke	Li		King's College London
Donovan	Libby	Managing Member	TLG Global LLC
William	Lin	VP	Pickwick Capital Partners
Jason	Lipka	Director	Principal
Gary	Lipsky	CEO	Galactica Labs
Tosha	Littles		
Lulu	Liu	Director	LULU LIU London
Cody	Locke	Co-Founder	Ignite Social Impact

ATTENDEES			
First Name	Last Name	Title	Company
L.	Loerchner	Chief Commercialization Officer	University of Waterloo
Bradley	Love	Advisor	Kang Capital
John	Loveland	Global Head Cyber Security, Strategy & Marketing	Verizon
Pam	Lubel	Vice President	MTC
Dennis	Lukey	Vice President	AKIMA
David	Luftglass	CEO	Acronyminvestment Inc.
Sud	Luthra	Founder	Tipboxme
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Tony	Ma	President	Benten Technologies, Inc.
Jacques	Macaire	Founder & Director	HUMANBE
Mac	MacLure	Managing Director	Baltimore Arts Realty Corporation
Corey	MacPhee	VP Sales	Clean Air Zone
Emilia	Maia	Sales Manager	TBD
Teddy	Maley	Co-Founder	ShareTyme
Musinguzi	Mark Musiimenta	Team Lead	Hya Bioplastics
Donald	Marron	President	Marron Alpha
Augusto	Martinez	Partner	B2B CFO
Emanuel	Martinez	General Partner	GreenHills Ventures
Giovanni	Martinez	Head of LATAM Region	Mind the Bridge
Ronnie	Martinez	VC Analyst	CEAS Investments
Marcel	Matějka	CEO	PPROI Services sro.
Claude	Mathews	Principal	Blue Hat Producer Services, LLC
Irene	Matkovska	Global Partnership Lead	Devtorium
Antonio	Matos	CEO	Fonz
Brent	Matterson	Analyst	Good News Ventures
Alexander	Matytsine	Project Manager	CXB HUB
Karim	Mawji	CEO	ComputerLand (U) Ltd
Ann	Maydu	Software Tester	PGSC
Anthony	McClelland	Community Manager	Refraction
Tara	McCool	Founder	Tara McCool Consulting
Tracy	McCullom	CEO	The Nolan Group
Donnie	McDaniel		National Glazing Solutions
Pete	McDonald	SVP, Startup Services	PacWest Bank
Katie	McKenzie	Growth Manager	ThinkNimble
Mark	McLindon	Managing Partner	Beach Mill Partners
Mark	McMahon	Founder	Non Profit Village
Don	Megrath	Managing Director	VectorPoint Ventures
Brian	Mehnert	COO	Connected Services
Amit	Mehra	Managing Partner	NOVI LLC
Haripriya	Mehta	Software Engineer	Audible
Mike	Mendelsohn	Senior Advisor	Trustate
Robert	Mendralla	President, Investor	RM Enterprises
Senne	Mennes	Co-Founder	ClauseBase
Randy	Mersky	Partner	Plexus Promotions
Jomy	Methipara	Partner	Dickinson Wright PLLC
Edward	MFV	Co-Founder	My Friend Violet
Mia	Mialala	Web Content	lala
Stefan	Midford	President & Founder	Capango, Inc.
Vlastislav	Mika	COO	PPROI Services sro.
Sergey	Mikhol	CTO	Surenet Technologies LLC
David	Miller	CEO	Beacon Building Co LLC
Greg	Miller	Owner	Hayland Advisors LLC
Richard	Miller	Managing Director	Pro-Office Support, LLC
J	Miranda	Director of Student Services	Keiser University
David	Mitchell	Senior Partner	Desired Outcomes Consulting, LLC
Jody	Mitchell	Founder	Directed Analytics
Stuart	Mitchell	Agent	New York Life

ATTENDEES			
First Name	Last Name	Title	Company
Bill	Moher	CEO	Complexity
Curtis	Moiles	Business Development	GreenHills Ventures
Shahab	Moloudi	Relationship Banker	City National Bank
LT	Montgomery	Founder	Wellthee Living
Nathan	Monty	Co-Founder and CEO	Enamel Pure
Sabrina	Morales	Marketing Manager	Cooley LLP
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
Katherin	Morille		VCapital
Susan	Moring	Associate	Cortado Ventures
Brent	Moss	Co-Founder	Directed Analytics
Alexandra	Moxin	CEO & Founder	Advance Tech Media
Kateryna	Mueen	CEO	Orphans Chance
Shin	Mukai	Postdoctoral Research Fellow	44 Washington Street
Timur	Mukminov	Founder	Voxograph
Scott	Murdoch	CEO/Founder	TrafficGenius
Marie-Louise	Murville	CEO	Delight Me, Inc.
Jerry	Muszynski	President	JMBN Industries, Inc.
Dan	Myers	Partner	42Phi Ventures
Nashema	Myrie	Team Lead	OSL
Michael	N	CEO	Itirra, LLC.
Charles	Nahabedian	CEO	VideoKall, Inc
Silvana	Nani	Principal	Korabi Consulting
Frank	Nauer	Director of Risk and Compliance	Blueprint Consulting Group
Kelly	Navickas	Consultant	Navickas Consulting
Sarfraz	Nawaz	Senior Manager, Product Management	J&J
Kevin	Neal	CEO	P3iD Technologies, Inc.
Laura	Neuman	Entrepreneur	
Ronald	Newcomb	CEO	The Fantasy Network
Jaquelyn	Nguyen	Student	UCI
Khanh	Nguyen	Student	American University
Mike	Nicoletti	General Partner	Top Mark Capital
Predrag	Nikolik	Senior Software Engineer	Wolters Kluwer
Claude	Nogard	CEO	ErgoSuture
Paul	Nolde	Managing Director	Riverflow Growth Fund
Michael	Novak	Director	Open Voice Network
Fidel	Nwaefulu	Digital Marketing/ Content Team lead	Ebeosi
James	O'Hora	Business Development Director	Rellevate
Pelumi	Olatinpo	Founder	Postagraph
Bill	Oldham	Chairman	Thought Leadership & Innovation Found.
Sungeun	Oller	Analyst	Trp
Romance	Olumee	CEO	Derm to Door
Nasuh	Onal	Co-Founder	LUNANO INC
Bertin	Ondja'a	Global Managing Principal	Emerging Cities International -ECI
Brian	O'Neil	Tech	O'Neil Services LLC
Guc	Ozenci	Co-Founder, Investor & Mentor	Peoplise, SlashPay, ShopUpStories, Prisync
Hakan	Ozsancak	EVP	Washington Institute
Julide	Oztap	Director	Institute for Private Investors
B	P	Tax Accountant	SnyderCohn
Jimi	Page	President/CEO	Page Global ™
Estefania	Palomino	Founder	Aleph Leadership Corp.
Amit	Pamecha	Managing Partner	Amva Partners
Kumar	Pappu	Architect	Swingtech
Lona	Parad	Startup Intern	Thesis Couture
Tony	Parchment	Founder	Upstart Connectors, Inc.
Don	Pare	Chairman	RvC inc.
Jean-Luc	Park	Founder	Ferrum Capital
Adam	Parsons	CEO	Futura, Inc.

ATTENDEES			
First Name	Last Name	Title	Company
Ray	Paseur	Consultant	Iconoun
Devika	Pathak	Co-Founder	Northern Climate Pathways
Jennifer	Patrick	Business Development Executive	BTR International
Charles	Patterson	Investment Analyst	Barca Capital LLC
John	Paty	Founder/Principal	Geostrategic
Greg	Payne	Principal	Emerging Market Enterprises
Chris	Peabody	Chief Strategy Officer	Networking For Future (NFF)
Kushtrim	Peci	President	Fonero LLC
Frank	Pedulla		boneplayer.com
Blake	Pennington	Senior Associate	Fusion Fund
Steven	Pennington	Owner	Pennington Group
Eduardo	Pereira	Partner & Investment Officer	Rosebud Investments
Justin	Peter	Manager	TM
Raymond	Peterson	CEO	DNA Analytics
Matthew	Philistine	Independent Licensed Ins. Agent & Copywriter	Self Employed
Mali	Phonpadith	CEO	SOAR Community Network, LLC
Jacob	Pinkert	Consultant	Darwinian Ventures
Alexandra	Pinto	Founder	Hoursec Enhancing Computing
Brian	Piotrowski	Accounting & Finance Recruiter	Focused on CFOs, Controllers, PE/VC,SaaS
Alexandra	Pitigoi	Managing Director	CIO Show
Mark	Poid	CTO	SurePassID
Roli	Points	Head of Corp Dev	Sourcepass
Sathibalan	Ponniah	CEO	Immune Analytics LLC
Leslie	Poole		LEPoole Group
Jim	Porterfield	Owner & CEO	CBPro
Mary	Potter	Director	Healthcare Angels
Jeffery	Potvin	Founder/GP	Supporters Fund/OPN
Corinne Marie	Pouliquen	Partner	Berenato & White, LLC
Aravindh	Prasanna	CEO	Findroids
Posie	Preston	Founder	Front Line Robotics
Roland	Probst	Chief Innovation Officer	ACUITYnano LLC
Dave	Quigley	President	Oliventures Inc.
Phil	Rader	BD Manager	Early Growth
Joseph	Rafferty	CEO	VESTECK, Inc.
Vibin	Raj	Sr. BDM	Dima Business Solutions
David	Rama	Founder	Chefid
Matthew	Rappaport	Managing Director	IP Checkups
Gautam	Ratthalli	COO	ReveMax Inc
Joe	Reddix	President and CEO	The Reddix Group, LLC
Allen	Redwing	Founder	Bookscribs
Julia	Reiter		Jobkick Career Advisory
Riley	Repko	CEO	Trusted Cyber Solutions, LLC
Catherine	Rhee	Partner	
Victor	Rhoder	Director	AtWork Systems, Inc.
David	Richards		VCapital
Kathryn	Riek	Partner Outreach Analyst	FarShore Partners
Nisaa	Robertson	Health Insurance Advisor	USHealth Advisors
Renee	Robinson	Founder	The Celerity Group
Olivia	Roguz	Executive Assistant	Lulu Liu London
Anne	Rosenblum	Business Investment Manager	Fairfax County Economic Dev Authority
Laurence	Rosenfeld	CEO	Sage Communications
Amanda	Rosentel		New Journey Coaching
Andrea	Ross	Investment Advisor	RBC
Christopher	Ross	Managing Director	Truist
Tim	Ross	Partner	BDO USA LLP
Steven	Roth	Partner	CM Equity
Todd	Rowley	Market Executive	ODNB

ATTENDEES			
First Name	Last Name	Title	Company
Don	Russell	Founder, President & CEO	IndyBuild Corp
Yan	Rybachenko	CEO	Umbrosys
Michael	Ryer	CEO	GreenInvest LLC
Kristian	Rygh	Co-Owner	Findroids
Vikram	S	AI Head	FusionX
Carl	Sadowsky	CMO	Cognoptix
Louise	Salas	Co-Founder	Missing Link, a podcast media company
Anthony	Saleh	CEO	MiRecule
Rovaida	Saleh	CEO	CynosureConnect
Umit	Sami	CEO and Founder	Qabacus Corporation
Natasha	Sampson	Director	Always Supporting People Ltd
Alex	Sandulescu	Senior Advisor	Smart Crypto LLC
Lucas	Santos	Founder	Private Startup
Liz	Sara	Founder & CEO	Best Marketing LLC
Lili	Sargsyan	Manager of Marketing	Snyder Cohn, PC
Siamak	Sartipi	Co-Founder & CEO	AlertPass
Rosemarie	Savino	COO	Gravatate
Athena	Scalise Waitt	Wellness & Success Mentor & Speaker	Wise Oils Wellness LLC
Limor	Schafman	President	KTG
Gerald	Scheinman	Financial Services, Angel Investor	New York Life
Hal	Schild	Co-Founder	PrimeFocusCreative
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Paul	Schmitz	Owner/CEO	Corner Office Coach
Judy	Schramm	CEO	ProResource, Inc.
Alan	Schulman	CEO	
Garth	Schulz	EVP	Greffex, Inc.
Robert	Schumann	CEO	Blue Vigil LLC
Richard	Scott	CEO	Pi Omni Media, LLC (dba PiOmniTV)
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Joseph	Sebsibe		
Sergios	Sergiou	Owner	North London Hardware & Software Support
Claire	Sha	Partner	AriMed Advisors Ltd
Mario	Shaffer	Principal	HIG Capital
Ronak	Shah	Director	Agile Infoways LLC
Joseph	Shair	CEO	Cookin
Max	Shapiro	CEO	PeopleConnect Staffing
Deepak	Sharma	CEO	Anjay Venture Partners LLC
Kumar	Shash	Partner	RMK Scale Venturew
Jay	Shenawy	Founder/CEO	Venuoz
Ron	Sheridan	Founder	MIBooks.app
Becky	Shewbridge	M&A Lead	Opus8, Inc.
Jeff	Shon	Partner	REDDS Capital
Evan	Shubin	President	Results.now, Inc.
Vincent	Sica	Principal	Sica Ventures LLC
Steve	Sills	President	ISCFI
William	Simpson	President and CEO	DisposeRx, Inc.
Sujata	Singh	Sr. Associate of Strategic Partnerships	KiwiTech
Steven	Sklaar	Membership Director	IPI
Maggie	Slater	CEO	Aliferous Technology
Daniel	Sloan	Co-Founder / Head of Investment Committee	Future Tech
Marcus	Smith	Co-Founder	Axon Collective
Stanley	Smith	Director of Investments	Dingman Angels
Otha	Smith III	CEO & Founder	Tetragram
Edward	Snyder	Principal	Snyder Cohn, CPA's & Trusted Advisors
Konstantine	Sofer	Managing Partner	Intelligentum, LLC
Jeshua	Soh	Entrepreneur, Investor	Startupmedia
Tom	Solitario	Corporate Development Executive	Tom, Inc.

ATTENDEES			
First Name	Last Name	Title	Company
Steven	Solomon	Consultant	American Cyber LLC
Hua	Song	Owner	Pfizer HSYK Center
Henry	Soo	Founder & CEO	Settley Technology Corp.
Paul	Sorkin	CEO	PerfectBalanceInvestments
Manuel	Späder	Investment Analyst	Iris Capital
James	Spargo	SVP	SPARGO, Inc.
Valerie	Spencer	Director of Business Development	Didlake, Inc.
N J	Sperling	Founder	Worldclassconnections.com
Robert	Spertell	Managing Director	Boustead Securities
Ajay	Srivastava	President	eKuber Ventures Inc
Akanksha	Srivastava	Associate	Kiwitech
Melinda	Staab	Co-Founder	the SHE VIP
Sid	Stanton	Program Manager	Lumen
Michael	Steiner	Executive Director	BEST Robotics
Alexander	Stolz	North America Business	Ekran System
Gisele	Stolz	Business Incubator Director	George Mason University
Robert	Stone	Consultant	
Sulaiman	Sulaimani	Managing Director	Tristate Capital Financial
Molly	Sullivan		Georgetown University
Jing	Sun	CEO	Enlite
Adam	Suri	President	CDNS
Sean	Sutherland	Director of Accounts	Kapowza
Tom	Swanson	Managing Director	Unicorn Group
Chris	Szentmiklosy	Business Performance Advisor	Insperty
Paulina	Szyzdek	Venture Capitalist	
Aksaraphak	T.	Owner	Real estate business
Zale	Tabakman	President	Local Grown Salads
Venkat	Tadakamalla	President	IT SYS, INC.
Terence	Talerman	Co-Founder	OnShyft.com
Michael	Tan	Co-Founder	Transit Protocol
Marcus	Taylor		
Rich	Tehrani	CEO	RT Advisors
Urvi	Tejani	Founder	Red Carpet Rocks
Emma	Tello	Founder/Consultant	Tello IP Services
Samir	Tendulkar	CEO	Khal.com
Chris	Thomas	CEO	Reach High
Egle	Thomas	Managing Director	Stratergix GmbH
Mika	Tienhaara	CEO	ROCSOLE
Angela	Tise	Regional Director	CFO Leadership Council (CFOLC)
Mislav	Tolusic	Partner	Aim13 CVP
Chris	Tomseth	Co-Founder	SkySquad
Pamela	Toole	Lead Employer Outreach Consultant	SEEC
Terrence	Tormey	CEO	Xenon-VR.com
Alex	Trader	Relationship Manager	Truefit
Kirsten	Treadwell	Director of Programs	NOVA Chamber of Commerce
Grace	Trofa	Designer	GraceDiMeglio
Oscar	Trujillo	Lead Tech Consultant	Lite Injen Labs
Maarten	Truyens	CTO	ClauseBase
Wai	Tsang	Principal	I/E/I
Andy	Tucker	Partner	Nelson Miullins
Anyck	Turgeon	CEO	M-CAT
Scott	Ukrop	Managing Director	NRV
Madhvi	Upender	CSO & Co-Founder	Awarables
Dennis	Van Dusen	CTO	Novel1
Richard	Van Horn	Founder	Pseudo-NYM
Rob	Van Peer	Co-Founder, Co-Owner, Board President	Findroids
Karl	Varner	Managing Director	Varner International Group

ATTENDEES			
First Name	Last Name	Title	Company
Carlos	Vassallo	COO	PlanetM
Roy	Vella	Managing Director	Vella Ventures
Sora	Vernikoff	Speaker, Author, Weight-Loss Coach	Green Mind Management Company LLC
Robert	Verrone	Principal	Iron Hound Management
Jacob	Vincent	CEO & Co-Founder	Sorrel Inc.
Deidra	Viney	Owner	Express
Albert	Vita	Founder	
Mike	Vitagliano	Founder	The Digital Evangelist
Frank	Vito	Attorney	Vito Law, LLC
Adam	Wachter	VP	Institute for Private Investors
Carl	Wallace	CEO	MeBot, LLC
Michael	Walsh	CEO	GlobalCitizen.One
Delroy	Walters	Principal	Baobab Consultancy, LLC
Dong	Wang	Co-Founder	Enrich Therapeutics Inc.
William	Wang	Reseracher	University of Montreal
Earl	Warrington	President	Government Sales and Consulting LLC
Mike	Watson	CEO	MirunInvest
Quran	Watts	Investor	
Ron	Waxman	Director	Astute-Sourcing
Joseph	Weaver	CEO	Global Design, Inc
Arnold	Webster	CEO	CRISP LLC
Barry	Weinbaum	Financial Services Professional	New York Life
Yibo	Wen		
Eric	Wendler	Director of Business Development	Grant Thornton
Noah	Wexler	Co-Founder & CEO	Bescene.ai
Amber	Whetstone		
Ann	Whetstone		
Lisa	White	Principal COO	KWWorks Software Development
Theresa	Whitfield	VP, Marketing Communications	Ethno Media Group
Susanne	Wilke	President and CEO	Cognoptix
Dave	Will	CEO	PropFuel
Antony	William	Business Development Executive	One Island Investments Private Limited
Hugh	Williams	Vice President	Sara's Topsy Pies
Pete	Wills	Managing Director	Manport LLC
Cristofer	Winter	Partner	The Peak VC
Will	Wong	Sales	NCAMEO
Ben	Woo	CEO	Neuralytix
Mark	Woodbury	CEO	Upward Exits
Carl	Wooten	CEO	GivGo
Jon	Wu	VP	Xnergy Financial
Nkozia	X	CEO	Moor
Sarah	Xu	Director	Weiss Consulting Group
Nina	Yablonska	CEO	Hemp Textile Ltd
Chris	Yaen	Associate	Arent Fox
Albert	Yam	CEO	Convoy Healthcare
Khanasin	Yamnuat	Tech Evangelist	G-Able Company Limited
Bo	Yang	VC investor	VU Venture Partner Fund
Johnny	Yang	Mentor	MIT
Yigang	Yang	Managing Partner	WaterStar Capital LLC
Zhiyong	Yang	CEO	FZata, Inc.
Wayne	Yearwood	Creative Director	Dynamic Visions Graphix
Simon	Yi	President	PhysioCue
Mark	Young	Partner	MAY Enterprises, LLC
Johnny	Yun	Wealth Mgt/ Exit Planner	RBC
James	Yuschik	CFO	Acronym Investment
Sofia	Zabiiaka	Marketing Specialist	Vantino
Theo	Zacharis		bioGLOT Ventures

ATTENDEES

First Name	Last Name	Title	Company
Evgeniya	Zaporozhets	Head of the Office	Vantino
Zayed	Zarrouk	CFO	Phantom Hound Studios
Annie	Zeng	Senior Associate	Bernstein
Richard	Zhang	Venture Associate	Pillar VC
Tammie	Zhao	Founder	JGC Productions
Michael	Ziadeh	CEO	Eze Products, inc.
Skylar	Zimmerman	Executive Assistant	Lore Systems
Simon	Ziobro		FD
Dan	Zipper	Client Solutions	10Pearls

THANK YOU TO OUR COACHES



DAVID GIANNINI
CEO
CirrusWorks



LAURA HILL
General Partner
Opus8 Phoenix Fund



GEORGE HONDROS
Director,
Business Development
BDO USA, LLP



ALIYA HULSE
Founder & CEO
MWM Systems



MIKE LABRIOLA
Partner
Wilson Sonsini
Goodrich & Rosati



INES LEBOW
CEO
Enterprise
Transformation Solutions



MARISSA LEVIN
Founder & CEO
Successful Culture International
[@marissalevin](#)



BOB LONDON
CEO, Founder & Chief Listener
Chief Listening Officers
[@londonink](#)



JET LU
Director, Digital DevOps
Baltimore City



MALI PHONPADITH
Founder & CEO
SOAR Community Network



MIKE RIEMER
Entrepreneur in
Residence
ABJJ Digital + IIoT Labs

PARTNERS



Angels + Life.Sci Investors

