

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

April 28, 2022

CONNECTpreneur.org

AGENDA

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

11:05-11:20am | WELCOME and INTRODUCTIONS

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

**- ESTHER LEE - CEO, REFRACTION; Organizer, Smart City
Challenge**

**11:20-12:30pm | ROCKET PITCH SESSION Companies will be
introduced by:**

**- ANTHONY MILLIN, Founder and Co-Chair of NEXT powered
by Shulman Rogers**

- MARK HAAS, Co-Founder and CEO, AEG

**12:30-1:00pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)**

April 28, 2022

CONNECTpreneur.org

PRESENTING COMPANIES

Alpharank

Attrace

Bridge Therapeutics

Data Licensing Alliance, Inc.

E-Livestock Global LLC

EDGe Surgical

Everix Optical Filters

Gemba

Lambent Data, Inc.

The Jet

SPEAKERS



TIEN WONG, CEO, OPUS8, INC. @tienwong

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

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



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

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

Value Proposition: Alpharank levels the playing field for small to mid-sized banks & credit unions by giving them data-driven insights to achieve sustainable growth. We optimize online sales through improving website visitors' experience and providing analytics enabling lenders to make intelligent marketing decisions. With our proprietary AI lenders can easily boost loan volume +50% in just months by significantly improving the online experience.

Leadership Team We are highly experienced team that has led the successful growth and exit of many technology-enabled and software businesses including 4 exits (1 IPO), \$166M raised and \$200M in acquisitions.

Challenge: The pandemic only accelerated the migration for consumers buying goods & services online. Last year a record 3900 bank branches closed, a 38% increase over the prior year. This is especially significant for community lenders. Consumers now expect to easily get whatever banking services they need online. Small to mid-sized lenders are losing the battle by giving a poor online experience. They do not know how to fix the problem nor where to effectively spend on digital marketing. They also lack resources to develop this capability.

Solution: Our cloud-based software as a service (SaaS) solution is simple to implement, requires no IT nor up-front expense, and collects no personal data. By adding a single line of code to a lender's website, our proprietary AI compares the web visitors' experiences to over 30M similar visits across lender sites and delivers easy, actionable recommendations as to how to fix their website. We then track the increase in business & effectiveness of their marketing spending. Customers see increases in business in the first 30 days. Additionally, we show them how they are doing vs. their peers on an ongoing basis.

Technology: Alpharank's AI solution is integrated into all major loan origination systems (LOS) serving nearly all lenders. Since 2019 the company has gathered 30M data points that form a benchmark data set those potential competitors cannot replicate. Our advantage compounds daily as more lenders join our ecosystem. Any new solution's AI will be hamstrung without access to an equivalent training dataset. Our technology integrates data from digital advertising channels, web properties and account opening with the lenders actual loan performance data. AI trained on this large data set over many years will be difficult and time consuming to replicate while we continue to expand our customer base and enhance our solution.

Market: There are 10,300 US banks and credit unions. Alpharank.ai focuses on the 5,000 small to mid-sized lenders with \$100m to \$5B in assets. These lenders have substantial scale but cannot develop a solution internally.

Competitions: Currently only Alpharank.ai offers a solution that directly increases lender sales. Web analytics tools like Google Analytics generically track clicks and impressions and do not analyze submitted bank applications let alone funded loans. Other banking technology players require completely replacing current systems infrastructure.

Revenue Model: Our software as a service (SaaS) is offered via a monthly subscription model with no up-front fees.

Website: www.alpharank.ai
Headquarters Office:
 303 TWIN DOLPHIN DR. REDWOOD CITY CA 94065
Industry: Enterprise Fintech
Domain: AI driven Software as a Service (SaaS)
Leadership Team:
CEO: Jay Rosenblatt
COO: Carlo Cardilli
Founder, Board Member: Brian Ley
Board Member: Steve Kishi, Aspenwood VC
Board Member: Rich Howe
Seeking Financing of \$1.5M
Previous Funding: \$3.4M
Use of Funds: Marketing & Sales

Financials (in thousands)	2021	2022	2023	2024
Total Revenues	\$931	\$1,003	\$4,678	\$13,658
Gross Profits	\$771	\$819	\$4,122	\$12,257
Net Income (loss)	-\$60	-\$415	\$160	\$4,323



Attrace unlocks the value of referral marketing in web3 by linking promotions with on-chain user activity

Global digital advertising market in web2 is estimated at approximately \$450 Billion in 2021 and might become larger than \$750 Billion by 2026. (<https://finance.yahoo.com/news/global-digital-advertising-marketing-market-141300439.html>)

For those skeptical about blockchain: Web3 is the world wide web based on blockchain technology (databases with no central authority, independent validation, impossible to delete or manipulate data, especially strong for use cases with middle-man problems etc.). If you, just like most blue-chip tech companies, believe web2 will slowly progress towards web3, you understand marketing in web3 will become gigantic, especially with first mover advantage.

Attrace is the first to have successfully launched a protocol for referral (performance based) marketing in web3 for web3 assets on any blockchain.

Leadership Team:

The Attrace team has extensive experience in the North-European FinTech, Affiliate Marketing and startup field, a solid background in international blue-chip financial companies and developed a use case specific high performance custom blockchain solution from scratch over the last three years. More details can be found at <https://attracteam.com/>

Products/Services:

Referral marketing (performance-based marketing) for decentralized assets in web3 (any crypto or NFT asset on any blockchain)

Projects: Set up a promotion in web3

- Set up a promotion and lock rewards to drive value towards your crypto tokens or NFT collection

Promoters: Refer to Earn in web3

- Promote or recommend a crypto or NFT project by sharing a link (in web2 or web3) and earn rewards for tokens purchased via link

Buyers: Buy to Earn in web3

- Buy & hold recommended tokens and automatically earn rewards

Vision: Connected “word of mouth” performance-based marketing ecosystem for web3 (cross-chain; cross web2/3)

Goal: Unlock the value of “word of mouth” marketing in web3 by linking promotions with on-chain user activity

Methodology: Attrace Oracles observe and capture the value of user acquisition in web3 via link sharing (value of social graph in web3), any asset, any blockchain & cross chain

Status:

- So far facilitated test runs without any marketing. The protocol - a world’s first (!) – works, so for the first time referrals can be linked with on-chain activity. Test referrals which are currently live can be found at <https://attrace.com/> (website update will follow in 3 weeks)
- CRM has +90 Projects (NFT drops, DEXs and Launchpads etc.) and 9 tier-one Promoters (crypto websites) waiting to connect
- In process of setting up a KOL network with a strong incentive in \$ATTR (the world’s first Referral Farms)
- Currently already +2600 addresses registered during test phase

Competition: Currently no competition. The Attrace protocol is a word’s first, the MVP has only been live for six months in test phase and the Oracle software is very difficult to replicate

Quick Facts

Company Name: Attrace

Contact: Erwin Werring

Address: Gustav Mahlerplein 2, 1082 MA, Amsterdam, the Netherlands

Email: erwin.werring@attrace.com

Website: <https://attrace.com/>

Industry: Referral marketing in web3

Domain: The world’s first operational performance-based marketing ecosystem for web3

Bank: ING

Law Firm: DeRoos Advocaten

Number of Employees: 23

Leadership Team:

MD: Erwin Werring

Architect: Roel Berger

Product: Nikola Stevanovic

Development: Roeland Werring

Marketing: Remko Allertz

Amount of Financing Sought: \$3 million

Current Investors: \$4.5 million raised already via

Deribit.com, Coinstone Capital,

LDcap.com, Mask.io,

Iconomy.partners, Widico BV, Res

Privata BV etc.

Use of Funds: Additional hires for product team and marketing push

Potential exit: 100-150x

Auditor: Deloitte



Company Overview

BRIDGE THERAPEUTICS
 217 Country Club Park
 Suite 325
 Birmingham, AL, 35213
 Office: (877) 223-6949
bridgetherapeutics.com

Stage: Series A (pre-IPO)

Raise: \$2M

Industry: Bio-Pharma

Market Size: \$36B+

Use of Funds:
 Commercialization

Contact:

Tim Peara
 Mobile: (941) 920-3139

TPeara@BridgeRx.net

Corporate Summary

Bridge can disrupt the \$36B+ markets for Chronic Pain and Opioid Use Disorder (OUD) with superior / far safer drugs via FDA's 505b2 pathway to commercialize in ~12 months.

Key Facts

1. **Pain:** 230 Americans and 30 Europeans die each day from opioid overdose. Most of these start with prescribed medication to treat pain, but then get addicted. Patients taking opioids daily to treat chronic pain are most at risk for developing OUD. So, by providing a far safer pain drug, Bridge can address a key cause of the Opioid Crisis.

2. **Addiction:** Patients taking the leading addiction drug, Suboxone®, would like rapid delivery, decent taste and an end to mouth soreness, lesions, and bleeding ulcers (currently 22%).

Innovative Solutions

Government Support: US Dept of Health & Human Services seeks new buprenorphine (*Bupe*) therapies for chronic pain, see [Pain Mgmt Best Practices Inter-Agency Task Force Report](#) (5/19).

Fast to market: Bridge is conducting the only test expected for FDA approval of its OUD drug. This drug should be very popular, because it dissolves under the tongue in 3-seconds (versus 6-16 minutes for existing forms) while reducing the incidence of mouth irritation and improving on taste.

Barriers to Entry: by licensing patented delivery technology, periods of FDA exclusivity and a series of its own patents, Bridge can build and protect its product portfolio.

Projected Financials

\$ MM \ Year	2022	2023	2024	2025	2026 Market Share		
					Low 2%	Target 7%	High 40%*
Revenue	\$0	\$54	\$295	\$536	\$814	\$2,443	\$14,400
Opex	(\$1)	(\$41)	(\$98)	(\$151)	(\$214)	(\$563)	(\$3,783)
EBITDA	(\$1)	\$13	\$197	\$385	\$600	\$1,880	\$10,617

*40% market share as safe alternative to opioids (schedule III vs II) and Government Guidance

Products

BT-205 (pain): Our patented combination of Bupe & Meloxicam is for moderate to severe chronic pain in opioid experienced patients. As a partial-agonist (or partially-acting) opioid, Bupe is the only schedule III drug for severe pain. The CDC recognized Bupe's safety by removing it from its overdose risk monitoring list in August, 2016.

BT-219 (addiction): Our superior delivery of Bupe & Naloxone (as in Suboxone) relies on the patents and trade secrets of our manufacturer (Catalent, NYSE: CTLT) to produce a freeze-dried tablet which dissolves in the mouth in 3-seconds.

Target Markets

BT-205 targets 50M patients worldwide spending \$20B on conventional opioids for moderate to severe chronic pain; plus 300M patients and \$10B for acute pain; growth as the population ages.

BT-219 targets 6M patients worldwide spending ~\$6B on Suboxone and its generics for Opioid Use Disorder; growth from shift away from methadone which can cause fatal overdose.

Key Manager

Dr. James "Greg" Sullivan, MD, Chief Science Officer

Dr. Sullivan is a **key opinion leader in pain and addiction**: he speaks weekly to the FDA, advises the National Institutes of Health (NIH) on research and lectures regularly at medical schools and teaching hospitals. He is one of America's **top clinical researchers**: Since 2002 he has designed & completed **175 clinical trials** for such major pharmaceutical companies as **Pfizer, J&J, Roche, Forest, Reckitt, ENDO**, etc. He has conducted 16 or nearly all US safety and efficacy studies of Bupe drugs. He was the lead clinical investigator for Viagra, Cialis as well as four pain drugs: hydrocodone, oxycodone, tapentadol and tramadol. He is an experienced physician, with 30+ years' experience treating pain and addiction. His ongoing investigation of treatments for pain, addiction and mental disorders led him to patent BT-205 in 2005, found Bridge in 2015 and formulate BT-219 in 2017.

Value Proposition: Data Licensing Alliance (DLA) is the First STEM data licensing marketplace targeted for Ai/machine learning. **We are a platform to help data scientists license STEM data for their AI drug discovery efforts.** By making data licensing much more efficient, our solution solves pharma and data scientists data problem = it is too hard to get access to all the relevant data. Our solution will help data scientists using Ai for drug discovery shortens the time to discover a suitable drug from up to a decade down to days or weeks.

Leadership Team: The leadership team has had 5 successful exits and has over 155 years of combined relevant experience. We've been leaders of the STM publishing industry for the last number of decades creating or managing clearly superior products and services and have deep and significant relationships doing exactly the activities we're building.

- **David Myers, CEO** - A serial entrepreneur and 2x Inc.5000 inductee.
- **Clive Snell, COO** - A seasoned executive who has successfully launched, managed, and sold a range of specialist B2B media companies.
- **Christopher Enright, CTO** - A proven technical leader with over 20 years of experience in the digital/technology services, consulting, and STM Publishing industries.
- **Marcus Parker, CMO** - A Senior marketer with over 20 years of hands-on experience launching new products and managing global marketing campaigns in the STM Publishing industry.

Products/Services: The DLA marketplace will be licensing data, such as medical journals and chemical databases to be used by data scientists at the initial discovery stage of a drug through to its approval. We will have a mix of exclusive/unique and non-exclusive/OA datasets, and with a roadmap for anonymized and federated data of relevant patient information to enhance drug discovery. A thorough understanding of the entire data licensing process has allowed our world-class technical team to build our collaboration platform for buyers and sellers around data.

Market: We are looking to provide data for huge world problems and markets where the data sets needed to mine are defined and can be aggregated. We are initially focusing on a slice of the **\$200B Drug Discovery market**, where funding for Ai in Drug discovery has grown by over 3,800% over the past 5 years to \$2B. Our revenue model encompasses 3 synergistic revenue streams; transactions fees, derivative data fees and consulting services fees.

Why Now?: The Environment is Right. There is a massive pull forward around digital transformation and broad-based digitization post COVID-19, especially at most medium and large companies. 1) Business Environment: Data owners want to monetize their data and need new revenue streams and data scientists and Ai companies need comprehensive datasets. 2) Regulatory Environment: There is increased government encouragement, funding, and mandates for Ai to increase diversity and eliminate bias in machine learning. 3) Technology Environment: Low storage costs and low cost to operate technology developed specifically for Ai/ML and 4) Marketplace Environment: "It's where people go to transact", and for data, high margins and no inventory to "hold".

Distribution Channels: As a sales channel matching buyers and sellers, we plan to solve the go-to-market puzzle and profitably acquire new customers at scale by acquiring customers via entrenched targets. We plan to leverage Licensors (Sellers) and their entrenched customer base for initial customers, leverage existing clients from insiders and Advisors, and attract buyers via our community and social media involvement.

Competition: The trust of partners based on over 3 decades of collaboration, our extensive expertise in the licensing of STEM content, and relevant supply-side relationships allows us to create our initial competitive moat. We provide a strong competitive advantage by being the first marketplace for STEM data licensing and owning unique datasets. Our targeted approach to the drug discovery market differentiates us from the overly broad and lack of depth of our competitors. Further differentiation comes from focusing on more than one distinct buyer group with sets of needed comprehensive data.

Financial Projections (Unaudited):

	2022	2023	2024
Transactions	30	1000	10,000
Revenue	\$900K	\$6.6M	\$80M
EBITA	\$180K	\$1.98M	\$24.7M

Exit: Our planned exit is by strategic acquisition within 36 months at a minimum valuation of \$100M USD

Quick Facts

Contact: David Myers, CEO

Address: 9205 Winterset Dr.,
Potomac, MD 20854

Phone: 301-340-1987

Email: dave@dladata.com

Websites:

- Marketing – info.dladata.com
- Marketplace – dladata.com

Domain: B2B marketplace for data, Ai/machine learning

Bank: M&T Bank

Law Firm: Cooley, LP

Number of Employees: 5

Amount of Financing Sought: \$2M

Current Investors: \$600K raised from Angel investors

Use of Funds:

- ✓ Activate 5 Core Sellers
- ✓ Capture 5 Top Pharma
- ✓ Users from 50 Univ.
- ✓ 50K MoM active users



E-Livestock Global

Investor Highlights

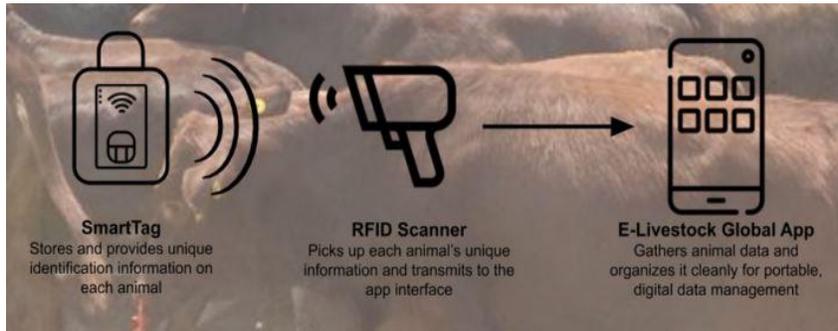
Value Proposition

E-Livestock Global has created a global traceability solution for livestock identification and health tracking. This blockchain powered system supplies an identity and simple health record that captures information that is useful for the entire value chain from farmer, wholesaler, and all the way to consumer.

Company Background: Founded in 2019 and headquartered in the biotech corridor of the Washington DC area, E-Livestock Global LLC is a Venture Capital funded social enterprise. Our aim is to improve the livelihood of rural and commercial farmers by enabling the traceability of their livestock. By focusing on innovative, affordable technologies, we deliver a world class livestock traceability solution that can be applied globally.

Leadership Team: Our Founders, Advisors, and Leadership team have an incredible breadth of experience in the technology, agriculture, and food space. This has allowed us to develop this award-winning solution.

Products/Services:



Technologies/Special Know-How: We have a technology partnership with Mastercard for traceability using their Blockchain solution. We have received global press coverage since our official launch in June 2021. Our solution won an award for best blockchain solution for Agriculture in Africa 2021 (Digital Banker.) Our hardware solution was featured in a RFID Journal last November.

Market: Our target market is the 1.4 billion cows worldwide. We have already launched in Africa where there is a market size of 250 million. We are in discussions for initial pilots in North America where the market is 140 million. We make revenue from the purchase of the tag that is used for identification and the App via annual subscription. Both of these are very low-cost items as our model is to have a global livestock platform. This multi-sided platform will be available to other users such as governments and providers in areas such as financial or other farming related inputs.

Distribution Channels: Tags can be sold online or to veterinary professionals. The App can be downloaded for trial use and then used on a subscription basis.

Competition: *RippleNami, Lofte Kesho, BeefLedger.* Our price point is more competitive \$2/per animal vs \$50 - \$200. And our solution has better range. Up to 50 feet vs Touch the Animal. A better product at a lower price point.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$1M	\$3M	\$7.5M	\$30M	\$75M
EBIT (dollars in thousands)	\$250K	\$900K	\$2,25M	\$9M	\$22M

Quick Facts

Company Name:
E-Livestock Global LLC

Contact:
Chris Light, CEO and Founder

Address:
17040 Amity Dr,
Derwood, MD 20855

Phone: 571-215-4023

Email:
chrisl@elivestockglobal.com

Website:
<https://elivestockglobal.com/>

Industry:
Agriculture, Supply/Value Chains, Food, Livestock

Domain:
Blockchain powered Identity and Health Traceability for Livestock

Bank:
Wells Fargo

Law Firm:
Michael Miller Law Office

Leadership Team:
Co-Founder, CEO:
Chris Light
Co-Founder, President:
Max Makuvise
Chief Technical Officer:
Allister Banks
Chief Operating Officer:
Admire Sekwa

Amount of Financing Sought:
\$1 million

Current Investors:
CR2 Ventures, \$150K

Use of Funds: Sales and Marketing, System Rollout

BUSINESS SUMMARY: SAFER, EASIER-TO-USE DIGITAL SURGICAL INSTRUMENTS

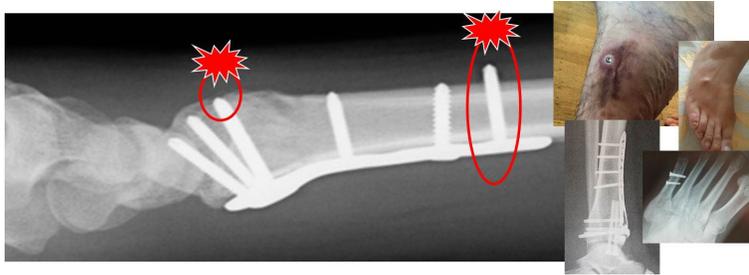
EDGe Surgical is a medical device company focused on developing state-of-the-art single-use digital devices for orthopedic & spine surgery. Our patent-protected technologies set a new standard of care in the orthopedic/spine surgery market by:

- Improving accuracy when selecting screws to fuse bone fractures and spinal vertebrae, and
- Mitigating bioburden contamination risk – a leading cause of Surgical Site Infections (SSIs).

Doing so aims to **improve surgical outcomes, enhance patient experience and reduce costs.**

Our first device, the Ortho EDG[®], showed superior screw placement outcomes and receiving very positive surgeon feedback as part of our alpha launch – full market launch was just initiated in Q2 2021. Beyond that, our next gen device for spine procedures, the Awl-in-One Tap[™], incorporates key capabilities needed for spine procedures, including nerve detection, is currently in development.

PROBLEM ADDRESSED: MIS-MEASURED SCREWS AND SURGICAL INFECTION



Up to 20% of surgically placed screws are misplaced* – many of these are a result of an incorrect length of screw. Root cause is often associated with using outdated surgical tools and techniques that do not offer the needed accuracy and usability to sufficiently enable the surgeon to select an appropriate screw length. Implications from mis-measured screws costs >\$500M/year (US).

In addition, these surgical devices are reprocessed for use on multiple patients, but inadequate design features make them prone to bioburden contamination (even after sterilization processes). For example, a recent study showed that 92% of traditional ortho depth gauges had visible debris in the device even after sterilization*.

Contaminated surgical equipment is a leading cause of SSIs – an \$8.4B/year problem in orthopedic and spinal procedures*.

Complications that arise include chronic pain, permanent vascular/neurological damage and even death – all add significant cost to the healthcare system resulting from reoperation, litigation, or wasted implants.

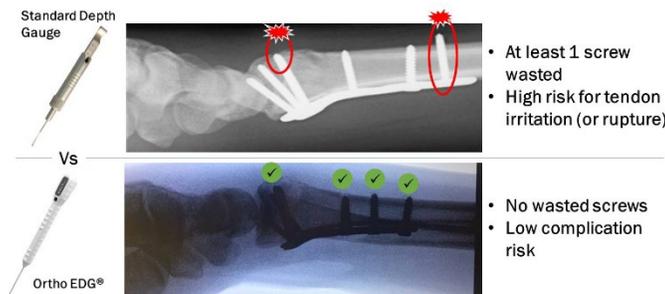
OUR SOLUTION: SINGLE-USE DIGITAL SURGICAL INSTRUMENTS

EDGe Surgical’s devices take antiquated orthopedic/spine surgical tools and create a more precise, faster and enhanced user-friendly experience for the surgeon. With superior engineering, an easy-to-read digital display and nerve detection technology (spine only), our devices ensure screw measurement is more accurate and consistent, reducing implant complications. Additionally, our devices are single-use which mitigates risk of bioburden contamination associated with their reusable counterparts*.

Two recent studies illustrate the Ortho EDG[®] reduces major measurement error by 64% and 90%, respectively*, which can lead to ~\$385M in savings/year.



ORTHO EDG[®] MARKET RECEPTION: VALIDATED KEY MARKET DYNAMICS AND SURGEON DEMAND



- At least 1 screw wasted
 - High risk for tendon irritation (or rupture)
-
- No wasted screws
 - Low complication risk

EDGe Surgical completed an alpha launch for the Ortho EDG[®] in human clinical cases early 2019, where we not only demonstrated superior screw placement outcomes against the standard depth gauge (see image), but also validated key metrics, such as average sales price and surgeon demand. This surgeon demand resulted in approvals at >30 facilities to-date at favorable ASPs (~75% gross margins), which equals initial potential sales of over \$3M/year.

We recently completed design feature updates based on surgeon and initiated our full market launch.

EDGe Surgical: Fast Facts

- **Addressable Market:** >\$2.3B combined globally; >\$1.5B US (~3.5M cases/year)
- **Regulatory:** Ortho EDG[®] FDA 510(k) cleared and CE Mark; Awl-in-One Tap[™] 510(k) in-process
- **IP:** 28 issued patents globally; 19 provisional/non-provisional patents (and growing)
- **Team:** +30y experience in start-up, quality/regulatory, product development, IP, and sales/marketing
- **Advocates/advisors:** 10+ top ortho surgeons and medical device/ortho company executives
- **Funding to date:** ~\$12M in equity
- **Seeking:** \$2.5 of funding; current have a convertible note open of which >\$1M is committed

*references on file with EDGe Surgical

Company Description: Everix manufactures ultra-thin optical filters (20X more compact than competition) for OEMs to reduce the size and weight of their wearable medical or technology products, while presenting at least 30X better economies of scale compared to traditional solutions.

Pain: 1- Size and weight limit product miniaturization (and other technical issues such as sensor sensitivity); 2- Rigid form-factor; 3- Insufficient economies of scale. Current manufacturing technologies have hit an innovation plateau despite many unmet needs.

Solution: Our novel manufacturing (with 34 patents) provides the most compact filter solution for the most challenging device designs, in both flexible and rigid forms, and with at least 30X better economies of scale, necessary for consumer-oriented uses.

Company Name:

City, State: Orlando, FL (with CA presence)
 Phone: (407) 923 - 3260
 Website: www.everixopticalfilters.com
 Presenter: Hooman Banaei, PhD.
 Email: hooman@everix.co

Basic Details:

Founded In: 2015# Of Employees: 12

Funding History and Deal Terms:

Total Raised to Date: \$5M
 Total Seeking: \$8M (Series A)
 Committed Funds (If Any): \$500K
 Valuation Expectations: \$15M
 Type of Financing: *The first \$2.5M as Pre-Series-A in Convertible Note (20% discount, 8% interest, \$12M Cap). About \$1M secured.*

Use of funds: Operations de-risking, process yield increase, executive team expansion, IP

Financials:

Burn Rate: Approx. \$65K/month current
 Cumulative Revenue: Approx. \$2.2M (Approx. \$1M product sales)
 Trailing 12-month revenue: Approx. \$600K
 Cash Flow Positive in: Year 2024 (August 2022 with our current operations)

Market Size:

TAM: \$2.5B (CAGR: 8.56%), based on 360 Market Update & BCC Research) – only traditional markets, excluding what Everix creates new.
 Estimated Reach: 2% By Year: 2026

3-Year Revenue Forecast:

Year 1 (2022): \$1.1M
 Year 2 (2023): \$3.1M
 Year 3 (2024): \$9.3M
 Year 4 (2025): \$39.5M

Team: (12 operational + 8 hands-on advisors)

Hooman Banaei, PhD, CEO/Co-founder – Family manufacturing business with 500 employees

Justin Boga, Dir. Eng. & Automation / Co-founder – Left another optical filter company for Everix

Mark Wippich, Board Director / Advisor – Multiple optical coating startups and exits

Jim Northup, Advisor – Former COO at coating equipment giants – sold his optical component business to the largest filter player.

Technology

Process POC in Hooman’s garage. MVP of only one product in 2017 in a 2,000 sq.ft. facility. Three classes of filters at low-volume commercial grade by 2021 in a 6,000 sq.ft facility sufficient for near-future expansion. Most recently (Q4/2021 – January 2022) process control improved to include more sophisticated bandpass filters (55% of market) as well as high optical density/blocking (>99.9999%) of other filter classes. Seven new product lines agreed to launch with Edmund Optics in 2022.

Defensibility

8 issued and 26 pending patents internationally covering process, product, equipment, and key use cases. Process trade secrets.
 Multiple proprietary in-house-developed software and algorithms for design and process control. In-house designed and developed manufacturing equipment.

Business Model

We manufacture and sell customized products as components at high volume to device OEMs. Retail sales to create OEM pipeline through channel partners (Edmund Optics). Gross margin projected to exceed 90% by 2024. Have sold to dozens of OEMs (including multiple Fortune-50) at prototype level. Preparing to expand to volume in 2022+. Several in the active OEM pipeline for 2022.

Go-To-Market Strategy

Direct volume sales to OEM’s. Retail sales to OEM’s (to build pipeline) through channel partners (Edmund Optics).
 Licensing and JV for large-format filters (displays, solar, auto- and architectural glass, consumer eyewear, etc.) that Everix does not commercialize directly.

Competition

- 1- Traditional vacuum coating companies, all using patent-expired technologies. Viavi Solutions, Materion, Semrock, Alluxa, Omega, Chroma are the major players in the US.
- 2- Multilayer film extrusion industry – primarily for non-filter applications and low-performance filtering (such as display back-reflectors) due to process nature limitations – 3M, PeakNano, Toray.

Milestones

2017: Partnership formed with Edmund Optics based on our MVP and technology potential. 2018: First filter draw tower built in-house for consistency at volume & first product launch. 2020: First OD6 filters commercialized. 2021: Co-marketing agreement signed with Edmund Optics. 2022: Another major strategic partnership in formation.

Exit Strategy

Large-format filter segments to create early liquidation or partial exits (Eastman Chemicals, Sumitomo Chemicals, etc.) - Small-size, high-margin filter business exits in or around 2026 with 6-9X revenue multiple (as a baseline with success in primary target market only) supported by recent comparable examples even without the extensive differentiation that Everix offers.



Value Proposition

Neobanking platform & white label banking infrastructure.

Gemba is an online transactional banking service for startups and financial services that need to embed transactional banking functionality into their apps or services.

Company Background:

Gemba was established in Oct 2017 and has been granted FCA authorization to carry on payment services activities as an Authorized Payment Institution (API) from 13 March 2019.

Leadership Team:

Alexander Legoshin – Board Member. Has over 10 years of experience in strategic marketing and a history of successful investments & 1 exit in banking project.

Vladimir Derevyagin – Board Member. Vladimir has a strong background in banking and law. He has held senior positions at banks since joining the sector in 2010.

Ugis Latsons – Managing Director, 18 years of experience at Head positions in EU banks.

Products/Services:

Gemba - neobanking platform & white label banking infrastructure. We develop bespoke banking services and provide FastTrack banking infrastructure for fintech startups

Market:

\$47Bln. Now – more than \$2 Trln. In 8 years

Distribution Channels:

1. Start-ups client base acquisition: local European and UK accelerator program partnerships, kickstarter direct marketing, conferences. 2. White Label customer base:

current queue of secretarial companies waiting to implement our online banking product under their brand: 20+, Waiting to implement WL for IBAN's; direct.

3. Marketing in the financial industry: forex brokers, exchanges, AIFs, fund managers, etc.

Competition:

Railsbank, Solaris bank, Swan, Wise

Gemba has No-Code White Label as the main go-to-market strategy. Our No-Code White Label solution allows faster and cheaper integration (in comparison with other White-Label market providers).

Go to market strategy via global agents, lifetime revenue sharing program.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	4.774	23.221	31.934	79.258	194.775
EBITDA (USD in thousands)	1.005	9.675	3.834	19.771	60.184

Quick Facts

Company Name: Gemba Finance Limited

Contact: Denis Chetverikov
Address:

Level39 One Canada Square, Canary Wharf, London, England, E14 5AB

Phone: +447451271705

Fax:

Email: d4@ge.mba

Website: https://ge.mba

Industry: FinTech

Domain:

Bank: Rietumu Banka JSC

Law Firm: TAURUS LEX LIMITED

Patent Estate:

Number of Employees: 15

Leadership Team: Alexander Legoshin (CEO), Vladimir Derevyagin (Board Member), Ugis Latsons (Director)

Founder:

Alexander Legoshin

Co-Founder:

Vladimir Derevyagin

Amount of Financing Sought: USD 3.4 M

Currently invested:

USD 5.1 M by founders

Use of Funds: Banking infrastructure

enhancements, new services and currencies

Additional licensing in new territories/markets Card

issuing

Auditor: Dixcart Audit LLP

Value Proposition: OurREACH™ is a HIPAA-compliant collaborative software platform & app, with data analytics. It equips healthcare & social service providers to engage their patients/clients much more fully than previously, whether intensively or "light touch." It's empowering for patients/clients in many arenas of health & Social Determinants of Health. Because it's so granular for patients/clients, it also generates new data analytics never before available to providers, which they can use to improve their programs. The improved patient/client outcomes also lead to lower healthcare costs, which are crucial in preventive & value-based care.

Company Background: We are a seasoned & strongly complementary team. We have growing traction with customers & are excited by industry recognition. We were chosen for the highly selective 2021 MassChallenge Accelerator & also chosen to present a poster at a recent national healthcare conference.

Leadership Team: Three co-founders: K.H. Blair (CEO) has led & managed in social service orgs. with national & local scope & consulted / J. Studholme (Board Chair) has built successful software firms / T. Amato (Board Secy./Treas.) has been a tech CFO & on hospital Boards. K. McClarren (COO) is an engineer with strong operating expertise in healthcare. P. Baldwin (Chief Data Scientist) excels at data analytics. J. Robinson (Chief Tech. Adv.) has led teams to develop complex software. L. Browne (Dir. of Bus. Dev.) is a community leader, educator & lawyer.

Products/Services: The OurREACH™ collaborative software platform & app, with data analytics, is a HIPAA-compliant SaaS for healthcare & social service providers, to equip them to engage patients/clients more fully. It empowers patients/clients to set & track goals & milestones in health, Social Determinants of Health (housing, jobs, education, financial literacy, etc.) & nurturing children; access resources; & collaborate with provider care team members via detailed features. New data analytics help providers improve programs. This all boosts patient/client outcomes while lowering overall healthcare costs.

Technologies/Special Know-How: We are HIPAA-compliant, which is key for healthcare. We have deep expertise in the healthcare & social services arenas, important for developing trusted relationships for flagship accounts. We have first-mover advantage. We own our IP & vigorously protect it.

Market: 1) Healthcare: Over 6,100 hospitals (\$1.1 trillion in health costs, 36 million admissions) & other community health centers, incl. over 13,775 Federally Qualified Health Center sites; 2) Social services: ~218K community-based orgs. (over \$235 billion in social services, incl. Head Starts) & 89K gov. agencies

Distribution Channels: Our strategy is to secure flagship accounts & build out in their regional & national networks. A national social service org. is using OurREACH™ in NJ. We are close to formal signing with a university hospital system & a state-wide social service organization. Our robust pipeline has grown via warm intros, e.g., with Head Starts, community health centers & hospitals. And we are also engaging with foundations as channels.

Competition: Enterprise portals (in Electronic Health Record & other case mgmt. systems) are sometimes seen as competing, but don't robustly engage families. Retail apps re parenting, health & goal-setting don't involve providers or Social Determinants of Health (SDoH) much. Referral systems & assessment tools address different parts of the provider workflow. No other tech engages families as fully on pain points in health & SDoH, while still equipping providers with enterprise tools; we are first-movers. Also, OurREACH™ generates data that providers don't currently have on HOW patients/clients are progressing. And providers can easily customize OurREACH™ to their programs.

Quick Facts

Company Name: Lambent Data, Inc.

Contact: Kirsten Hund Blair

Address: 252 Nassau Street, 2nd Floor
Princeton, NJ 08542

Phone: 646-320-3674
Email: kirsten@lambentdata.com
Website: www.lambentdata.com

Industry: Software, Healthcare, Social Impact

Domain: Health & Social Determinants of Health

Bank: Bank of America
Law Firm: Duane Morris
Accounting Firm: DBS Partners

Number of Employees: 4

Leadership Team:
Kirsten Hund Blair (CEO & on Board)
Kevin McClarren (COO)
Philip Baldwin (Chief Data Scientist)
John Robinson (Chief Tech. Advisor)
Lisa Browne (Dir. of Business Dev.)
Joe Studholme (Board Chair)
Tom Amato (Board Secy./Treas.)
Chuck Hobbs (Board Member)
Bob Lem (Board Member)

Financing Sought: \$200K Bridge & \$1.5-\$2 million Series A

Use of Funds: Sales/Marketing & Customer Success staff & processes; Roll-out to flagship accounts; Scaling into their networks

Financing Raised: Over \$400K
Current Investors: 521 Capital, Union Atlantic Ventures, 8 individuals

Financial Projections (Unaudited):

	2022	2023	2024	2025
Revenue	\$323K	\$2.1m	\$10.9m	\$31.9m

We anticipate reaching \$1 million in ARR in 2023 & becoming profitable in 2024. We welcome you to join us!

THE JET

Company Overview:

The Jet will redefine how Americans travel between major cities by combining the luxury experience of a private jet with the affordability and convenience of a motorcoach. Our launch phase—operating between New York City and Washington, DC—has exceeded growth targets and we are now poised to scale regionally and nationally.

Leadership Team:

Chad Scarborough, Founder & CEO

- Award-winning marketer, designer and innovator
- Founder of Patchwork Creative, a D.C.-based ad agency that has won national recognition for its work and generated \$5M in profit over the past 3 years
- MBA, NYU Stern School of Business

Rob Thorpe, COO

- Former GM at Avo, a series B building amenities start-up (\$350M valuation)
- Cofounder of The Good Trends, an online marketplace for gourmet foods
- 18 years as an officer in the British Royal Marines, with ops, strategy, and logistics expertise

The Jet Experience:

- A remarkable, first-class travel environment with 19 total passengers
- HoverSeats™, the world's first motion-canceling passenger seating
- An onboard attendant serving light food, drinks, beer & wine
- An upscale restroom
- Streaming-fast HiFi WiFi™
- Seamless booking experience, seat reservations, and check-in process
- Priced from just \$99 one-way, city-center-to-city-center

Traction:

- Early sales well ahead of expectations—on pace for \$2M in our first year
- Early ridership well ahead of expectations—85% average utilization
- Extremely positive press coverage, with favorable reviews in national outlets including Conde Nast Traveler, The Washington Post, and Business Insider
- 10K Instagram followers, 4M+ views of viral videos

Market:

- Luxury intercity bus travel has grown more than 500% since 2008, and is poised to rebound rapidly following the pandemic
- Our current market—NYC to DC—boasts more than 6 million trips annually (expected to rise 50% by 2025)
- Nationwide, we have identified 100+ potential expansion markets
- The Jet's core target market is affluent young professionals; we are also seeing increased demand from Boomers and business travelers
- As autonomous vehicles gain acceptance, buses will become the disruptors in the city-to-city travel space

Competition:

- Overpriced, inconvenient and often uncomfortable regional airlines, trains and discount buses
- The Jet easily surpasses its competitors in terms of luxury, convenience and value

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$2M	\$11M	\$22M	\$27M	\$40M
EBITDA	\$400K	\$5M	\$10M	\$12M	\$19M

Quick Facts

Company Name: The JET

Contact: Chad Scarborough

Address: 1320 N Courthouse Rd,
Arlington, VA 22201

Phone: 202-262-4496

Email: chad@thejet.coach

Website: www.thejet.coach

Industry: Luxury Travel

Number of Employees: 20

Leadership Team:

Chad Scarborough, CEO

Rob Thorpe, COO

Charles Neal, GM

Kristina Bouweiri, Adviser

W. Keith Prusek, Adviser

Matt Curwood, Adviser

Previous Outside Investment:

\$500K (friends & family)

Current Round:

\$4M with \$300K committed

Use of Funds:

- Motorcoach Acquisition and customization
- Website and App development
- SG&A
- Marketing

PARTNERS



MODUS CREATE

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



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

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



NEXT powered by SHULMAN ROGERS

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



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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

PARTNERS



STELLAPOP

We build better businesses. Helping organizations improve their operations, people and brand. Like the brain, StellaPop's capabilities are divided into two halves: management and creative consulting. We specialize in functions within each while maintaining a deep understanding of how one affects the other. We know that within every company, the two sides must work together seamlessly to drive success. We're in the "creating solutions for your business" business. With tailor-made answers, we accelerate growth, expand markets, streamline operations, leverage technology, and activate brands. Our marketing expertise serves a diverse range of industries including public, private, manufacturing, retail, financial, science, medical, pharmaceutical, engineering, aerospace, real estate, education, and not-for-profit.



ANGIE O'GRADY, COO, PARTNER, STELLAPOP

As soon as my feet hit the floor in the morning, I'm running full speed, and that's the way I like it. I spent 15 years as employee number one, the President and COO for Carr Workplaces, building it into a 30 location multi-million dollar business. Before Carr, I spent 14 years at HQ Global Workplaces, now known as Regus. I was co-working when coworking was executive suites, and now I'm leading the charge into 2021 as the industry innovates to a more flexible office concept. In January 2015, I decided to join my husband, Mike, as a partner and thought leader on the business management consulting side. StellaPop's primary focus is assisting client CEO's in improving their people, operations, brand, and bottom line.



AEG

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



MARK HAAS, CEO, AEG

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

PARTNERS



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.



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.



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. 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.



SUNTRUST BANK

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

PARTNERS



CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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

REFRACTION

REFRACTION

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



ESTHER LEE, PRESIDENT & CEO REFRACTION

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



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

The Maryland Tech Council Venture Mentoring Services (MTC VMS) program 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 75 ventures have enrolled & \$100MM has been raised in capital & grants.

PARTNERS



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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



HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects, and celebrates entrepreneurs.

KEIRETSU



FORUM

KEIRETSU FORUM

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists, and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources, and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities.



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.



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.

PARTNERS

**startup
grind**

COLUMBIA MD

STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures.

**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.

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.

ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policymakers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high-value, high-impact resource for entrepreneurs, business executives, government officials, and others dedicated to improving their organizations by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed.

GEORGETOWN ENTREPRENEURSHIP INITIATIVE

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



PARTNERS



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

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



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.



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership, and Mentoring, Turnarounds, Revenue implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment.

Attendees As of 04 28 22

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

PRESENTERS			
First Name	Last Name	Title	Company
Jay	Rosenblatt	CEO	Alpharank
Erwin	Werring	CEO	Attrace
Tim	Peara	President	Bridge Therapeutics
David	Myers	CEO	Data Licensing Alliance, Inc.
Chris	Light	CEO and Founder	E-Livestock Global LLC
Christopher	Wilson RAC	President/CEO	EDGE Surgical
Hooman	Banaei	CEO	Everix Optical Filters
Alexander	Legoshin	CEO	Gemba
Kirsten Hund	Blair	Co-founder and CEO	Lambent Data, Inc
Chad	Scarborough	Founder & CEO	The Jet

ATTENDEES			
First Name	Last Name	Title	Company
Doctor	Aal-Anubia	Managing Member	Network Commerce Association LLC
Daria	Abbaei	Director of Investor Relations	Naples Technology Ventures
Mohamed	Abbas		Skoltech
Afshan	Abbasi	Digital Marketing Analyst	IndustryGeniuses
Muktar	Abdi	CEO	MangoTransfer, Inc.
Alyssa	Abo	Executive Director, Office of Biotechnology	Chil
Messer	AbouElezz	CEO & Founder	FITT Finder
Tarek	Abousalem	Managing Partner	ElementOne
Dennis	Ackerman	CEO	Decision Time, LLC
Neha	Agarwal	CEO & Founder	Orbit Branding
Ana	Aguilar	Investor	AC Ventures
Waqas	Ahmed	CEO	EarnFlex Ltd.
Ayman	Ahmed	Technology Partner	Trend Forward Capital
A	Ahmed	Board Chair	MangoTransfer, Inc.
Mary	Akintunde	Business Owner	First Choice We the North
Sri	Akula	Co-founder & CEO	Bright Plan
Jack	Alan	Principal	Office comforts
Cherry	Albano	Life Insurance Agent	New York Life
Justin	Alexander	Economist	Khalij Economics
Brian	Alexander	President US	Omina Technologies
Fuad	Aliyev	CEO	Multipolar Analytics Inc
Jay	Allen	CEO	The Influence Board
WD	Allen	essor	University of Missouri
Moataz	Alobaid	Founder	Empowch
Judith	Alvarado	President/ Owner	JP Holistic Health Coach PLLC
Rafael	Alvarez cueti		Rutgers
Sebastian	Alvim	Managing Director	Xleratehealth
Bill	Anderson	President	Generations Advisors
Marioso	Anderson	Founding Director	Landersonic
Lana	Andreeva	Growth Analyst	BitWide

Angelos	Angelou	CEO	International Accelerator
Lekan	Anlugbua II	Managing Director/CEO	Leks Environmental Ltd
Arsheel	Ansari		FlowerResinStudio
Glenn	Archer	Managing Mamber	GLA and Assoc, LLC
Agustin	Argelich	Principal Consultant	ARGELICH NETWORKS MS S.L.
Chrys	Arimas	Entrepreneur	Enagic
Solomon	Asad	Venture Fellow	TEDCO
Houman	Asefi	CEO	AxEFI
Eric	Asuma	CO-Founder	Hisa
Justin	Ayars	CEO	EqualityMD
Hani	Azzam	Founder	Viaka
William	Bader	Member	RHV
Kyle	Badgley	Investor	Perfect Balance Investments
Bert	Baker		
Nadia	Bakir	Co-founder, Business Development	Friday Collective
Riko	Banardi	Investor	Robin Hood Ventures
Nikita	Baramiia		Skoltech
Josh	Barnes	COO	Harbor Designs & Manufacturing
Todd	Batchelor	Partner	Cherry Bekaert LLP
Jay	Beam	Managing Director	Adasel Global Partners LLC
Mike	Bellody	Wealth Manager	Imperia Wealth Management
Tash	Benjamin	VP, Business Development	TKing Enterprises
Christopher	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Gustavo	Bessalel	President	Spectrum Partners, Inc.
Talha	Bhatti		
Lauren	Bigelow	CEO	GCN
Jon	Blackie	Investor	Montrose Point
Randy	Blake	Principal	Duncaster Investments
Augustus	Boateng	Founder	Novative
Eduardo	Bocock	Founder	SCALA Technologies
Hepsie	Bohman	Agent	New York Life
Tom	Boldt	Financial	1 Park Plaza
Larry	Boodin	Agent	NY Life
Laurent	Bourquin	Asset Manager - MEV Capital	MEV Capital
Michael	Bresler	Global Head	Agora
Vera	Brezgina	PhD Student	Skoltech
Laura	Brkić	Product Director	Liveduel
Karen	Brooks	Programme Director	SETsquared
Doug	Brown	Principal	DAB Holdings LLC
Lisa	Browne	Director of Business Development	Lambent Data
Daniel	Bryan	CEO	Internet.lol
Dwika	Budhyantara	Investment Dept Head	Indonesia Carbon Trade Association
Ruchelle	Buenaventura	Research Scientist/MBA Candidate	Georgetown/American University
Ruchelle	Buenaventura	Research Scientist / MBA Candidate	Georgetown University / Kogod School of Business
Abtin	Buergari	CEO	Model b
Dr. Katrina	Burrus	CEO	Excellent Executive Coaching LLC
Govind	C	Manager	Hidden Brains Infotech
Jose	Cabal	Senior Investments VP	Teka Capital PE
Angelo	Calingo		
Roel	Callebaut	Investment Manager	Finindus
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Rodolpho	Camargo	Chief Learning Design Specialist	FutureFounder
Anthony	Cammarata	CEO	Startupcannon
Carlo	Cardilli	COO	Alpharank
Joe	Carlin	Principal	Jonxeone Capital
Eric	Carlson	CEO	Blue Sky Cyber Inc
Chad	Carlson	Investor/board member	
Rachel	Carney	CEO & Founder	The First Look
Sue	Carr	President	CarrTech Corp
Chuck	Carter	President, Philadelphia & Pittsburgh Chapters	Keiretsu Forum
Nate	Carter	Creator	MMproject
John	Casey	Adjunct	George Mason University
Alex	Castelli	Partner	CohnReznick LLP
Nick	Castrioty	CEO	AmigoGo
Lawrence	Castro	CEO	Quantum Generation
Steve	Chadima	CMO	Wildfire Alliance
Viola	Chapkey	Controller	Muller Erosion Control
George	Chen	Principal	Nautilus Venture Partners
Sebright	Chen	Chairman and CEO	Summer Atlantic Capital
Pierre-Jean	Cherret	VP	Items International

Denis	Chetverikov	Adviser to CEO	GEMBA FINANCE LIMITED
Govind	Chhawchharia	Analyst	Hidden Brains
Nelson	Chick	CAO	Foil Flyer
Joelle	Choe	Creative Director	INVU Media
Naser	Chowdhury	Researcher	Ai2IT
Yolanda	Churchwell	System Solutionist	The Business Assistance Group
Will	Classen	AVP	Colliers International
Thomas	Clay	CEO	Lux Elite Media / Lux Elite Investments
Joseph	Clayborne II	Entrepreneur	Startup (name pending)
Katie	Cleasby	CEO	Recspert
Regina	Cohen	Chaman	Eagle Ventures
Marcus	Cohn	CEO	Spectalix
Bill	Collins	CEO, Private Investor	The Collins Companies
Tyler	Condello	Vice President	Bluff Point Associates
Christopher	Conner	Owner	US Payments
Jim	Cook	GM	Cook's Outsourcing Network LLC
Catherine	Costello		
Catie	Costello	Test Analyst	RNDVU
Clive	Courtenay	Founder	Klivmax
Alvaro	Cuesta	CEO	Foodinthebox.com
Lubna	Dajani	Managing Director	Allternet
Jennifer	Dale	CEO	Plover Animation
Anish	Das	Principal	Das Group
Amit	Das	Founder	IBrand
Tomas	Daujotas	Owner	Vaibas
Stephen	Day	CEO, private investor	Day Capital Partners
Carlos	De La Huerga	President	Curazel
Jorge	De La Rosa	CEO	Spinar
Blanca	De La Rosa	Operations Advisor	All Sober PBC
John	DeGross	Senior Sales Advisor	Fiserv
Jake	DeMilia		Rutgers
Tom	Denison	CEO	SmartHealth Catalyzer
Vladimir	Dereviagin	Director	Gemba Finance
Vladimir	Derevyagin	Co-founder	Gemba Finance
Devina	Desai	Co-founder & CEO	Kinometrix, Inc
George	DeVauxj	President	DEVCO
Shahbaz	Dhillon	Business Development Manager	FrontFundr
Jerome	Di Giovanni	EIR	The Center for Advancing Innovatin
Talabiu	Diallo	Tech Consultant	EY
Lorena	Diaz	Consultant	LD Marketing
Bryan	DiGiorgio	CEO	1840 & Company
Bob	Dinkel	Director, Angel Investor	Pierce Capital Partners
Huy	Do	Manager	Lee's Spa
Jacob	Dockser	VP, Technology and Special Projects	GreenGen
Mike	Dodier	CEO	123smartpro
Max	Donsky	Analyst	Impression Ventures
Mike	Doyle	Managing Director	Goldin Ventures
Michael	Doyle	Managing Director	Goldin Ventures
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
Noe	Duran	Technical Expert	Apple
James	Early	Managing Partner	Tamarack Advisory
Rhodia	Eid	Founder	
Edet	Ekpenyong	Founder and CEO	BridgingSpace Technologies Limited
Gideon	Els	Director Business Development	Cloudester
Akram	Elzend	CEO	Revival Homecare Agency
Martin	Erim	CEO	CrownStar Bio Corp
Chris	Esposito	Vice President Sales and Marketing	StudioLabs
Idong	Essiet-Gibson	Principal	The Idyeas Group
Herb	Ezrin	CEO & President	Potomac Business Group
George	Faber	Agent	USHA - Health Insurance
Roxanna	Faithful	Founder	Copacabana Beachwear
Naomi	Faluyi	Director	Elev8ted services
Richard	Faulkner	CEO	IQ Exchange LLC
John	Fazzio	Consultant	WinningAdvantage, Inc.
Steve	Feuerstein	Founder & CEO	SportsBiz
Dwight	Fischer	Founder	Covenant Group
Anna	Fominykh	Research Scientist	Skoltech
Natasha	Ford	CEO	Natashachef
Grace	Foster	Co-Founder	Bold Type LLC
Lisa	Francis		AU

Kandra	Frane	Account Executive	Xceptional
Yali	Friedman	Publisher	DrugPatentWatch.com
Yoni	Friedman	Data Science Team Associate	SportsBiz
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Ismael	Fuentes	Managing Director	A to Z Innovative Solutions, S.L. (AZINSOL)
Richard	Fulton	CMO	Optimize NeuroVascular
Sathish Kumar	G	Partner	SBSS & Associates
Veeraiyasamy	G	Sr.Manager	Nutri Dairy Products Pvt Ltd
Robert	Gahagan	Chief Success Officer & Founder	Corporate Consulting Service, Inc.
Sebastian	Galindo	CEO	Jungle
Dan	Gallagher	Chief Growth Officer	QinetiQ Inc
Ryan	Gallagher	Filmmaker	Game Film Pros
Bret	Galloway	Founder	Trestle
William	Galle	Principal	DPS
Chris	Galloway	Advisory Board	TRE Lodging Investors Opportunity Fund
Nao	Gamo	Founder and CEO	NeuroSonics Medical, Inc.
Jeff	Garibaldi	CPO/Advisor	Navis Healthcare
Gregory	Giammittorio	Partner, Angel Investor	Potomac Law Group PLLC
Rick	Gilchrist	CEO	WeGro Data
Vishalkumar	Gohel		Skolkovo Institute of Science and Technology
Claudia	Gonzalez	BD Manager	Renaissance Power and Gas
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Lessly	Goudarzi	Member	SL
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Jeff	Graber	Researcher	Mitre
Don	Grage		9Ware, Inc.
Cai	Greeff	Senior Associate, Venture	SeedInvest
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Richard	Greene	CEO	RGA Israel/U.S. Venture Funding
Theodore	Gresser	Venture Fellow	TEDCO
Adam	Grill	CEO and Group President	Odyssey Group
Adam	Grill	CEO and Group President	Odyssey Group
Frank	Gruber	Co-CEO & Co-Founder	Established & Established Ventures
Tavishi	Gupta	Founder	Tern
Tolga	Gures	Managing Partner	ZMT Ventures
Braylon	Gurnell	Associate	Chingona Ventures
Rob	Guzman		
Jeff	Guzy	CEO	CoJax Oil and Gas
Kaitlyn	Ha		
Mark	Haas	CEO	AEG
Mohamed	Haid	CMO	MangoTransfer, Inc.
Fizie	Haleem	Business Solutions Manager	Montgomery College
Ahmad	Hamwi	CEO	IGNITOS
Malcolm John	Handelsman	Executive Director	Do It Right LLC/Active Angels Network
Todd	Haness	Partner	CTH Investments
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Eric	Hanson	Director of Recruiting	Pax Momentum
Colin	Harbut	Head of Marketing	Functionize
Gunner	Hardy	Analyst	LVF
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Torriel	Harris	Owner	Career Planning & Resume Services
Qaizar	Hassonjee	President, Private Investor	Hass Tech Associates, LLC
Cary	Hatch	CEO	MDB Communications, Inc.
John	Hauck	President	Scarecrow Technologies, Inc.
David	Haug	Managing Director	Arctas Capital Group, LP
Claude	Hayn	CEO	AdJumps
Jen	Hecht	CEO	The Dating Advisory Board
Willie	Heflin	Managing Director	KV
Arthur	Henderson	CEO	Affinity Networks, Inc.
Blayne Taylor	Henson	Singer/Songwriter	Riottheradioxriotwear
Browning	Herbert	Managing Director	Ringbolt Capital
Geelyn	Herrero		Angel to Exit
Michael	Hess	CEO	ABS Advisory Services Group, Inc.
Stephanie	Hessler	Principal	Stephanie Hessler Coaching
Ben	Hickey	Associate	
Steve	Hiegel	Marketing Director	Land Abstract & Escrow, LLC.
David	Higdon	Managing Partner	Kern Venture Group
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services

Robert	Hinaman	Managing Principal	Pepper Run Capital
Joy	Hoffman	Project Manager	Maryland Tech Council
Rose	Hong	Executive Director	Global Dragon TV
Sarah	Horta	Business Development Director - Cyber and Tech	Anne Arundel Economic Development Corporation
Roslyn	Houston	Co-Founder & CEO	ULO Enterprises LLC
Karetta	Hubbard	Co-founder	NewPoint Strategies, LLC
Mollie	Hughes	CEO Founder	Softly
Trevor	Hughes	Business Manager	PS Solutions
Henry	Hunter	CEO	INCIDR
Mohamed	Hussein	CEO	PGLS
Shawn	Hutchinson	CEO, Founder	Universal Schedule
Paul	Iacovacci	CEO	Enascor Capital
Ysabelle	Ibarrola		Rutgers
Zeeshan	Idrees	CEO	IndustryGeniuses
Gilga-Med	Inc.	Founder	Gilga-Med Inc.
Sofiia	Iudanova	Founder	Eventials
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Sangeeta	Jain	CEO	OLT ERP Limited
Arun	Jain	Director	OLT ERP Limited
Manoj	Jain	Founder	Kasmoflow India Pvt Ltd
Kenneth	Jayne	CEO	United Heart Monitoring Inc.
George	Jensen	President	MultiSource Finance, Inc.
Hubin	Jiang	CEO	WIOWISE, LLC
Mohamoud	Jibrell	CEO	LetsDefend.io
Roby	Joehanes	CEO	Beneras
Lisa	Johnson	Supervisor	NBC
Michele	Joseph	Executive Director	SGAP Leaders
Suby	Joseph	Principal	Brandywine Insights
Maureen	Jurgelas	Founder	The Cool Cast Company
Atim	Kabra	Managing Director	Frontline Strategy
Steve	Kaczowka	Senior Manager	Connor Group
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Farahmand	Kalayeh	COO	AugKnos, LLC
Mark	Kandra	Chief	WhiLab
Avinash	Kant	Partner	Phoenix Venture Partners
Sudarut	Kasemsuk		
Abadalla	Kassim	CEO	National Patrol Services, LLC
Prateeksha	Kaushal	Associate- Strategic Partnerships	KiwiTech
S. Binici	Kaya	Co-founder/CEO	RCM Labs
Arkadii	Kazanskii		Skoltech
Kelli	Kedis Ogborn	VP of Space Commerce and Entrepreneurship	Space Foundation
Amanda	Keeton	Community Manager	Refraction
Michelino	Kekumba	Chairman-CEO	Wireless Data Communication & Networks
Alton	Kelley	Dir. Business Development	Bridge Therapeutics Inc.
Aleisha	Kelly	Owner	Scale Up Productions
Keith	Kelsen	CEO	Inhalio, Inc.
Alvin	Kersting	Partner	Listing Partners
Biju	Kewalram	Principal / Founder	CXO Angel Group
Anuj	Khanna	CEO	kashkind
Anna	Khismatullina	PhD	Skoltech
Sarah	Kim		Rutgers University
Daniel	Kimani	Founder	Ohospital
Bernard	Klocman	CEO	Emergent Healthcare
Ted	Koblick	Director of Eastern USA and Intl Investments	AGL Media Group
Matthew	Koll	Director	ForFact
Nelly	Kolodny	Founder/CEO	Mozzie Armor LLC
Anna	Kondrashina		Skoltech
Dave	Kott	Managing Director	Mko
Joseph	Kowalczyk		Rutgers University
Robert	Kramich	Founder	BEASY
Nick	Krol	Director	Brians Tix
Max	Kryzhanovskiy	President	MOS Creative
Sudheendra	Kumar	Head of Business Development	Hidden Brains InfoTech
Banti	Kundu	Manager	
Bongani	Kupe	Director	Axios
Noah	Kurtz	IT intern	Heritage Property and Casualty
Aaron	Labreque	Lawyer	Labreque Law
Jil	Lagayan	Executive Assistant	L2X
Kevin	Lancaster	CEO	Channel Program
Dev	Lankapati	Founder	DC Capital Ventures

Ros Darniel	Lantin		
Prem	Lata	Founder CEO	Esportpony pvt Ltd
Ugis	Latsons	Managing Director	Gemba Finance Limited
Tony	Lau	Managing Director, Private Investor	Detente Group
Shana	Lawlor	Managing Partner	2raze and Digital Health Angels
Timothy	Lawrence	CEO	Oralucent
Terry	Leach	Founder & CEO	Astrolytes
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Yeeli	Lee	Co-founder	FA8 & Company LLC
Olivia	Lee	Founder + Webinar Coach	Video Clarity Academy
Aquila	Lee	Senior Associate	Chenel Capital
Jack	Lee	Managing Director	Marketing Integration
Iris	Lee	COO	Luceque Global Group
Alena	Legoshina		Paymaster a.e.
Olia	Legoshina	Advisor	Gemba Finance Ltd
Olga	Legoshina	Adviser to CEO	Gemba Finance
Steven	Lehat	Principal	Regulatory World
Kristie	Lemauga	COO	
Kira	Leskew	Founder & Chief Program Officer	Dragonfly Spirit Innovation Institute
Catherine	Li	Manager	Great Texas Fund
Antonino	Li Brizzi	Managing Director North America	Della Toffola Group
Reneika	Lighthbourne	Business Development	Advanta IRA
Jeannie	Lin	Founder	Impower Platform
Gary	Lipsky	Founder	Galactica Labs
Barry	Lipsy	Principal	BNLipsy & Assoc
Zeyang	Liu	Product Manager	Juju tech
Angela	Liu	CFO	Investment
Lulu	Liu	Director	Artytude
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Adam	Lofquist	CEO	The Lofquist Group
Bradley	Love	President	Kang Capital
Elvina	Lukmanova		Skolkovo
Jackie	Luo	Partner	TCV Growth Partner
Soujanya	M	Cofounder	MBBN
Changsha	Ma	Founder	Cocoread
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Corey	MacPhee	Head of Product	Consultant for Multiple Companies
Gustavo	Madrid-Malo	Managing Partner	IRT
Tonya	Maeser	Business Consultant/Sales	Fiserv
Mahmoud	Magdy	Executive Director	Freightertz
Marlon	Majette Jr	Owner	Marlon's Sports Arena
Baloko	Makala		
Dmitry	Makdim	CEO	Makdim Inc
Casey	Mank	Co-Founder	Bold Type
Charles	Mann	Board Advisor	MangoTransfer, Inc.
Patrick	Manning	Founder	Diagnostox
Omarmaratouk	Maratouk	Cofounder	Loop International Corporation
Yousef	Maratouk	Director	Loop International Corporation
Matthew	Martin	Founder	Baton
Sabrina	Martin-Watley	Retired Federal Employee	US Dept of Justice
TJ	Master	Technology Mentor	Virginia Innovation Commercialization
TJ	Master	Technology Mentor	Virginia ICAP
Aashees	Mathpal	Founder	Packsetu.com
Linda	Matthews	Advisor to CEO	The Jet
Joe	Mattiko	President	Acumen CPG
Aditya	Maurya	CEO	Zelox Entertainment
David	Mazza	Founder	SplitSpot
Kevin	McClarren	COO	Lambent Data
Sean	McColl	Managing Director	Boundless
Elaine	McCutcheon	Business Engagement Specialist	HealthSource RI for Employers
Clair Marie	McDade	Founder and CEO	Archneura Inc.
Timothy	McDonald	Partner	Guidon Partners
Teresa	McDonald	President	ULTIMATE RESTORATION UNLIMITED
Mac	McMurray	Director of Business Development	SYNECTIC Engineering, Inc.
Mark	Mehrespand	CTO	OndersMark
Oliver	Meissner	CEO	The CONSILIO Group
Marisa	Melson	Business Development	NOW CFO
Robert	Mendralla	Private Investor	
Anton	Mes	Manager	T-consult
Jomy	Methipara	Partner	Dickinson Wright

Stefan	Midford	President & Founder	Capango, Inc.
William	Milby	Founder	ReDoos Inc
Jon	Miles	Managing Director	TracAce Limited
Filip	Milinkovic	Co-Founder & CEO	Watchroom
Keith	Miller	Founder	Vibe Consultancy
Jenson	Miller	President	M.A.S. Group
Alyson	Miller	Controller	Zenger News
Stuart	Miller	President	M.A.S. Group
Desiree	Mingo	Founder	Tre's Lunchbox.
Loren	Minkus	Consultant / Angel Investor	Consultant
Charles	Mobbs	Founder	Gilga-Med
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Kay	Mok	Managing Partner	Gobi Partners
Mike	Moore	CEO	MedWatch Technologies, Inc.
Teresa	Moraska	President & Chief Innovatin Officer	Pan Pacific Finance Group
Max	Morefield	Founder & CEO	KISS
Joseph	Morena	Founder	Yoobux
John A	Morgan	Principal	Morgan Global
Neda	Mousavi	Marketer	Luvbug marketing
Bobby	Mozumder	Owner	Melashops
Jen	Murray	CEO	JGS Group
Nashema	Myrie	Manager	Nashema Myrie
Noushan	N	CEO	MixoModa
Charles	Nahabedian	CEO	VK Digital Health
Silvana	Nani	CEO	Korabi Consulting
Ahmed	Nawash	Head of Strategic Partnerships	MarginEdge
Kevin	Neal	Founder & CEO	P3iD Technologies Inc.
Dane	Neller	CEO	Shakespeare & Co.
Tanja	Nelson	Consultant	
Anton	Neschadim	CEO	ImmunoBiochem
Herminio	Neto	Associate Director of Marketing Communications	UCSF Rosenman Institute
David	Nguyen	Director	Tune Health
Khai	Nguyen	Senior Partner	Legendary Ventures
Danilo	Nhantumbo	VP, Strategy	E-Livestock Global
Natalia	Nikitchina	PhD	Skoltech
Chibueze	Nnodim		NJIT
Judi	Nnoka	Partner	The Retreat at Sandgates
Glenn	Noble	CEO	Aspen Hill Partners
Paul	Nolde	Managing Director	Lighthouse Labs
Robert	Norton	CEO	AirTight Management
Fedor	Noskov	Intern Reseracher	Skoltech
Jennifer	O'Daniel	Senior Director	Virginia Venture Partners
Anthony	Obi	Investor	Virginia Venture Partners
Mike	OGrady	CEO	StellaPop
Bill	Oldham	Chairman	TLI Foundation
Oliver	Olegario	Founder	SolarMarket LLC
Shon	Oliver	President	KMT Heating & Air Conditioning Corporation
Abolaji	Omitogun	Entrepreneur	Shy Brand
Olalekan	Omoyele		Skoltech
Favour	Onabanjo	Director	Talentsbrand Ltd
Paul	Opalack	Managing Director	Noblestar Capital, LLC
Magdalena	Ordyniec	Founder & CEO	Get-Tech Innovative solutions
Karen	Orr	Founder	KoDa Ideaworks
Chris	Osaka	CEO	TOMU
Esc	Oss	CEO	Escoss
Tracey	P	Founder	action and achieve
Varun	Pande	Founder and CTO	ILM
Waralak	Pariwatphan		Skoltech
Jean-Luc	Park	Director Social Impact, Investor	TEDCO (MD.Technology Dev. Corp.)
Marcus	Parker	CMO	Data Licensing Alliance
Bryan	Parker	Chairman	International Healthcare
Ro	Parsons		
Eshawn	Pascal	Associate	Savano Capital Partners
Rajavi	Patel		Rutgers University
Ada	Patterson	Owner	Here We Go Again Travel
Frank	Pedulla	Professional Trombonist, Conductor	
Preston	Peng		Rutgers University
Bassanio	Peters	Founder/CEO	Assist 2 Develop
Steven	Petradis	Sr. Investment Manager	Ecosystem Ventures
Joel	Pevey	Entrepreneur	In Dev

Kaylee	Philbrick	CE/Founder	Exceptional Solutions
Matthew	Philistine	Business Mentor and Event Campaign Manager	Northeastern Pennsylvania Score
Brandon	Phillips	Benefits Advisor	FosterThomas, Inc.
Megan	Phoenix	Resident Growth Manager	TwinklHive
Aldrin Kenn	Pintor	Investor Relations Representative	Renaissance Power & Gas
William	Podd	President/Executive Director	Landmark Family Office/Landmark Angels
Eric	Polster	Owner	GAlA systems
Gary	Portney	Founder CEO	Adtoniq
Noah	Pusey	President & CEO	Ripple Analytics Inc.
Tina Guanting	Qiu	Consulting Chief Scientific Medical Officer	Ophthalmic Therapeutic Innovation
Eliza	Quinn	Director of Marketing	The Jet
Richard	Rabbito	Director Generale	The Overseas Development and Finance Group
H W	Radin	Investor	Investor
Mercy	Radithupa	Global BD Director	G&G Capital
George	Radmilovic	CFO	Zimmersive4u
Fatima	Raggig	Account Manager	NeoLedge
Vibin	Raj	Vice President	Sanorac Technologies
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Ni	Rajaona	CEO	Emouv
Steven	Rao	CEO	Farm Market iD
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Rachel	Rath	BARDA Alliance Director	Johnson & Johnson Innovation
Deep	Rathod	Founder & CEO	Curious Click
Star	Read	Venture Partner	Anthro Ventures
Suzanne	Reade	President	Chicago ArchAngels
Joe	Reddix	President and CEO	The Reddix Group, LLC
Mark	Reece	CEO	LCMGroup
Justin	Reeves	Founder	The JR Group
Ervin	Reeves	CEO	NGO 1 Stop Corporation
Rolan	Reichel	CEO	Arrow
Lynne	Revo-Cohen	Co-founder	NewPoint Strategies, LLC
Chris	Risey	Vice President	Decathlon Capital
Jaden	Risner	CEO/Co-Founder	Family Proud
Gary	Robinson	CEO	PhaseDesign Research
Michelle	Robinson	CEO	JHS
Dean	Rodionoff	General Manager	Artezio
Kay	Rodriguez	Founder & CEO	Urban Outdoors
Aaron	Rodriguez	CEO of Adon Inc	Adon Inc
Javier Fernando	Rodriguez		Skoltech
Mary	Rose	Technology Transfer Office	George Washington University
Robert	Rosenberg	President	S M C
David	Rosenberg	CVO	Budget Referee
Larry	Rosenfeld	Investor	McLean Partners
Peter	Roshko	General Partner	Boulder Ventures
Thomas	Ross	President	Palm Beach Business Group
Mia	Roussell	Entrepreneur	NPDP, Inc.
Rachèll	Rowand	Program Manager	State of Kansas
Joey	Rubinstein	CEO	Supplyve
Toni Lee	Rudnicki	Founder	TLR Consulting
Don	Rudolph	Partner	Flat Fee CIO
Daniel	Ryan	Principal	Alikos Wealth Management LLC
Logan	Ryan	Director	Covintus, Inc.
Jayadeep	S	CEO, CoFounder	Bluehour
Jairadeep	S	Tech Evangelist	Tringapps
Sagit	Sade Attia	Founder	Fesbo Consultancy
Nosheen	Sadruddin	CIO	ILM
Praveen	Sahu	Founder and CEO	AlgoSwing
Arthur	Salindong	Founder	Trabus Technologies
Joseph	Santiago	Founder Engineer	SolarMarket LLC
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Sean	Saunders	Investment Associate	Kineo Finance
Rosemarie	Savino	COO	Association for Enterprise Growth
Anurodh	Saxena	Engineer	
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Tom	Scholl	CEO, Private Investor	Shoalschool&skull
Gerhard	Schwandt	Certified Exec. Coach, Efficiency & Business Coach	Gerhard Schwandt
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
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Sergios	Sergiou	Owner	North London Hardware and Software Support
Tim	Sexton	Founder CEO	VolumeUp

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Parmesh	Shah	VP Sales	HiddenBrains
Poojan	Shah	AVP - Technology	Hidden Brains Infotech
Ashish	Sharma	Analyst	Frontline Strategy
Brad	Sharp	CTO	Claim Revolution, LLC
Ronald	Shebuski	President & CEO	Nytrix, Inc.
Becky	Shewbridge	M&A Lead	Opus8, Inc.
Yubing	Shi	Founder	FoodQuest
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Evan	Shubin	President and Director of Investments	Candlelight Partners LLC
Rebecca	Shugar	Business Banking Relationship Manager	M&T Bank
Abdul	Shukur	CEO & Founder	StartupGuru
Ronald	Shulkin	Managing Director	Fractional CMO Group LLC
Margarita	Sidorova	Scientist	Skoltech
Victoria	Siemon	Business Development	FrontFundr
Victoria	Silchenko	CEO	MCG
Dusan	Simic	President	Watchroom Technology Inc.
Manjit	Singh	President	Agilious
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Paul	Sorkin	President	Perfect Balance Investments
David	Spencer	CEO	SpencerMetrics
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Nikola	Stevanovic	Product Manager	Attrace
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Venkat	Tadakamalla	President	ITSYS Inc
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Denise	Tayloe	CEO	PRIVO
Michael	Tayo	CEO	The Ghetto Flower
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Rob	Thorpe	COO	The Jet
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Lilian	Ting	Principal	Select Venture Partners
Angela	Tise	ME Regional Director	CFO leadership council
Amika	Tomcic	CEO	Dorsalis ltd
Thong	Tran	Project Developer	Sati
Natasha	Triplett	Recruiter	US Census
Nicole	Tripodi	Principal	FEDinform LLC
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Campbell	Ure	Owner	Cure Business Improvements Limited
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Karl	Varner	Managing Director	Varner International Groupz

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Tarun	Vats		Georgetown University
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Roy	Vella	Managing Director	Vella Ventures
Corinne	Villarrubia	Business Performance Advisor	Insperty
Clement	Viry	Business Developer	Estimeo
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Rob	Williams	President	Virtual Tank Global
George	Williams	Principle	GCW Ventures, LLC
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Christopher	Wilson	President/CEO	EDGE Surgical
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Rayne	Woo	Founder	Find Safe Harbor
Amy	Wood	Program Manager	Pepperdine University
Carl	Wooten	Founder/CEO	GivGo
Tony	Wright	Owner	King krusher
Vennard	Wright	President	Wave Welcome
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Yigang	Yang	Managing Partner	WaterStar Capital
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Anastasia	Yasch	Resercher	
John	Yetman	Co-Founder	AEG
MaBinti	Yillah	Founder	Ziefah Health
Jenny	Yuan	CBO	LeaderMed Group
Jurgen	Zach	CTO	Percolation Consulting, LLC
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Rick	Zakharov	CEO	EZ Assets
Viktoriia	Zakharova		Skoltech
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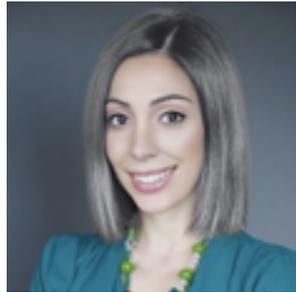
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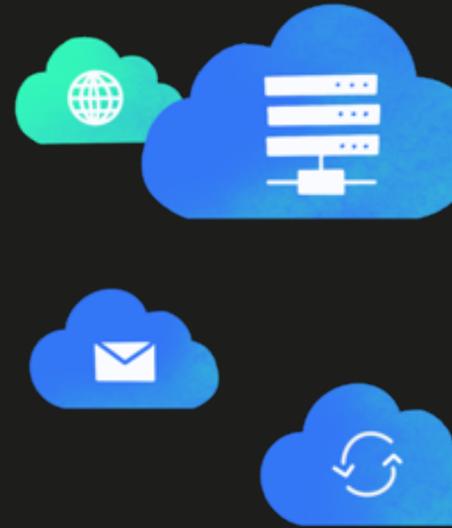
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