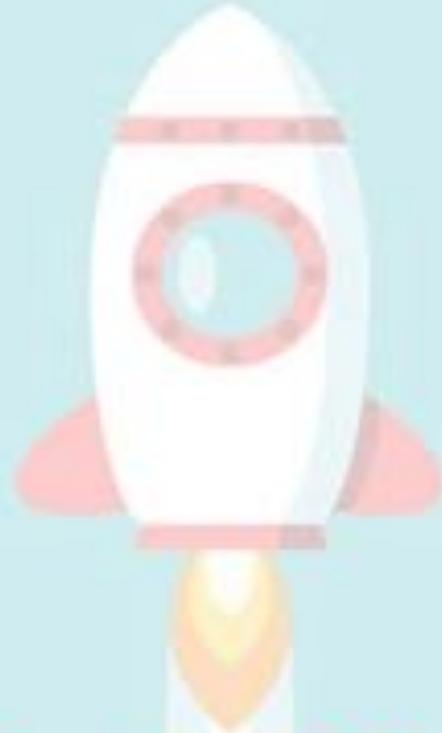


Big  Idea
CONNECTpreneur

Investor Network



**Virtual Rocket Pitch
+ Power Networking**

May 27, 2021

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, MAY 27, 2021

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

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

-TIEN WONG, Founder and Host, CONNECTpreneur Community

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

11:15-12:25pm | ROCKET PITCH SESSION

Companies will be introduced by:

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

-MARK HAAS, CEO, Association for Enterprise Growth

PRESENTING COMPANIES:

- **Accelerant Manufacturing – Grant Schuster**
- **Boski Air – Hooman Banaei**
- **CargoLabs – Jake Spradling**
- **Digi-Dibia – Affiong Osuchukwu**
- **CleanFiber – Jonathan Strimling**
- **Elevate Holistics – Stephen Stearman**
- **Identify Sensors – Greg Hummer**
- **Intelligent Fluids – Christian Roemlein**
- **iVault – Arman Sarhaddar**
- **Ivy Camps USA – Danny Hundert**
- **Kyndoo – Kelly McDonald**
- **Radiate Buzz – Dan Frumkin**

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

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' s 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.



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

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

Value Proposition

Accelerant Holdings (“Accelerant”) provides cannabis automation equipment at no cost to customers in exchange for a long term per unit contract (similar to Xerox Copiers or SaaS platforms i.e. Salesforce).

- Picks and Shovels business allows for participation in the rapidly growing Cannabis industry without legal financial conflicts (IRS 280E).
- Tremendous upside based on SaaS/PaaS comps

Company Background:

Accelerant was established to provide the legal Cannabis industry automation and related products with a focus on Production as a Service (PaaS) whereby the company is paid on a per unit basis. The Accelerant corporate structure can manage various types of partnerships to optimize for commercializing both original and licensing opportunities for equipment and product offerings. For example, Accelerant Holding owns Accelerant Manufacturing, a PaaS pre-roll machine, The PRO, that can produce 2-3K joints per hour. The PRO provides inline production joint automation with superior speed, precision and quality.

Leadership Team:

Exits: 33+, \$8B I Capital Raised: \$6.5B I Mergers & Acquisitions: 53+, \$30B

- Michael Borom - Chairman & Co-Founder
- Grant Schuster - CEO & Co-Founder
- Alan Ellman - COO & Co-Founder
- Bob Archer - Engineering
- Matt Kelly - Engineering
- Jacob Dooley - Operations & Marketing

Products/Services:

We provide automation at no CapEx to Cannabis companies who produce joints. Joints are the second highest market share in the Cannabis Industry and growth outpaces the broader market. Labor is the highest contribution to COGS for Joints and regularly exceeds \$0.30 per unit. With cost of capital exceeding 15%, a Production as a Service model eliminates the carrying costs associated with capital purchases.

Technologies/Special Know-How:

Our joint machine is Patent Pending and is more precise than the competition and is applicable to a wider range of customers given the modular design.

Market:

Legal Cannabis Market forecasted to be \$41.6 Billion by 2025 and CAGR of 20%+
2020 joint sales grew 47% YoY in established markets
Cannabis pre-rolls have 10%+ market share

Distribution Channels:

Continue selling via direct sales team to single & multi-state operators
Capitalize on expansion opportunities with MSO's
Canada distribution & servicing partnership
Industry Conference MjBizCon in October

Competition:

Futurola and StmCanna knockboxes require multiple low level workers and use volume based weigh systems leading to inconsistent pre-rolls.
JuanaRoll and Pre-Roll-ER pre-roll machines cost 300K to 400K, take ~7 -10 years to pay back and often become expensive paperweights due a misalignment of incentives between the OEM & customer.

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	2,545	8,233	16,988	27,423	33,722
EBIT (dollars in thousands)	1,203	5,960	12,897	22,092	32,346

Quick Facts

Company Name: Accelerant
Contact: Grant Schuster
Address:
 1800 Purdy Ave
 Miami, FL 33139
Phone: 443-604-5516
Email:
 grant@accelerantmanufacturing.com
Website:
 www.accelerantmanufacturing.com
Industry: Cannabis
Domain: B2B Ancillary Services
Bank: Bank of America
Number of Employees: 8
Leadership Team:
 Chairman: Mike Borom
 CEO: Grant Schuster
 COO: Alan Ellman
 Marketing: Jacob Dooley
 Engineering: Matt Kelly
 Engineering: Bob Archer
Amount of Financing Sought:
 \$1M Convertible Note
 20% Discount - 8% Interest
Current Investors: \$1.75MM Private
Use of Funds:
 Ongoing machine deployment, marketing & sales

Hooman Banaei, PhD
 President & Founder
Hooman.Banaei@BoskiAir.com

INDUSTRY
 Air Quality and Sanitation

OF EMPLOYEES
 11

BANK
 Bank of America

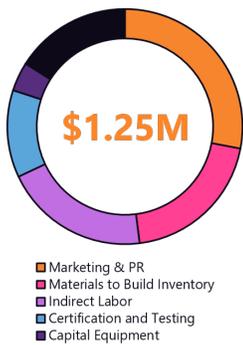
ACCOUNTANT
 Withum

LAW FIRM
 IP - Brinks Gilson & Lione
 Corporate - BrewerLong

FUNDING NEED
 \$1.25M Seed

Terms
 33% Preferred Stock with 2X preference paid from quarterly EBITDA

USE OF FUNDS



BUSINESS DESCRIPTION: Boski revolutionizes close-proximity air sanitation as the missing link for safe post-pandemic gatherings using its patent-pending proprietary optical-fluidic UV-Air-plate technology that maximizes deactivation of pathogens in air in real-time, in a very compact device only slightly larger than a cellphone.

COMPANY BACKGROUND: At the onset of the COVID-19 pandemic, Boski was born of the collective engineering talent that our president and founder, Hooman Banaei (with MSc and PhD degrees in optical and electrical engineering from the University of Central Florida), has been leading since 2015 in the field of optical components and devices.

MANAGEMENT: **Hooman Banaei, PhD** has over 11 years of technical experience with optical materials, components and devices. He has also been a part of a 30-year-old family-owned manufacturing business learning and helping international-scale business execution. **Rob Robinson** with educational background in business administration and over 7 years of experience with consumer product sales and e-commerce, leads our e-commerce and Amazon sales activities. **Brennan Farrel** with business administration background and 13 years of B2B sales experience, leads our B2B sales and business development. **Darius White** with MBA and manufacturing engineering and project management degrees, leads our supply chain (including contract manufacturers), lean manufacturing systems.

PRODUCTS/SERVICES: Boski manufactures very compact air sanitation devices with almost full real-time air disinfection for close proximity uses. As a Minimum Viable Product, Boski has also produced and sold over 1,700 units of a table-top air sanitation device using traditional UV-C light bulb products.

TECHNOLOGIES: Boski has a proprietary (patent pending) UV-Air-plate design combining the best of fluid mechanics and optics to maximize the interaction between air and UV light in a compact space within a fraction of a second for almost full air disinfection. As a Minimum Viable Product, Boski has also produced table-top air sanitation devices using traditional UV-C light bulb products.

MARKET: Markets for close-proximity air sanitation devices span from colleges and universities, business buildings, government offices, and point of sales in retail stores to restaurants, bars, and hotels as well as transportation (airlines, shared rides) and entertainment (casinos and cruise) industries. In addition, our cellphone size air sanitation units are applicable to individual professionals and consumers for professional business meetings or meals and social gatherings. We estimate a total TAM > \$5B in the US. Given the difficult stage of the COVID-19 pandemic in most places of the world outside of the US and a few other countries, international markets for such products are remarkable too.

DISTRIBUTION CHANNELS: Aside from direct B2B sales to large organizations, Boski partners with B2C professionals through outsourced sales and marketing and also with local international distribution partners (Dubai, South America, Europe) for international market development.

COMPETITION: Indirect competition includes HEPA filter, UVC and ionization devices for HVAC systems. Such systems are often considered as a less expensive first solution by organizations, although the effectiveness for virus deactivation is very low. More direct competition is with medium and small-size air purification devices that often either have no virus kill mechanism (only HEPA) or very low virus deactivation due to traditional limitations that space and simple airflow impose. Boski provides a much more effective solution within the same and smaller spaces, thanks to our patent-pending optical-fluidic UV-Air-plate technology.

FINANCIAL PROJECTIONS: (unaudited, dollars in thousands)

Note: financial projections are with the assumption of no infrastructure expansion in Boski, and mainly outsourced work with only the core optical module manufactured by Boski.





CargoLabs Inc.

Company Name:

CargoLabs Inc.
<https://CargoLabs.org>

Address:

43102 Kimberley Court
Leesburg, VA 20176

Contact Information:

Jake Spradling
jake@cargolabs.org
TEL: +1 571 - 258 - 7211

Funding:

Founders: \$40,000
Family: \$25,000 (Convertible Debt)
Angels: \$100,000 (Convertible Debt)

Looking to raise:

Seed: \$750,000 (now)
Series A: \$5,000,000 (late 2022)

Use of Proceeds:

Product Development (TrackPort Lumper, TrackPort TMS, CargoCash Console, CargoContracts Console, RFID / NFC packaging integration), Sales & Marketing (acquisition of 3PL TrackPort Console Customers).

Revenue Forecast:

2021 \$547,000 ARR
2022 \$1,775,000 ARR
2023 \$5,568,000 ARR
2024 \$17,475,000 ARR
2025 \$54,843,000 ARR

Competitive Advantage:

The unique incentive structure made possible by our payment network CargoCash (powered by Stripe Connect Express). By paying drivers to participate in our track-and-trace mobile app-based platform, TrackPort, we can produce data more reliably than competing RTTVP's that do not pay drivers and consequently struggle to achieve driver tracking app adoption rates above 30% - 40%.

Management Team:

- Jake Spradling, Co-founder & CEO
<https://www.linkedin.com/in/jake-spradling-56a68a76/>
- John Hernandez, Co-Founder
<https://www.linkedin.com/in/john-hernandez-8ba15685/>
- Steve Amedio, Investor & Board Member
Clairvoyant Ventures
<https://www.linkedin.com/in/steveamedio/>
- Adam Goldblatt, Legal Advisor
Forrest Firm, P.C.
<https://www.linkedin.com/in/adamjgoldblatt/>
- Scott Covino CPA & Financial Advisor
Red Rock Business Advisors
<https://www.linkedin.com/in/scott-covino-3487958/>
- Jay Chapel, Startup Advisor
<https://www.linkedin.com/in/jay-chapel-4ab0647/>

Opportunity Overview:

CargoLabs Inc. supports multiple SaaS based middleware platforms which will seamlessly connect any 3rd party Transportation Management System (TMS) to our proprietary business applications like TrackPort, CargoContracts, & CargoCash:

- TrackPort is the World's 1st Track-and-Trace Solution that aligns incentives of data producers (drivers, lumpers, etc.) and upstream data buyers like 3PLs & Supply Chain Engineers.
- Very fragmented logistics industry with +18k 3PLs (firms) and +5M drivers in the U.S. market alone with +1M of those drivers classified as 'owner operators' (self employed drivers).
- \$94.9B Digital Transformation Spending in Logistics Market estimated by 2026
- Digital Transformation market growth of 10.7% CAGR per year.
- \$791.7B - total Revenue of Domestic Trucking Industry in 2019.

Problem/Solution:

Problem: Due to the unique structure of the highly fragmented domestic trucking industry, 3PLs have limited leverage over contracted drivers when persuading drivers to use real-time geolocation tracking mobile apps for the benefit of the upstream supply chain. Contracted drivers often refuse to run mobile tracking apps on behalf of their 3PLs. According to drivers, "money talks," but the option to earn cash in exchange for driver tracking app participation is absent from legacy tracking solutions.

Solution: Align incentives of data producers and the upstream data purchasers / aggregators by offering drivers a direct digital cash incentive (CargoCash) to run our geolocation tracking app in the background on behalf of our customers (like 3PLs) who are paying for real-time 1-min. geolocation updates + instAlert email notifications.

Competitive Landscape:

- Main competitors: MacroPoint, FourKites, TruckerTools, ELD, TrueLoadTime, and 3PL in-office staff.
- No competitors offer instant digital cash incentives to drive trucker adoption of tracking tools.

Market Opportunity:

- \$1.1B - \$1.3B of detention pay goes unprocessed every year according to the US DOT. CargoContracts + CargoCash can instantly settle these detention contracts for a 5% - 10% tx processing fee.
- \$10k / month in TrackPort Console service fees: comprised of both a flat monthly SaaS fee & a volume based fee (in-line with competing RTTVP pricing today).

Technology/Product/Service:

CargoLabs Inc. supports 3 core supply chain platforms (TrackPort, CargoContracts, & CargoCash) which work together to establish a suite of digital toolkits designed to modernize the broken human-driven paper systems of today. The ecosystem was designed to enable real-time digital supply chain contract settlement in USD.

TrackPort

- The TrackPort platform is built atop 3 apps (1. Broker WebApp: "TrackPort Console", 2. Driver Geolocation Mobile App: "TrackPort Driver", 3. Lumper Geolocation Mobile App: "TrackPort Lumper").

CargoContracts

- Digital-paper hybrid supply-chain contract settlement platform; initially targeting the "Bill of Lading" contract (BoL)
- Encrypted QR codes printed onto the paper document ensure a) each CargoContract's paper copy is linked to its corresponding digital copy and b) all digital contract updates originate from authorized contract participant accts.
- Enables immediate processing of detention pay (opposed to the +30 days it often takes to verify a paper copy).

CargoCash

- Digital Cash Platform currently powered by Stripe Connect.
- CargoCash Console for supply chain workers (initially targeting Long Haul Truck Drivers) that want to interact with digital cash transactions & transfer cash balances to a linked bank account.
- CargoCash Contracts will capture a tx fee on contract settlement (ie. detention contracts, rate contracts, etc.).

Go-to-Market Strategy:

- Strategic Partnership with Stripe Connect Express to power the CargoCash digital cash settlement platform.
- Leverage extensive personal network of industry contacts to grow the buy-side of the TrackPort data marketplace.
- Grow sell-side of the TrackPort Data Marketplace using SMS or Email invitations sent to drivers from the broker's TrackPort Console.
- Inbound + Outbound Sales Strategy.

Team:

- +Decade of combined experience within technology, payments, banking and software.
- Enterprise SaaS Sales experience at RedHat, Ostrato, and ParkMyCloud (acquired by Turbonomic in '19).
- Industry experience - most recent 2 years working within supply chain space with a top 50 3PL as a boutique refrigerated full truckload broker.
- Team comes with hundreds of personal industry contacts to drive acquisition of real-time data customers.

Milestones over 12-18 months:

- Q2' 2021 Completion of "TrackPort Console" beta testing phase. Launch CargoCash Console for all CargoCash users to interact with their digital cash balances from <https://cargocash.io>. Launch digital BoL ([CrediBoL](#)) Console for shippers to begin interfacing with the backend systems powering the Bill of Lading system.
- Q3' 2021 TrackPort TMS integrations to auto-populate 3PL load data from existing TMS logs.
- Q4' 2021 Launch "TrackPort Lumper" to help contracted warehouse workers instantly collect payment after shift completion.
- Q1' 2022 Launch TrackPort Driver V2.0—native integration of both CargoCash & CargoContract's "CrediBoL" Contract in the "TrackPort Driver" mobile app.
- Q2' 2022 Native integration of CargoCash & CargoContracts ("CrediBoL" Contract) in TrackPort Lumper mobile app
- Q3' 2022 Series A Round.

EBITA: \$1,113.00

Value Proposition

Digi-Dibia provides healthcare-seekers an integrated system for delivering healthcare from diagnosis to discharge at an affordable cost in markets with weak healthcare infrastructure.

Company Background: Digi-Dibia is an early-stage health-tech company making primary healthcare services accessible for everyone in Africa. Founded in 2019, our objective is to address a fundamental issue. When people are sick, they just go straight to untrained medicine sellers to buy drugs with no diagnosis and no medical professional involved. In a region where delayed treatment and delayed diagnosis contributes to low life expectancy rates, this is a problem that urgently needs to be solved. Our team has built an AI-powered solution to deliver quality, consistent and cost-effective primary care.

Leadership Team: The leadership team collectively brings in-depth experience in medicine, healthcare, technology, marketing, finance and entrepreneurship. Additionally, the team has experience building and scaling solutions across Sub-Saharan Africa and professional experience spanning North America, Europe, Africa and Australia. The team is led by Affiong Osuchukwu Co-Founder/CEO | George Osuchukwu Co-Founder/Chief Medical Officer | Winston Osuchukwu Co-Founder/Advisor | Delton Aneato-Fern CTO | Tarek Hajiri HOE

Products/Services: The Digi-Dibia platform is built to provide standard primary healthcare services to people via a network of connected service points and clinics backed by an AI-driven clinical decision support system to diagnose, propose treatment protocols, follow-up and/or refer patients for specialist care. Our platform gives Africans a significantly better option than resorting to local untrained/unregistered medicine sellers as their primary point of care, which is currently the case for the majority. The system also engages patients on-going with preventative care information and chronic disease management.

Technologies/Special Know-How: The Digi-Dibia solution is built leveraging diagnostic and prescription systems provided by a third-party, however, we are building a proprietary AI/ML intelligence layer to combine and mine all treatment data to further optimize the treatment protocols specifically for Africans, a group that is underrepresented in drug testing and research.

Market: We are launching in Nigeria, Africa’s most populous country (206 million), which is projected to spend \$12 billion on healthcare in 2021, 73% of which is private sector spend and a country where about 90% of the population is uninsured. Our platform is designed to serve all segments, especially the “bottom of the pyramid” in densely populated urban and semi-urban areas.

Distribution Channels: The Digi-Dibia platform offers both physical and virtual access points to healthcare seekers. The physical channel (assisted service) consists of kiosks and network of existing trained community chemists and medicine sellers situated in local communities staffed with trained technicians to conduct patient registration and intake. The virtual channels are telemedicine (assisted service) and a mobile/Web app (self-guided).

Competition: The telemedicine/eHealth space in Africa is nascent, with few budding players. Most competitors are focused on pure telemedicine or app-based solutions, in a market where literacy levels vary by a wide margin and smartphone penetration is on the rise, but still limited. A number of players are focusing on niche solutions (e.g., infant care, maternity care) in specific countries with more focus on the mid- to high-income households versus the bottom of the pyramid.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$674,644	\$7,040,590	\$18,665,439	\$36,439,300	\$60,166,217

Quick Facts

Company Name: Digi-Dibia Health-Tech, Inc.

Contact: Affiong Osuchukwu

Address: 104 Park View, Victoria, TX 77904

Phone: +1.832.981.7012

Email: affiong@dig-dibia.com

Website: digi-dibia.com

Industry: Healthcare

Domain: Health Tech, eHealth, Telemedicine

Number of Employees: 3

Leadership Team:

Affiong Osuchukwu, Co-founder/CEO

George Osuchukwu, MD
Co-founder/Chief Medical Officer

Winston Osuchukwu, Co-founder/
Advisor

Delton Aneato-Fern, PhD, CTO

Tarek Hajiri, HOE

Amount of Financing Sought: \$1.5 million

Current Investors:

Self/Bootstrapping

Use of Funds: Complete platform buildout, launch and run pilot program (Nigeria), expand the team

High Performance Building Insulation from Recycled Corrugated Cardboard

Proven technology enables clear path to dominating \$575M entry market in cellulose with multi-billion dollar upside potential in the \$50B global insulation market.

Proof Points

- **First plant shipping and certified as meeting all industry requirements**
- Exclusive 10-year supply contract with \$500M papermill
- **BACKLOG OF MILLIONS FROM THREE SEPARATE SALES CHANNELS**
- Funding by EPA, National Science Foundation, and state agencies.
- **\$25M+ in backing** from IFG Asset Mgt, Clean Energy Venture Group, Candide Group, SustainVC, Closed Loop Fund, and others

Launch Plan

- Leveraging capital-efficient 10-yr agreement with \$500M papermill
- Supply contract locks in substantial cost advantages on product that also outperforms all competitive product.
- Location allows us to reach 50% of US cellulose market as low-cost producer
- **Shipping product today, seeking capital to scale up operations**

Well-Positioned to Realize Returns

- Highly attractive margins & returns
- Debt service coverage ratios of 3:1
- Opportunity vetted by multiple credible funds and \$1B+ family offices.

Targeted Impacts

- **Exceptional Financial Returns:** IRR's above 35% from first site, followed capital efficient rollout to \$300M+
- Reduce global carbon emissions by **hundreds of millions of tons**
- Save homeowners **billions of dollars** in energy costs, boosting discretionary income and driving economic growth

Contact

Jon Strimling, Chairman & CEO
jstrimling@cleanfiber.com

CleanFiber®

CleanFiber makes high performance building insulation from recycled corrugated cardboard using a patented and proven technology. CleanFiber's product is a superior drop-in replacement for conventional cellulose insulation. CleanFiber has proven both superior performance

and significant cost advantages vs. conventional cellulose insulation, which is made from recycled newsprint. Moreover, cellulose continues to penetrate the \$11B N. American insulation market. CleanFiber is positioned not only to dominate the cellulose market but to challenge the fiberglass industry globally on cost and performance.



MARKET OPPORTUNITY

The \$11B North American insulation market has historically been dominated by fiberglass and foam, but cellulose is at \$575M and growing. Cellulose wins customers from fiberglass because of its better thermal performance and competitive costs. Cellulose wins business from foam because of its much lower costs and much safer installation and usage profile. Cellulose competitors today depend on recycled newsprint as their primary feedstock, whereas CleanFiber's unique technology allows us to utilize recycled cardboard. **With supplies of newsprint declining rapidly, CleanFiber is well positioned to capture market share in this growing industry.**



Our competitors face declining newsprint supplies



We benefit from the rising availability of corrugated cardboard

TECHNOLOGY

CleanFiber's patented and proven technology gives it a decisive competitive advantage. One breakthrough is use of a patented liquid fire retardant, which allows us to utilize recycled cardboard to produce a higher quality product at a lower cost than our competition. Multiple companies have spent more than a decade attempting to make high performance cellulose from corrugated, but only CleanFiber succeeded. The company's first plant represents a full decade of development efforts, our product clearly outperforms competitive product with lower contamination and dust levels.

EXCEPTIONAL DOUBLE BOTTOM LINE RETURNS

CleanFiber expects to generate exceptionally strong cash flow from its first facility within the initially contracted 10-year period. EBITDA margins above 30% and a capital efficient business model support scaling nationally and internationally with modest dilution. Ultimately, strategic acquirers would seek to acquire CleanFiber to dominate this key segment of the insulation market, and a public-market exit should also be viable.

CleanFiber can eliminate hundreds of millions of tons of annual carbon emissions by improving homes' energy efficiency, by reducing the energy required to produce insulation, and by directly sequestering carbon. We also eliminate methane emissions from landfilled waste, and we can save consumers billions of dollars in heating costs.

EXTRAORDINARILY EXPERIENCED LEADERSHIP TEAM

Together, this team has launched, financed, and successfully scaled multiple companies:

Jonathan Strimling – Chairman and CEO: A successful serial entrepreneur, with a track record of rapidly scaling new companies and technologies, including experience with startups, turn-arounds, and as the CEO of a company he took to the NASDAQ. Successfully secured over \$50M in capital for last three companies, scaling each rapidly.

Don Simoneau – Chief Financial Officer: Veteran CFO previously serving as CFO, EVP and/or CEO in six prior ventures ranging from CleanTech manufacturing to SaaS firms. Successfully raised capital, drove growth and profits, and executed successful exit plans.

Curtis Fischer – Chief Operating Officer: bringing decades of operations and engineering experience, including leading a \$500M procurement group for Teradyne and directly relevant experience scaling similar complexity plant operations.



Value Proposition

The easiest, most helpful online platform for a qualifying patient to obtain a medical cannabis card.

Company Background: Elevate Holistics introduces a new approach in telehealth cannabis care. Our technology first approach is providing patients more comprehensive care plus allowing dispensaries to grow their patient count all in one transaction. The paperless clinic gives doctors and patients the most convenient solution on the market.

Leadership Team: Our leadership team has 20 years of experience in the healthcare field and includes experts in resource utilization, technology, and operations. The President & Medical Director have experience running multiple successful medical practice that span telehealth and brick and mortar. Our CTO has built multi-million dollar projects in healthcare, hospitality, and financial services.

Products/Services: Elevate focuses on providing patients a seamless experience to obtain a medical marijuana card. In December of 2020, over 4 million medical marijuana cards were active across the US.

What separates Elevate is our ability to integrate with dispensary systems. We are the only company building these APIs and it is allowing us to prove our value to partners by growing their loyalty program. Why does this matter? Patients in the loyalty program spend 13% more per transaction.

Technologies/Special Know-How: The platform is a custom-built health record keeping database that automates the inner-workings of the clinic. Physicians, admins, patients, and partners all have dashboards to reach the desired effect of patients seeing a doctor in a convenient way, physicians being able to work from home hassle-free, and our admins able to provide white glove customer service.

Market: The market is anyone over 18 with one of the qualifying conditions in their state of residence. 72 million people in America suffer from chronic pain. This is a qualifying condition in almost every medical state. We assume another 4M medical cards will be granted in the markets are focusing on based on statistics of established markets. The revenue model is based on sign-up fees and renewal fees.

Distribution Channels: We find our patients by doing paid acquisition, SEO, channel partners (dispensaries), local SEO listings, and word of mouth. Revenue break down is as follows: 32% channel partners, 30% word of mouth, 28% SEO, 10% other channels like our FB group.

Competition: Competition and substitutes abound. We win because we put out more content than the other guys, we have better technology than the other guys, and we add more value to our partners than the other guys. If you must learn their names: NuggetMD, Cannacare Docs, Heally, Presto Doctor, primary care physicians.

Financial Projections (Unaudited):

Table with 6 columns: Revenue, EBIT (dollars in thousands), 2020, 2021, 2022, 2023, 2024

Quick Facts
Company Name: Elevate Holistics
Contact: Stephen Stearman, CEO
Address: 5711 East 71st, STE 100 Tulsa OK, 74136
Phone: 502.762.4445
Email: stephen@elevate-holistics.com
Website: https://elevate-holistics.com
Industry: Digital healthcare
Domain: End-to-end software for patients to obtain a cannabis card.
Bank: Regent Healthcare Private Bank
Law Firm: BLANEY TWEEDY TIPTON & HIERSCHE, PLLC
Number of Employees: 6
Leadership Team: Trey Marler, Stephen Stearman, Vidy Desai
Amount of Financing Sought: \$500,000
Current Investors: Trey Marler
Use of Funds: Marketing & hiring Auditor: Bench.co



IDENTIFYSENSORS BIOLOGICS CORP – A Delaware Corporation having a Reg D 506C offering and being an SEC Qualified Reg A+ Offering with ongoing PCAOB audit– Headquartered in Cleveland, Ohio with offices in Austin, Texas and West Lafayette, Indiana at Purdue University. [NBC Interview with Dr Hummer](#)

Gregory Hummer MD CEO – Presenter greghummer@identifysensors.com www.identifysensors.com

Attendee #2: Christopher Joseph – Investor Relations investors@identifysensors.com

The Check4™ testing platform business model is the Razor-Razor Blade. It is the technological breakthrough that will soon move medical testing beyond antiquated chemistry and into the digital era. Current chemical reaction tests will be replaced by fast and affordable digital nanosensors that connect easily to a smartphone, so people will be able to test themselves daily, even on the go if needed or required, and have accurate results within minutes. Soon, consumers and businesses will have an over-the-counter electronic reusable “Reader” device literally in the palm of their hand that accepts disposable “Cartridges” functionalized for a specific pathogen or multiplexed for several pathogens.

IdentifySensors Biologics and some of the world’s leading researchers at Purdue University have developed this disruptive technology that can rapidly detect COVID-19 including the multiple variants, and intends to develop multiplexed tests as well for Influenza/Covid. Other intended pathogens include zika, mumps, measles, MRSA, Hep C & B, HIV, STD’s, foodborne pathogens, and many more.

Check4™ intends to be a highly accurate, molecular gene self-test that is fast, accurate, and affordable. It detects early and asymptomatic infections with the accuracy of a PCR test, but without all the necessary reagents, machines, people, and delays. It is not an inaccurate antigen test. This electronic-based technology intends to use newly developed nanosensors, saliva, and a user’s smartphone to disrupt the way testing is done now, and into the future. The benefits of an accurate over-the-counter testing device include immediate results without a doctor’s visit or prescription, easy over-the-counter access, more frequent testing, earlier detection, lower costs, reduced transmission rates, and improved population health. To use the test, download the smartphone app and complete the form. Simply place saliva into the Cartridge then place the Cartridge into the Reader. Minutes later, the test intends to show results on the smartphone app. That’s it. The reader has been engineered to accept 22,000 cartridge insertions. IdentifySensors makes testing simple.



Value Proposition

Company Background: *Impact Chemistry with the main purpose on high-end cleaning in industrial applications (stripping of lacquers/inks/colors, cleaning of dirt/residues/stains, removal of adhesives/glues/resins and degreasing from fat/oil.*

Leadership Team:

@ Christian Roemlein MBA – CEO with 35 years entrepreneurial and management know-how in building up innovative companies on a global scale.

@ Dr. Alexander Breul – CTO with extensive expertise in surfactant chemistry and great leadership and R&D management skills. Client innovation oriented.

@ Dr. Christian Raeck MBA – COO with PhD in analytical chemistry and 12 years experience in operations, global purchasing, logistics and manufacturing

Products/Services: *State-of-the-art aggressive solvents harm people, nature and equipment. Intelligent fluids are the only material that are minimum as powerful in performance as classical solvents, but at the same time friendly to planet, people and material. The combination of outstanding performance with outstanding sustainability at a competitive price is unrivaled. Impact Chemistry that supports intrinsically 10 SDGs of the United Nations. Winner of the Global Green Product Award 2021 for Circular Materials. Intelligent fluids (SmartChem) provide significant TCO advantages and higher yields for clients.*

Technologies/Special Know-How: *The IP of the complex and pioneering DeepTech is backed up by a mixture of 26 global patents plus trade secrets. The complexity of microearthquake-effect creation makes it very hard to be analyzed and understood. The technology is not a copy-paste but a clever balancing of two opposing physical laws (Entropy vs Ostwald Ripening).*

Market: *Our main target and focus markets are microelectronics, oil&gas and maintenance intense industries. Market size 57m\$ with a CAGR > 5% annually. Future potential market opportunities by same technology exist in dentistry, crop science, drug delivery and functional cosmetics.*

Distribution Channels: *IDirect sales of bulk products to global volume clients by Key-Account-Managers plus sales via industry specific regional distribution partners such as TELTEC, STC, TKM and others, or via white-label-partners such as WÜRTH, HEIDELBERGER DRUCK and others.*

Competition: *Competitors are the big chem giants like BASF, DOW, DUPONT, MITSUBISHI Chemicals and others, who offer classic solvents such as Aceton, NMP, DMSO, EKC. All green alternatives are not powerful enough to be a competition in industrial use cases.*

Quick Facts**Company Name:**

Intelligent fluids GmbH

Contact:

Christian Roemlein

Address:Karl-Heine-Str. 99
04229 Leipzig-Germany**Phone:** +493413196810**Fax:** +493413196809**Email:** roemlein@intelligent-fluids.com**Website:**<https://smartchem.io>**Industry:** Impact Chemistry**Domain:**smartchem.io and
intelligent-fluids.com**Bank:** Deutsche Bank**Law Firm:**

Gruendel Partner Germany

Patent Estate:

26 approved global patents

Number of Employees: 21**Leadership Team:**

Christian Roemlein MBA

Dr. Alexander Breul

Dr. Christian Raeck MBA

Amount of Financing Sought:

Up to 18m\$, min. invest 120k\$

Current Investors

20m\$ (70% private investors, 2 funds)

Use of Funds:

Financing global growth

Auditor: KPMG**Financial Projections (Unaudited):**

	2021	2022	2023	2024	2025
Revenue	2.0	3.6	8.0	15.0	28.0
EBIT (dollars in thousands)	-2.0	-1.5	0.2	3.1	9.8

Value Proposition: Vault Security offers counterfeit prevention solutions for all your products with a direct communication channel to your customers. It is the first solution for any type of product to combine proof of authenticity with measurable value creation. Customers can interact with your company via the product itself, enabling you to promote products & services, aggregate customer data, and maximize brand loyalty.

Company Background: Vault Security Systems AG was founded in June 2018 in Switzerland and provides business solutions. The American subsidiary ivault Corp serves the consumer business with an app for protecting users' belongings.

Leadership Team: Our founders and leadership team consist of people with decades of experience in their respective fields working for major companies. Arman Sarhaddar, the CEO & Founder is serial entrepreneur with a background in the financial market, Martin Beyer is CTO and worked for example for 3M and T-Systems, Lothar Renschler is CMO and brings with him his expertise from Bacardi and Group M, amongst others.

Products/Services: Our solutions are built around the basic concept to embed small-scale technology into offline assets of any kind, create a digital twin which is secured by blockchain-technology, and offer companies the possibility to track & trace single components and products. In combination with consumer products, it can be used to create a direct interaction & communication channel between companies and the consumer via the product.



Technologies/Special Know-How: Patent: "SECURE TRACKING OF ITEMS UTILIZING DISTRIBUTED COMPUTING", Publication Number: WO/2019/244139, Publication Date: 26.12.2019.

Vault Security has a competitive advantage of relying on its own highly scalable and customizable blockchain solution; as well as the unique approach to combine counterfeit & fraud prevention with an easy to use, universally accessible direct communications channel between companies and consumers.

Market: The value of counterfeited products is increasing by 20% a year and rising, currently estimated at 1 trillion dollar per annum.

While regulations for product safety and manufacturing conditions constantly increase around the globe, companies also need to display their compliance to customers. Our solutions are made for an ever-increasing market: The addressable customers are manufacturers of components and products, who rely on high quality for their reputation, as well as for consumer products which are not natively connected by wireless technology.

An expansion in other sectors is possible, for example the pharmaceutical sector: our solutions can lower the cost for regulatory required counterfeit prevention.

Distribution Channels: The solutions are being presented currently at online events and meetings, as well as via direct salesforce.

Competition: Our competitors are: TraceLink, Mettler-Toledo, Seidenader Maschinenbau, Laetus GmbH, CollectID, Hyperwise, 1trueID, Everledger, BlockVerify.

Digitalization of offline products and establishing direct communication channels is about to become a major trend. It already started with IoT for natively connected devices, and currently there is a rapidly growing interest in such solutions for products without native internet connection.

Quick Facts

Company Name:
Vault Security Systems AG

Contact:
Sarhaddar, Arman

Address:
Eggstrasse 88,
8803 Rueschlikon,
SWITZERLAND

Phone:
+41 79 904 11 11

Email:
as@vaultsecurity.io

Website:
https://vaultsecurity.io

Industry:
IT development & IoT

Domain:
Counterfeit & fraud
prevention, track & trace,
blockchain solutions

Bank:
Maerki Baumann

Law Firm:
Teichmann International

Patent Estate:

Switzerland
Number of Employees:
5-10

Leadership Team:
Arman Sarhaddar,
CEO/Founder
Martin Beyer, CTO
Lothar Renschler, CMO

**Amount of Financing
Sought:**
9'000'000.- CHF

Current Investors

Private Investors

Use of Funds:
App Marketing & Scale up,
Team expansion, portfolio
diversification

Auditor:
KGS Treuhand

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	3'026'500	13'936'000	33'862'000	84'320'000	181'950'000
EBIT (dollars in thousands)	-2'167'000	41'850	6'487'650	19'418'850	52'285'050



Investor Highlights

Ivy Camps provides international families affordable access to premium K-12 year-round supplemental education.

Company Background: Upon launch in 2016, Ivy Camps USA became the largest summer camp provider in the People’s Republic of China. With in-person operations in 5 countries, Ivy Camps earned over a million dollars in profits before seizing the opportunity presented by Covid to pivot into the EdTech space. By embracing an international online supplemental education model, Ivy Camps has achieved 300% month over month sales growth in 2021 - proving the digital transition to be highly scalable.

Leadership Team:

- **Danny Hundert:** Dartmouth BA, Wharton MBA. 20 years international ed experience, founded 2 profitable K-12 businesses.
- **Daniela Mesalles:** ULACIT BEng, INSEAD MBA, McKinsey consultant; 12-years in ed industry; Built/sold K-12 business
- **Nourjannah Hendi:** Georgetown BA, Georgetown Management Masters; Middle East ops/sales expertise

Products/Services: Ivy Camps leverages its low-cost delivery method whereby instructors from name-brand universities like Harvard Princeton, Yale, etc. provide accessible premium year-round extracurriculars to global families. Through curated curriculum, kids ages 6-14 learn via fun themes such as “build your own business”, “urban design with Legos”, “podcasting”, etc.; while teens ages 15-18 learn through themes like “pre-majors”, “college applications”, “college success”, and much more.

Technologies/Special Know-How: Ivy Camps has signed a branding agreement with The Ivy League. Ivy Camps has perfected building teams from the most elite US college students and has solved how to deliver curated curriculum in international markets that is both affordable to the upper-middle class, and profitable to the company.

Market: Our customers are international K-12 upper-middle class families who place a high value on education. The total market is \$1 trillion (within a \$7.3 trillion global education market), and the adoption of online education is growing at a 16.3% CAGR internationally.

Distribution Channels: DTC sales are driven by online marketing and global partnerships; B2B sales are driven by a sales team and supported by online marketing. All services are delivered via zoom and other existing platforms.

Competition: As an American-style supplemental education provider, competitors in the space are divided into:

- 1) interdisciplinary marketplace services (anyone can post their classes on their websites), with main US-based competitors: Outschool and Kidpass.
- 2) curated services (companies create the product offerings), with main US-based competitors: Varsity Tutors, ID Tech, and Juni Learning.

For (1), the services are low margin and currently no organization operates significantly on a global scale. For (2), most started as specialized coding providers and have slowly begun expanding their offering into other subject areas. In this rapidly growing market, Ivy Camps uses the interdisciplinary approach but operates at 3x the margins of marketplace services; furthermore it takes its premium US-branding and leverages that to focus on international markets that are require complex partnerships, know-how, and logistics expertise, an area where Ivy Camps’ global roots have proven valuable – thus providing an advantage over other curated services in the international sphere.

Quick Facts

Company Name: **Ivy Camps USA**

Contact: **Danny Hundert**

Address: **PO Box 9293, Aspen CO 81612**

Phone: **818.523.5962**

Fax: **970.550.5155**

Email: **danny@ivycamps.org**

Website: **ivycampsusa.com**

Industry: **EdTech**

Domain: **Online Supplemental Education**

Bank: **Wells Fargo**

Law Firm: **Duane Morris**

Patent Estate: **N/A**

Number of Employees: **10 Ful-Time + 60 Ivy League Contractors currently**

Leadership Team: **Danny Hundert (CEO), Daniela Mesalles (President), Nourjannah Hendi (COO)**

Amount of Financing Sought: **\$200,000**

Current Investors: **Private Angel Investors**

Use of Funds: **Growth Runway into 2022**

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	\$110k (YTD actuals @ \$60k+)	\$10.9mm	\$38.6mm	\$98.4mm	\$194mm
EBIT	-\$850k	-\$1.6mm	\$6.2mm	\$44mm	\$114mm

Executive Summary- Kyndoo, Inc | The Predictive Platform for Social Commerce

Quick Facts:

<https://www.kyndoo.com>

Kyndoo, Inc

Founders:

Kelly McDonald – CEO

kelly@kyndoo.com

Jin Yu – CTO

jin@kyndoo.com

Headquarters

Foster City, CA 94404

Industry

Data, AI

Marketing/Influencer

Marketing

Development stage

MVP Launched- Early Product

Market Fit

Number of Employees

9

Funding Opportunity

\$1,500,000

Use of Fund

70% Product Development

30% Marketing/Sales

Current Monthly Burn Rate

\$22,000

Current Monthly Revenue

\$15000

Existing Debt

\$0

Existing Investors

500Startups; Gaingels, &

Angels.

The Key Opportunity

Influencer Marketing will be a 15B industry in 2021; it's expected that 5B of that number will be lost to ineffective and fraudulent influencers. This market is our wedge into the larger predictive analytics market (**\$23BN by 2025**)

PROBLEM/OPPORTUNITY

It is easy to discover and hire influencers, but it is difficult to look at an influencer's profile and determine if the influencer's audience consists of real people who are organically engaged versus people the influencer has paid to engage with their account or are potentially fake bot accounts, have the wrong audience or are creating content that is damaging to the brand.

SOLUTION/PRODUCT

Kyndoo has developed "The Kyndex Report". Similar to a credit score The Kyndex measures the authenticity and engagement an influencer has within their social media audience. The product examines a statically significant portion of the audience, anonymizes the data and then returns the information on the percentage of people who are deemed to be real people vs suspicious accounts and further provides key insight information on the real people followers that include:

- Age/Gender demographics
- Location based information at the country, state and MSA level.
- Audience reachability
- 14 Point Content Safety Check
- Brand Mention Performance vs. Non- advertising performance

Kyndoo's north star is to provide brand with the predictive analytics to ensure they only hire influencers who can drive commerce.

COMPETITION

Competitive landscape consists of many small players with no clear leader in the space. The main competitors in the space are more focused on workflow tools that streamline the process of hiring and managing influencers for large enterprise organizations. Kyndoo's key differentiator is that our solution focuses on driving a positive ROI on the campaigns our clients run. We are only solution in the space focused on conversion and outcomes.

Financials

Kyndoo's current monthly revenues average 15-20K per month for Q1 2021. Kyndoo's revenue is booked on average 60 days post sales contract as it is recognized when the influencer completes the campaign work. Kyndoo currently has 7.5M in the sales pipeline.

THE TEAM/RELEVANT EXPERIENCE

Kelly McDonald- Founder and CEO. Kelly is an expert in Sales, Operations and Market networks. Previous roles include- SVP of Revenue, Operations and People at RealtyShares, VP of Sales and Operations at Movoto and VP of Sales, Operations and Data at RME360.

Jin Yu- Founder and CTO- Expert in Data/AI holds 5 patents 3X Founder with one exit. Previous Roles as CTO at AsialInfo Data and Chief Architect at OpenX.

Empowering the Sales Ecosystem & Remote Teams to Share Knowledge and Stay Informed

The post-COVID-19 corporate environment will have a lasting impact, disrupting the B2B sales ecosystem and reshaping workplace practices. **RadiateBuzz's** is here to address these new challenges. Our advanced AI sales platform, **JustSoldIt (JSIt)**, *intelligently matches* remote salespeople working on an opportunity to just the right *internal team members* to collaborate, gain experience, expertise, and know-how. When company knowledge and experience are shared, flowing unimpeded, on-demand, the *odds of winning opportunities improve by 21% (IDC)*. JSIt's unique sales metrics highlight emerging trends, best practices, and the need for interventions. Key to this process is JSIt's *patent-pending* data analysis, analytics, and matching algorithms. The future is here, remote working is a permanent change. JSIt provides the sales ecosystem a much-needed solution.

Company Background: The co-founders, have spent their careers in sales and marketing and know full well that existing sales tools are inadequate to address remote teams. We set out to change that dynamic with a revolutionary service aimed at disrupting accepted approaches. We completed our conceptual market surveys, hired a development team, and built JSIt, filing patents on the process. We are now in the active sales and marketing stage of our Company's evolution, with both funding commitments and clients at hand.

Leadership Team: **Linda Broenniman, President/CEO:** 30+ years building high-growth technology companies. Recently took a life science company from \$5M to a successful exit over 9 figures. **Dan Frumkin, Co-Founder,** has a proven track record within start-ups, is an innovator, and has 24 years of experience leading sales and marketing teams. **Srini Iyengar, CTO,** has 18 years of expertise in architecting cloud-based applications and solutions driven by big data, primarily in the CRM and PRM domain.

Products/Services: **JSIt** is a powerful AI sales platform that identifies knowledge, experience, and skillsets within the enterprise, based on *analysis of existing company data*, matching team members so they can collaborate and win more business. With the tracking of activity and connections, JSIt yields a host of management metrics and analytics for improved decision making. Reps and managers, regardless of location or experience level, are never without the collaborative support of the entire organization at their moment of need.

Market: The market for sales technology is over \$66B and growing at a rate of 19%. We are targeting B2B selling organizations with over 100 sales reps in selected industry sectors. Over 60,000 companies fit our criteria. Virtual officing, buying, and selling habits that started during Covid-19 will continue. JustSoldIt is here with digital capabilities to lead the way, addressing the identification of knowledge and information flows, regardless of location.

Competitive Advantage: RadiateBuzz's **JustSoldIt** completes the last mile within the sales tool continuum of CRM collaboration tools, and communication services (e.g., Salesforce, Slack/MS-Teams, Zoom). These systems track sales, enable shared document storage, and provide the means to communicate. What they lack is the identification of *with whom to communicate* – the "last mile". This feature is significant because the last mile enables the ultimate goal – the ability to make enterprise connections, enhancing the sharing of knowledge and intelligence on-demand. And ultimately to increased win rates.

Financial Projections (000's): (Subscription Models Based on Seats)

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	521	3,027	8,307	20,817	35,177
EBIT	(1079)	(333)	563	7,801	15,493

Website: RadiateBuzz.com

Headquarters Office:

1420 Spring Hill Road, Suite 600,
McLean, VA 22102

Industry: Software (SaaS)

Domain: Sales Technology Tools,
B2B

Bank: Sun Trust

Law Firm: Crowell & Moring

Patent Estate: Dickinson
Wright

Number of Employees: 3

Leadership Team:

- **Linda Broenniman**

Co-Founder President/CEO

LindaB@RadiateBuzz.com

- **Dan Frumkin**

Co-Founder, Product

Development

DanFrumkin@RadiateBuzz.com

- **Srini Iyengar, CTO**

Slyengar@RadiateBuzz.com

Financing Sought: Sidecar

investment, \$100K-\$500K,
alongside a lead institutional
investment of \$1.5M.

Current Investors:

Personal Funds, ~\$425K invested.

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.



NEW YORK LIFE



New York Life Insurance Company (www.newyorklife.com), a Fortune 100 company founded in 1845, is the largest mutual life insurance company in the United States and one of the largest life insurers in the world. New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance. New York Life has the highest financial strength ratings currently awarded to any U.S. life insurer from all four of the major credit rating agencies.

At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.

TEDCO



TEDCO, the Maryland Technology Development Corporation, enhances economic empowerment growth through the fostering of an inclusive entrepreneurial innovation ecosystem. TEDCO identifies, invests in, and helps grow technology and life science-based companies in Maryland. Learn more at www.tedcmd.com.

PARTNERS



TROY A. LEMAILE -STOVALL CEO & EXECUTIVE DIRECTOR

As the CEO and Executive Director of TEDCO—Maryland’s economic engine for technology companies—Troy leads the organization’s mission to support economic development through the cultivation of an inclusive entrepreneurial innovation ecosystem. He brings to bear more than 25 years of experience in investment management, higher education, telecommunications, information/communication technology, and management consulting in this leadership role.

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.

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,



PARTNERS

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 (MTCVMS) 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.



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.”



PARTNERS



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 Fredrick, 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.



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

PARTNERS

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.



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.



PARTNERS



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.



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.

PARTNERS

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.



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL



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

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

ATTENDEES

As of 1pm 05 27 21

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create

PRESENTERS			
First Name	Last Name	Title	Company
Grant	Schuster	Co-Founder	Accelerant Manufacturing
Hooman	Banaei	President/CTO	Boski Air
Jake	Spradling	CoFounder & CEO	CargoLabs Inc.
Jonathan	Strimling	CEO	CleanFiber
Affiong	Osuchukwu	CEO	Digi-Dibia
Stephen	Stearman	CEO	Elevate Holistics
Greg	Hummer	CEO	Identify Sensors
Christian	Roemlein	CEO	Intelligent Fluids
Arman	Sarhaddar	CEO	iVault Security Systems
Danny	Hundert	CEO	Ivy Camps USA
Kelly	McDonald	CEO	Kyndooo
Dan	Frumkin	Co-Founder	RadiateBuzz, Inc.

ATTENDEES			
First Name	Last Name	Title	Company
Iqbal	Aasim	Founder	AIA Capital Group LLC
cedric	abe	electrical eng	private
Laura	Acosta	Co-Founder	Alyssum Digital
Brenner	Adams	Adjunct Professor	GIVE Academy
Jeffrey	Adler	President	Adler Solutions, LLC
Vivek	Agrawal	CFO	Environmental Bioorganic Sciences Corp
Dennis	Ahearn	Owner	Law Office of Dennis Ahearn
Sameer	Ahirrao	CEO	Ardent Privacy
Richard	Ainsley-Rabbito	Director 4	The Overseas Development and Finance Group
Daniel	Akre	Managing Director	UNI Partner, Inc
Satya	Akula	Managing Partner/Investor	New Angel Capital, LLC
Violet	Alexandre	CRO	Bryllyant
Abdullah	Alhasasneh	CEO	myfitrun
Irfan	Ali	President & CEO	Lambda OpticalSystems
Vincent	Alimi	Founder	Fintech 4 Good
Américo	Alves	Consultant	Américo Alves
Fatmah	Alyousif		ITMO University
Taka	Amano	CEO	American Shochu Company
Chao Peng	Ang		
Abigail	Annear	J.D.	Georgetown University Law Center
Christopher	Antonopoulos	CEO	Measured Results Marketing
Raja	Appachi	Founder and CEO	DoWhistle.com
Jim	Appiah		Focus Group of Company
Shahab	Ardalan	Eng	Gemenid
Agustin	Argelich	Principal Consultant	ARGELICH NETWORKS MS S.L.
Paul	Armijo	Director, A&D Business Sector	GSI Technology, Inc.
Wa'il	Ashshowwaf	CEO	Unstuck Labs
Darrin	Auito	Partner	HEA Law PLLC
Kira	B	Data Science Team Lead	Citibank
Kyle	Badgley	Investor	Perfect Balance Investments
David	Bain	Executive Director	Tech Integrity Council
Greg	Baine	President	SCST
Bert	Baker	Co-founder & CEO	TARC
milla	bakhareva	partner	tr
Michael	Balistreri	BPA	Insperity
Dan	Ballin	CEO	Ideas Crucible
Hooman	Banaei	President/CTO	Boski Air
Justin	Banford	Partner	DBL
Abdul	Bangura	Engineer	BTC LLC
Tony	Barnett	Regional Marketing Director	First Financial Security, Inc.

Todd	Batchelor	Partner	Cherry Bekaert LLP
Sonali	Batish	President	Cospan Consulting
Jay	Beam	Managing Director/Angel Investor	Adasel Global Partners LLC
Kevin	Beard	Vice President	Comerica Bank
Laura	Beldin	SVP	Bank of America
Pash	Bell	Analyst	BCS
Carlos	Bello	Venture Associate	Squadra Ventures
Peter	Benda	President	DecisionPoint, Inc.
Mila	BenHaim		WebMD
Tash	Benjamin	VP, Business Development	TKing Enterprises
Chris	Bennett	Founder	T-I-L(R)
Claire	Benton	owner/ inventor	The Claire Life LLC
Sonali	Bhadresa	Technical sales	Curious click
Namadev	Bhuvanasundaram	Project Manager	Techy Geeks
Dave	Birkenstock	President	Birkenstock Aerospace, LLC
Zee	Bishi	Investor	ZKC
Joe	Bishop		Snyder Cohn, PC
Sambuddha	Biswas	Founder	FE Moors
Meredith	Bixler	President	Avenue CM
Randy	Blake	Principal	Duncaster Investments
Jon	Block	Investor	Koch Disruptive Technologies
Brian	Block	President	Brian Block Consulting
Eduardo	Bocock	Founder	Scala Technologies
Richard	Bodson	President & CEO	SysNet Technologies, Inc.
Marta	Bohorquez	Employment Coordinator	JSSA
Maurice	Boissiere	Chief Customer Officer	DataTribe
Stuart	Bold	CEO	SuperAger World
Christopher	Bongiorno	Investment Manager	IdentifySensors Biologics
Larry	Boodin	Angel Investor/Agent	NY Life
Pukazhendhi	Boominathan	Head of Projects	MURUGU CONSULTING SERVICES
Mike	Borom	Chairman	Accelerant Holding
Ted	Bosse	Financial Advisor	New York Life
Louis	Bosse	Financial Advisor	New York Life
Faris	Bouzid		University of Pittsburgh
Ahmed	Bouzid	CEO	Witlingo
Greg	Brancho	CEO/Founder	D A Linguistics
Colleen	Brennan-Vandersteen	CEO and Founder	Save Our Planet (SOP) Refillery
Richard	Bristol	Founder	Bristol Advisory
Ashyra	Bristol	Founder	The Tropical Duchess
Linda	Broenniman	President/CEO	RadiateBuzz, Inc.
Mike	Bronson		MB Innovations
William	Bruner	Managing Director	Tandem Consulting
Patrick	Bryant	CEO	Code+/Trust
Barbara	Buchanan	CEO/Founder	MediaVax Inc
Jesse	Buck	President	Drake Precision Optics, Inc.
Preston	Buff	CEO	Confidential
Bill	Burch	Publisher	Linkletter
Mary	Ca	CFO	Investment
Bernardita	Calinao	Founder and CEO	Walkspan
Christian	Camarce	Partner	Sterne, Kessler. GOLDstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	Fractional CFO	KnickleKick
David	Carberry	Founder	Needworking
Joe	Carlin	Principal/Angel Investor	JonXeone Capital
Doug	Carney	Business Development Manager	Northrop Grumman
Sue	Carr	President	CarrTech LLC
Chuck	Carter	President, Investor	Keiretsu Forum, Philadelphia and Pittsburgh
Steven	Catani	SVP Innovation	UHG
Julia	Catuara	CFP	Catuara and Bell, Inc
Chris	Ceresini	VP Finance	X-Mode Social, Inc.
Rick	Chakra	n/a	n/a
Jane	Chen	Investor	Blue 9 Capital
Nanxi	Chen	Creative Designer	SHARE
Dabiel	Chen	Financial Modeler	Fannie Mae
Yuan	Cheng	General Manager	Cytoheal LLC
Nelson	Chick	CAO	Foil Flyer
Joelle	Choe	CMO	JYC Group
Naila	Chowdhury	CEO	FSUN
Muhammad	Chowdhury	Consultant	Hawkish Group Ltd
Bill	Chuong	Business Developer Director	Maple Smart Control
Stephen	Cialdea	Entrepreneur	Jade Partners
Jo	Clark	Founder	Noww
Laurence	Cohen	CEO and Co-Founder	raion.io
Sylvia	Cohen-Kaminsky	Director of Research, Biotech	INSERM UMR-S 999, Université Paris Saclay
Joseph	Colangelo	Founder	Bear Analytics
Christopher	College	Managing Partner	TCP Venture Capital
Bettina	Collie	Sr Director Operations & Programs	MBIA
Angie	Collier	Vice President	DCS
Robert	Colorina	Director	AIAC Group
Tim	Condon	VP, Marketing and Revenue	Homesnap
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Neal	Conlon	Founder	Nealconlon.com
Daryl	Corley	Procurement Technical Assistance Counselor	Virginia PTAC
Angela	Corrieri	President	Startup Partners Inc.

Kevin	Cory	Investment Advisor	RF Lafferty
Sean	Cosentino	CEO	Finished
Amy	Cousins	Financial Advisor	BluePoint Financial
Rob	Crouch	Consultant	
Eoin	Cruise	VP Growth & Product Development	Xunison
Steve	Crummey	Managing Partner	Accelerate LLC
Donivyn	Cruz		George Washington University
Christian	Cunningham	Managing Principal	MedaVance
Larry	Cynkin	Consulting CTO	GreenBar
Juan	D'Alessandro	Head of ESG	Endeavor
Thomas	Dailey	Founder	Dailey Strategic Advisors LLC
Carl	Dale	Director	Microbritt LTD
Ajith	Daniel	CEO	Mecha Technologies
Rebecca	Daramola	Founder	Gapwhiz
Anish	Das		
Mitchell	Davis	Director General	International Platform Associaiton
Bill	Davis	Founder & CEO	BeachNecessities.com
Stephen	Day	CEO/Angel Investor	Twenty Tables/ Day Capital Partners
John	DeGross	Business Consultant	Fiserv
Chandra	Dekeyser	CEO	MoodMe
Jim	DeLaMater	Co Founder	Ponapal
Harven	DeShield	CEO	Vivacelle Bio Inc
Ulyana	Desiderio	Director, BioHealth and Life Sciences	Maryland Department of Commerce
Dahlia Rebecca	Dharwadkar		CMS Business School
Mahesh	Dhillon		Witan Partners
Jerome	Di Giovanni	Entrepreneur	Ignite Social Impact
Cosmo	Di Tucci	Fonder & CEO	Ableone Systems srl
Riad	Dib	Relationship Manager	Heartland Payment Systems
Bob	Dinkel	Director/Angel Investor	RE Dinkel LLC
Richard	DiPippo	Partner/Angel Investor	NFP
Gered	Doherty	Sales Director	Masimo
Kirk	Donovan	CEO / Founder	Terminal Lance Tactical
Jacob	Dooley	Cofounder - Marketing & Technology	Accelerant Holdings
Michael	Doyle	Managing Director/Investor	Goldin Ventures
Michael	Drobnis	CEO	OptfinlTy
Bern	Dunn	President	Margin Alliance
Caleb	Dykema	Co-Founder	FixdPicks, LLC
John	Egan	Founder	Soctaricx
Paul	Egermeier	Director	BWCS
Boris	Eibelman	Founder	Data Pro Software
Howard	Eisenberg	Entrepreneur in Residence	Georgetown University
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Alan	Ellman	COO	Accelerant Manufacturing
Lorne	Epstein	Unconscious Bias Trainer	Electric Cow
Maria	Ermolova	Investment Banker	Xnergy Financial
Elias	Espinal	Relationship Manager	Comerica Bank
Idong	Essiet-Gibson	Principal	The Idyeas Group
Jennifer	Eubanks	CEO	CPA Department
Herb	Ezrin	President & CEO	Potomac Business Group
Kim	F	NA	Advisor
George	Faber	Agent	US Health Advisors
Tanya	Falcon	Entrepreneur	Fly Fashion Boutique
Patrick	Farrell	Founder	Keystone Collective
Emilie	Faure	Founder	Juniver
Diane	Feng		
Senen	Fernandez	CEO	SenenFernandez.com
David	Fitzpatrick	Marketing Director	Modus Create
Geary	Fitzpatrick	President	Target Consulting
Jed	Fochtman	President	CAPITAL ADVISORS LLC
James	Foley	HR and Benefits Advisor	FosterThomas
Mao	Foo	Investor	
Christopher	Forhan	Chief Growth Officer	TripleDouble
Edmundo	Fornasari	Director	Verde Telecom
John	Francis	CEO	Zstartup.com
Crist	Frangakis	President & CEO	Achelios Therapeutics
Tonya	Frank	Account Executive	Strategy, LLC
Ly John	Fridie	Founder	Radii Goggles
Caleb	Frink	Vendor Management Consultant	Limitless Technology
Andrew	Fritz	Managing Partner	Screwcap Holdings
Erik	Fromm	Financial Advisor	Janney
Dan	Frumkin	Co-Founder	RadiateBuzz
Michael	Fuller	International Business Dev. Manager	New Zealand Trade and Enterprise
Pearl	Gabel	Director of Brand Strategy and Digital Integration	Kiwit
Glen	Gaddy	Managing Member	Robin Hood Ventures
Kelsi	Gagne	Life Coach	Kelsi Gagne Coaching
William	Galle	President	Diversified Portfolio Strategies
Jyotin	Gambhir	Founder	SecureFLO
Veronica	Garcia	CEO	BitLumens
Michael	Gauer	CEO/Angel Investor	ADVANCED LLC
Ben	Gerenstein	CEO	Rimstorm
Daniel	Gershoni	CEO	TelemedicineHealth
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson
Gregory	Giammittorio	Partner/Angel Investor	Potomac Law Group PLLC
Candace	Gill	Director of Business Development & Client Services	Nemphos Braue LLC

Raj	Ginne	CEO	Ionix Systems
Peter	Gladis	Director - Marketing Strategies	Star Associates, Inc.
Michael	Gobes	Managing Director	Umurgence
Tom	Godin	Advisor	Zweig Group
Simon	Godwin	Partner	Transfirm, LLC
Tahsin Engin	Gökten	Founder	be&one
Jonathan	Goldfuss	Founder & President	Coproductions
Melanie	Gonzalez	Engagement Manager	ConsultiSwiss
Dan	Goodman	Entrepreneur in Residence	University of Maryland
Prashanth	Gopal	IT Operations	Coeus Cognoscenti Inc
Yuying	Gosser	Research Assistant Professor	The City College of the City University of New York
Greg	Grant	Attorney	Shulman Rogers - NEXT
Daniel	Grassinger	Senior Manager Investment	Bavaria U.S Offices for Economic Development
Richard	Greene	President	RGA Israel & U.S Venture Funding
Shannon	Gregg	VP	Confirmed LLC
Jennifer	Gregory	Principal	FOCUS Investment Banking
Elizabeth	Griffin	Founder	Tickety Blue
Paul	Griffiths	Managing Director	The Life Story Company
Jeffrey	Grosman	Senior Vice President	EdgeCortix
Hillel	Gross	CEO	HI-GROSS
Vikram	Grover	CEO	FOMO Corp.
Collin	Groves	Venture Scout	Cortado Ventures
John	Grzymala	CEO	Family office advisory services
Kavita	Gupta	Special Consultant	i3 Global Servies
Jeff	Guzy	CEO	Colax Oil and Gas Corporation
Mark	Haas	CEO	AEG
Jim	Hadley	CEO and Founder	Tiber Solutions, LLC
Christian	Hager	Principal	65 Peak LLC
Bee	Hall	President	Strategies for Hope Foundation, Inc.
Janet	Hall	Principal	The Cortical Group
Chris	Halliwell	Board Member & Admissions Committee	Long Beach Accelerator
Jack	Hamilton	Blockchain expert	CargoLabs Inc.
William	Hammond	EVP Engineering	SCST
Patricia	Hampton	Managing Partner	SITA by Nonprofit HR
Henry	Han	BD HEAD	Epicentrx
Malcolm	Handelsman		Do It Right LLC
Haidee	Hanna	CMO	Argona Partners, Inc.
John	Hansen	Founder/CEO	Paradigm One Benefit LLC
Michael	Hanson	Program Manager	ACTION Innovation Network
Tawanna	Hardy-Ventress	Small Business Advisor	Good Work Network
Roy	Harris	Partner	raion.io
Howard	Haslett	Independent Associate	LegalShield
Claude	Hayn	CEO	AdJumps
Ethan	Heckler	Marketing	CargoLabs Inc.
Deborah	Hemingway	CEO	MDC
Arthur	Henderson	CEO	Affinity Networks, Inc.
Nourjannah	Hendi	COO	Ivy Camps USA
Peter	Henry	General Partner	Seed Milestone Fund
Keith	Herman	Founder	IPA inc.
John	Hernandez	CoFounder	CargoLabs Inc.
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services (USA)
Anna	Hill	Founder CEO	River Cycleway
Joy	Hoffman	Project Manager	MD Tech Council
Douglas	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	HPG Partners, LLC
Walter	Horsting	Principal	Bus. Dev. Intl. LLC.
Rangena	Hotaki	Founder	Designovation Strategies, LLC
Jackson	Hou	COO	Stealthmode
Michael	Howard	Founder/Investor	MJH Group
Darnley	Howard	President	Advansa International
Carry	Howell	Mental Toughness Coach	The Model Rocketeer
Josh	Hu	CEO	SHARE
Helen	Huang	Growth	Nansen
Gregory	Hummer	Co-Founder and CEO	IdentifySensors Biologics
Danny	Hundert	CEO	Ivy Camps USA
Billy	Hunter	President / Co Founder	Terminal Lance Tactical LLC.
Sun	Hwang	CEO	TEAM10X inc
Paul	Iacovacci	CEO	Enarscor
Omobola	Imoisili	Founder	Teni & Tayo
Linda	In	Founder	HeadStrong Branding
Sukumar	Iyer	CEO	Ascendant LLC
Chibueze	Izugbo	Founder & CEO	Ebeosi
Douglas	Jackson	CEO	Sioneer
Moe	Jafari	CEO	EX1 holding
Manish	Jajodia	Head of Sales - South East Asia	Skud
Ian	Jameson	Principal	American Capital Advisory
Magda	Jean-Louis		
Alex	Jensen	Data Analyst	CargoLabs Inc.
Alexander	Jensen	Data Analyst	CargoLabs Inc.
Aspen	Jewel	Operations Manager	Elevate Holistics
Aunjane	Johnson	CEO	Raanckee & Associates llc
Paula	Jones	Founder and CEO	Dark Horse Construction LLC
Ronald	Jones	Founder	Kompass
Mike	Jones	Portfolio Manager/Investor	First Position Capital

Michele	Joseph	Executive Director	SGAP Leaders
Christopher	Joseph	Investor Relations	IdentifySensors Biologics
Patrick	Judge	Managing Partner/Investor	Camber Road Partners
Ina	K	Coo	Telemedix
William	Kaafarani	Managing Director	MenaCare
Nipunika	Kabadi	Founder	Innovtechies
Shoshi	Kaganovsky	CEO	Sensoleak
Parghuzat	Kahar	Founder	Sopcal
Tugba	Kalafatoglu	Président	Dr. Entrepreneur
Murali	Kalavapudi	Principal/Owner	Envirosys Technologies, LLC
Michele	Kaliski	President/Investor	KFIFund
Marcel	Kaminstein	Director/Angel Investor	MediaLab Group
Madelle	Kangha	Founder	Jumpstart Innovative Solutions Inc.
Steve	Kann	Partner	Bridgewater Capital
Michael	Kapoor	XiR/Investor	Shatter Fund
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Alec	Karys	CEO	Genesis Inc
Afrika	Kathuria	Founder	ABK Creates
Neil	Katz	President	Neil A. Katz & Associates, LLC
Robert	Katz	Founding CEO & Executive Director	World Innovation Network
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group, LLC
Himanshu	Kaushik	Assoc. Director Strategic Partnership	KiwiTech
John	Kealey	Investor	Individual
Mark	Keam	Delegate	Virginia House of Delegates
Patrick	Keane		NIL
Brian	Keil	Managing Partner/Investor	Chestnut Street Ventures
Larry	Keith	COO	SHARE
Howard	Kern	Advisor	Wedbush
Joe	Kessler	Managing Partner/Investor	Next-Stage Development Group
Chintana	Ketsongkhram	President/Investor	VFOX Island Private Equity
Aumair	Khalid	Banker/ Private lender	Stone Creek Global
Ayfar	Khan	CEO	Ayfar.co
Hnin	Khine	Consultant	Elosense LLC
Sunny	Kim	Vice President	Bank of America
Darren	King	GP/Investor	Kentucky Select Fund
Neil	Kleinberg	CEO	DiliVer
Ted	Koblick	Director of Sales - East and Canada	AGL Media Group
Martin	Koev	Managing Partner/Investor	Koev Brothers
Nelly	Kolodny	Founder/CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	Forbes Japan
Nick	Koroly	VC	Blue Tree Venture FUND
David	Kratochvil	Managing Partner/Investor	Vista Capital
Gleb	Kretinin	Co-Founder	Punchcard.FIT
Eva	Krognes	Founder	WTR Pearl
Max	Kryzhanovskiy	President	MOS Creative
Mary	Kucek	Founder/CEO	OvaryIt
Sarvadnya	Kulkarni	Business Development	Neonvest
Rajnesh	Kumar	Associate	Kiwitech.com
Anil	Kumar	engineer	deephouse.io
Sathish	kumar	partner	sbss and associates
Hannah	Kuspy	Podcast Consultant	Podcast Creators Network
Amy	Kwan	Founder	DoubleDoor Technologies Inc
V	Kysucky	Director	Cyan Reef
Melissa	Lamarre	CEO	Mel's Butter Blends
Brian	Landau	CEO	Landau cCarriage
Sarah	Lane	Innovative Technology Coordinator	UMCES/DNR
Douglas	Laney	Innovation Fellow, Data & Analytics Strategy	West Monroe
Louis	Lara	CEO	T2 Fitness Products Inc.
Paul	Latchford	CEO	Spencer Trask Media & Communications Group LLC
Kalpesh	Lathiya	CEO	King Sales
Tony	Lau	Managing Director	Detente Group
Terry	Leach	Founder	Astrolytes
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Jeannette	Lee	CEO	IIA Tech Corp
Ada	Lee		
Esther	Lee	CEO	Refraction
Jack	Lee	Director	Marketing Integration
Steven	Lehat	Principal	Regulatory World
Sarah	Leners	VC Senior Associate	Bull City Venture Partners
George	Letscher	Principal	Swish IP
Michelle	Levister	Exec Coach	Perceive LLC
Peter	Lewis	President	Wharton Equity Partners
Chenxi	Li	Analyst/Investor	Good News Ventures
Xiang	Li		
Meijing	Li	Business Development	AnHeart Therapeutics
Daniel	Lin	Partner	Creative Ventures
Gary	Lipsky	CEO	Galactica Labs
Xiaonao	Liu	CEO	Nanobiofab
Wei	Liu	Analyst	Fusion Fund
Cody	Locke	Co-Founder	Ignite Social Impact
Brandy	Lockwood	Co-Founder/CEO	Automated Retail Solutions, LLC
Tyree	Lockwood	Co-Founder/COO	Automated Retail Solutions
L.	Loerchner	CCO	UW
Pierce	Long	Owner	P.R.L Group LLC

Jie	Lu	Scientist	UPenn
Pamela	Lubel	VP, Membership	MD Tech Council
Dennis	Lucey	VP/Angel Investor	Akima
Vincent	Lui	Director/Investor	Rhapsody Ventures
Steve	Lunz	Managing Director	RevenueGen LLC
Leo	Luo	Managing Director	Hangzhou Angine Biotech Co., Ltd.
Ivy	Lynn	Financial Reporting	Rocket
Sonu	M	Faculty	ETSU
Vijayendra	M	Advisor	SiteSeller.com
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Tony	Ma	President	Benten Technologies, Inc.
Katherine	Mackey	Financial Advisor	Merrill Lynch
Cristiane	Madureira	Executive	FCJ Venture Builder
Emilia	Maia		
Jeff	Majka	CEO	Honeycomb Consulting
Ali	Malihi	President	Back bay Group
Mike	Malloy	Program Director/Investor	Halcyon Incubator
Chris	Malmborg	Co-Founder	ChirpShop
John	Manganello	President	Land Development Consultants, Inc.
Ben	Margolis	Commercialization Manager	Maryland Energy Innovation Accelerator
Jeffrey	Marquis		
Donald	Marron	Institute Fellow	Urban Institute
Hyun	Martin	President	B. Y. S. Consulting Inc
Kendol	Mason	Brand Strategist & Identity Designer	Giftbox Creative
Renzo	Mazzini	CEO/Investor	Marcfields-Capital Management
Laura	McCanlies	Chief of Technology and Analytics	IDB Invest
Phillip	McCardie	Regional Sales Manager	
William	McColgan	Events Manager	PitchForce / PeopleConnect
Jay	McCrensky	CEO/Investor	Marketshare Capital
Tracy	McCullom	CEO	The Nolan Group
Azita	McDermott	Director, Strategy and Management	EMD Serono
Kelly	McDonald	CEO	Kyndooo
Pete	McDonald	SVP, Startup Services	PacWest Bank
Penny	McDonough	Owner	Music 4 Minors Charity
Mark	McMahon	CEO	AudioOne
Don	Megrath	Managing Director	VectorPoint Ventures
Andrew	Mellor	CEO	DiGi
David	Melnick	Co-founder	Feel State
Brian	Melrose	Videographer	Freelance
Robert	Mendralla	Investor	
Randy	Mersky	Partner	Plexus
Daniela	Mesalles	President	Ivy Camps USA
Paddy	Meskill	Chair Emeritus	Solas Nua
Jomy	Methipara	Partner	Dickinson Wright
Florin	Mihoc	VP	ff Venture Capital
Richard	Miller	Managing Director	Pro-Office Support LLC
M	MM	Finance	Outsider
Charles	Mobbs	Founder	Icahn School of Medicine at Mount Sinai
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Bill	Moher	CEO	Complexity
Kay	Mok	Managing Partner/Investor	Gobi Partners
Allison	Monroe	CEO	Language Learning Market Co
Dwight	Moore	COO / Principal	Votum Technology Group
Alicia	Moran	Manager	PGCEDC
Justin	Morgan	CEO	MB Innovations
Kevin	Morgan	Director, Tech Sector Attraction	Washington DC Economic Partnership
David	Morgan	President/Angel Investor	STS International
Susan	Moring	Associate/Investor	Cortado Ventures
Tammy	Morrow	Director/Investor	Vitalogy Ventures LLC
Lori	Most	Founder	Binary Bridge, SBC
Greg	Moulthrop	CEO	Moulthrop LLC
Bill	Mountjoy	Pres/CEO	Mountjoy & Associates
Vivian	Moyo	CEO	Start Up Entrepreneur Coaching
Atonn	Muhammad	CEO	Real Hip-Hop Network
Shin	Mukai	Postdoctoral Research Fellow	Brigham and Women's Hospital
Ellen	Mundell	VP Sales	CohnReznick/VentureCount
Dale	Murphy	Professor	Georgetown University
Marie-Louise	Murville	CEO and Founder	Delight Me, Inc.
Dawn	Myers	Founder	The Most
David	Myers	CEO	Data Licensing Alliance
Ava	Naeini	Founder	Pulse Operations
Kevin	Neal	CEO	P3ID Technologies, Inc.
George	Nemphos	Managing Member and Co-Founder	Nemphos Braue LLC
Tim	Neusser	COO	B&C Connect
Michael	Niggel	CEO/Angel Investor	ACT I
Denise	Nixon	CAO/ Founder	D A Linguistics
Geneviève	Nixon-Weems	Founder and CEO	Geneviève Global, Inc
Glenn	Noble	CEO	Proudly LLC
Brady	Noble	Founder	Proudly
Paul	Nolde	Managing Director	Riverflow Growth Fund
Kelly	Nugent	Business Development Representative	
Miki	Oba	COO	Biz Trip Story
Thomas	Oberlin	Co-Founder	Fazenda Urbana, Inc
Mitch	Odahowski	Director Business Development	Keystone Soutions - Product Development/Contract Manufacturer

Frank	Ogodo	Founder	Filmocracy
Tolu	Oleru	Vice President	Pacific Western Bank
Abolaji	Omitogun	Founder	American University
Gary	Ondecko	Sr. Director of Finance & Operations	FusionSpan
Chris	Osaka	President	Meeting Hill
Winston	Osuchukwu	Advisor	Digi-Dibia Health-Tech Inc.
Affiong	Osuchukwu	CEO	Digi-Dibia Health-Tech Inc.
George	Osuchukwu	Chief Medical Officer	Digi-Dibia Health-Tech Inc.
John	Oswald	President & CEO	Capital Trust Groip
Laxmi	Owczarek	Co-founder and graphic design	Visual Synapses
Guc	Ozenci	Venture Partner/Investor	Founder Institute Peoplise Prisync SlashPay
Mark	Pace	Principal	Nuvm, Inc
Francisco	Padilla	CTO	Tracsa
Doug	Palley	Managing Partner	ITC Marketing
Patti	Pan	CEO and Co-founder	RevArt
Jean-Luc	Park	Founder/Investor	Ferrum
Danielle	Patterson	Director	Family Office List
Walter	Paulsen	Investor/Entrepreneur	Stealth Insuretech
Greg	Payne	Principal	Emerging Market Enterprises
Chris	Peabody	Chief Strategy Officer	Networking For Future (NFF)
George	Pearce	Business Development Manager	Moscar Capital
Troy	Pearsall	CEO	Osparna
Kushtrim	Peci	Financial Advisor	New York Life
Frank	Pedulla	Professional Musician - Bandleader	www.boneplayer.com
Catherine	Peek	Director	Wye Turn LLC
Mateo	Pena	Business Development Director	Coally SA
Steven	Pennington	Director	Pennington Group
Andres	Perales	Operations Manager	Wunderkeks
John	Peroni	Limited Partner	IdentifySensors Biologics
Mike	Petit	CEO	V-Glass, Inc.
Matthew	Philistine	Investment Adviser Representative	Futurity First Insurance Group
Shannon	Phoenix	Owner	ASSIST Office Support Services LLC
Barry	Pincus	Partner	TechCXO
Henry	Pittman	Founder	GSC360
Sathibalan	Ponnia	CEO	Immune Analytics LLC
Leslie	Poole	Director	Lafayette FCU
Mary Jo	Potter	Director/Investor	Healthcare Angels
Jeffery	Potvin	General Partner/Investor	Supporters Fund/OPN
Michael	Pratt	COO	Virtanza.com
Roland	Probst	Chief Innovation Officer	ACUITYnano LLC
Davon	Pulliam	Owner	Tortuga Kombucha
Jeffrey	Purtell	SVP Sales	Eyewitness Surveillance
Samuel	Pye	Director	Integrated Learning Ltd
David	R	Founder	PT BTR
Phil	Rader	BD Manager	Early Growth
David	Radin	President	Confirmed LLC
Chaitra	Rai	CEO	Chai Rai LLC
A	Raj	President	ARAR Technology
Harsha	Rajasimha	CEO and Founder	Jeeva Informatics Solutions, Inc.
Andrew	Rakicsany	Founder	Inthority
Anumeha	Rana	Manager	SR
Blake	Ratcliff	CEO	IntelliSpeX Inc
Joe	Reddix	President and CEO	The Reddix Group, LLC
Lacey	Reddix	Founder & CEO	Olokun Minerals
Allen	Redwing	Founder	Bookscribs
Kash	Rehman	CEO	Foodservice Contracting
Salim	Rehmatullah	CEO & Founder	SR Estates
Michael	Renner	Founder/CTO	3r Behavioral Solutions
Riley	Repko	CEO	Guroo, LLC
Catherine	Rhee	Partner	Legendary
Victor	Rhoder	Product Manager	AtWork Systems, Inc.
Kathryn	Riek	Partner Analyst	FarShore Partners
Christopher	Rivera	President	Hyper Local Solutions LLC
RH	Riyad	Founder	DesignerRiyad & Associates
Gary	Robinson	CEO	PhaseDesign Research
Federico	Rodriguez Buvinic	Marketing Coordinator	TechAID Solutions
Christian	Roemlein	CEO	Intelligent Fluids - SmartChem
Philipp	Röhner	CEO	iVault Corp / Vault Security Sysms AG
Anthony	Rojas	Founder	HiredByReact
Tobey	Roland	President	TRIM, Inc.
Megan	Rosario	Digital Brand Director & Innovation Lead	Technology-Innovation-Law (T-I-L)
Mary	Rose	GW Technology Commercialization	George Washington University
Robert	Rosenberg	President	S M C
Anne	Rosenblum	Business Investment Manager	Fairfax County Economic Development Authority
Michael	Ross	CEO Emeritus/Investor	Euclid Systems Corp.
Aneetrai	Rowland	Founder	Emergent Access Services
Francis	Rozange	CEO	LaFactory
Deogratius	Rutabanzibwa	Investment Analyst	Sato Cresco
Mike	Ryan	Chairman	EIG
Louise	Salas	Co-Founder	Missing Link, a podcast media company
Joseph	Santoro	Policy Adviser	US OSTP
Lucas	Santos	Founder	Startup
Lili	Sargsyan	Manager of Marketing and BD	Snyder Cohn, PC
Raffaele	Sarno	Senior Startup Advisor / Bizdev	Private Professional

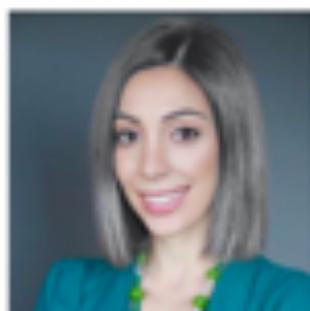
Limor	Schafman	President	KTG
Noga	Schechter	Head of Strategy	Private Family Office
Gerald	Scheinman	Financial Service/Angel Investor	NY Life
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Tom	Scholl	CEO	shoalscrollschool&skull
Alan	Schulman	President	Insurance Benefits and Advisors
Grant	Schuster	CEO	Accelerant Holding
Charles	Schwab	CEO	SCST
Gerhard	Schwandt	Certified Executive Coach	Gerhard B. Schwandt
Ben	Schwartz	AVP-Portfolio Management, Tech Lending	Bridge Bank
Leo	Scott	Chief Innovation Officer/Investor	DataTribe
Kevin	Scully	Consultant	Iconoclast Solutions
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Maximus	Seneca	Founder	Maximus & Seneca Global LLC
Tim	Sexton	Founder	VolumeUp
Mario	Shaffer	Principal	HIG Capital
Ronak	Shah	Director	Agile Infoways LLC
Liron	Sharon	Principal	YMS Value
Naza	Shelley	CEO	Carpe Diem Social LLC
Ryan	Shemen	SVP of Growth & Partnerships	TransparentBusiness
connie	sheng	managing partner	Nautilus Venture Partners
Patrick	Sheridan	Managing Partner	Modus Create, Inc.
Shreya	Shete	Intern	Leidos
Becky	Shewbridge	M&A Lead	Opus 8
Evan	Shubin	President and Founder	Candlelight Partners LLC
Dustin	Siggins	Founder	Proven Media Solutions
Mark	Silverman	Board Member	Avenue Healthcare
Don	Simoneau	CFO	CleanFiber LLC
Anjuli	Singh	Principal/Investor	Rezon8 Capital
Rob	Siravo	Managing Partner	Gnosko Bio, LLC
Ivan	Skobe	CEO	Agile Parts Supply
Marisa	Smeraldi	Bookkeeper	Left Brain Solutions
Cameron	Smith	Owner	Appstrordinary
Stephen	Socolof	Managing Partner	Tech Council Ventures
Jeshua	Soh	Founding Director	Startupmedia Singapore
Tom	Solitario	Strategy and Corporate Development	Tom, Inc.
Paul	Song	Chief Operating Officer	JumpLights, Inc.
Paul	Sorkin	President/Investor	Perfect Balance Investments
Jake	Spradling	CoFounder & CEO	CargoLabs Inc.
John	Stadter	Board Member	FCR
Stephen	Stearman	CEO	Elevate-Holistics.com
Karen	Steele	SVP Marketing	Near
Michael	Steiner	Executive Director	BEST Robotics Inc
Lydia	Stensberg	Engineer	Arup
Rachel	Stephan	Founder	Snöball Event Influencer Marketing
Paul	Stoichevski	Producer	Polar Shift Productions
Gisele	Stolz	Director, Entrepreneurship Programs and Incubators	George Mason University - Mason Enterprise Center
Jonathan	Strimling	CEO	CleanFiber
Mark	Su	Principal Scientist	Pfizer
Tori	Sullivan	Founder/CEO	BarnWiz
Travis	Sumners	President	Active Response Strategies
Adam	Suri	President	Community DNS LLC
Sean	Sutherland	Director of Accounts	Kapowza
Thomas	Swanson	Managing Director	Unicorn Group
June	Swatzell	Founder	OrganicNearby.com
Calvin	Sze	Entrepreneur	Open Chain
Prusty	T	Owner	Prusty's
Aksaraphak	T.	Owner	Real estate business
Venkat	Tadakamalla	President	IT SYS, INC.
Troy	Taggart	Lead Business Development	Avila Security
Mayur	Tailor	Senior Director	MediMergent
Jit	Tandon	Advisor	Ficadenti Tandon Asset Management, Inc.
Dimitar	Tashev	Business Development Executive	ScaleFocus
Venkata Ganesh	Tayi	CEO	Never Lose The Deal
Nicole	Taylor	Founder	Itt group
Samir	Tendulkar	CEO	Khal Inc
Balendran	Thavarajah	Founder	Get Mee PTY LTD.
Garrett	Thompson	Investor	Montague Street Ventures
Brad	Thompson	VP	Cause Media Marketing LLC
Angela	Tise	Regional Director	CFO Leadership Council
Mislav	Tolusic	Partner	AIM13 CVP
Thong	Tran	Project Developer	Sati
Rei	Tran	Investor	Acceleprise VC
Enzo Piermichele	Troncone	CEO	Butterfly Decisions
Matthew	Truong	COO	Attest Technologies
Wai	Tsang	Principal	I/E/I
Steve	Tsuruda	CEO Founder	www.geminid.com
Michael	Turillo Jr	Chairman	ino360
Campbell	Ure	Owner	Cure Business Improvements
Louis	Valentine	Financial Advisor	LV INC.
Richard	Van Horn	Founder	Pseudo-NYM
Dean	Van Zyl	CEO	National Adhesive Distributors
Rebecca	Varela	Partner	Los Olivos Markets
Rafael	Varela	Partner	Los Olivos Markets

Sergo	Vashakmadze	CEO	Rainmaker Partners Ltd
Carlos	Vassallo	COO	PlanetM
Roy	Vella	Managing Director	Vella Ventures
Mike	Venturi	Founder	Venturi Startup Studio
Casey	Verkouteren	Owner / Founder	Casey Co
Lizbeth	Villanueva	Assistant Director of Global Partnerships	Ivy Camps USA
James	Vincini	Founder	Trusty
Lucas	Vining	CEO	Ichosia Biotechnology
Israel	Vite	Director of Capital Development	Konzortia Capital Inc.
Frank	Vito	Founder	Vito Law
Amit	Wadhvani	Agile Project Manager	Wipro
Derrick	Walker		
Courtney	Walsh	Founder/CEO	Avisely
Delroy	Walters	Principal	Baobab Consultancy, LLC
Sally	Wang	Director of Strategic Investment	ByteDance
Jun	Wang	CEO	Phycin, Inc.
Ryan	Wang	Financial Expert	CargoLabs Inc.
Ye	Wang	Senior Director, Global	Epsilon
Scott	Warner	Principal	Warner Strategies
Mike	Watson	CEO	MIRUMINVEST
Joseph	Weaver	CEO	Global Design Interactive
Sean Goh	Wei	CEO, Founder	Elysium Esports Pte Ltd
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Molli	Weiner	Development and Events Supervisor	The Gentle Barn
Wills	Wendel	Founder	Gnosko Bio, LLC
Eric	Wendler	Director of Business Development	Grant Thornton
Lisa	White	Principal, COO	KW Works Software Development
Jeff	White	CEO	Gravy Analytics
Theresa	Whitfield	Communications Consultant	Ethno Media Group
Sarath	Wijekoon	Director	Swisloyd Pte Ltd
Cathy	Wilkes	Success Advisor	Proctor Gallagher Institute
Albert	Williams	CEO	Perkforce
Will	Williams	Management Consultant	
Kevin	Williams	CEO	TEKCONNX
Tammy	Williams	Founder & CEO	Envision2bWell Inc
Steve	Wiltse	Managing Member/Investor	GF LLC
Petra	Wise		TIG
Liz	Witte	Account Executive	Justworks
Chris	Woods	Principal/Investor	Option3Ventures
John	Xu	SVP	Abpro
Sarah	Xu	Director	Gan Huamei
Albert	Yam	Cofounder	Convoy Healthcare
Johnny	Yang	Mentor	MIT
Yigang	Yang	Managing Parther/Investor	WaterStar Capital LLC
Michael	Yiin	Founder	TrinityEco
Theo	Zacharis	Innovation	bioGLOT Ventures
Jon	Zaikowski	Scout	Startup Bucks
Khuram	Zaman	CEO	Fifth Tribe
Romina	Zanetti	Biz Dev executive	Wakapi
Valerio	Zanini	Product Innovator	Spark Engine
Juan	Zarco	Partner	SVVG Partners LLLP
Annie	Zeng	Analyst	Bernstein
Cynthia	Zhai	Voice Coach	FVC
Lucy	Zhang	CEO	Hygealeo Technology
Wei	Zhang		University of Maryland
Raymond	Zoeller	CEO	Zoeller Associates

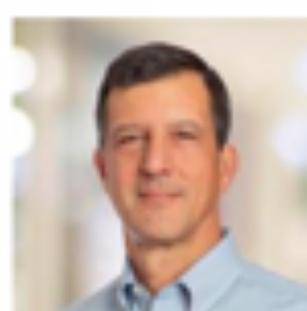
THANK YOU TO OUR COACHES



DAVID GIANNINI
CEO
CirrusWorks



LAURA HILL
VP Product
EquiFi



GEORGE HONDROS
Director,
Business Development
BDO USA, LLP



ALIYA HULSE
Founder & CEO
MWM Systems



MIKE RIEMER
Entrepreneur in Residence
ABJJ Digital + IoT Labs



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

PARTNERS



Angels + Life.Sci Investors

