

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

July 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**

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

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

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

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

July 28, 2022

CONNECTpreneur.org

PRESENTING COMPANIES

AEG

Blueforce Development Corporation

ErgoSuture

Everix Optical Filters

Happyly

National Cardiac

Omina Technologies

Rancho Santa Fe Bio, Inc.

SST Wireless

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.



AEG at a Glance

Leadership Team

Mark Haas, Co-Founder, CEO
John Yetman, Co-founder, Chair
Rosemarie Savino, COO
Tien Wong, Principal Advisor

Key Advisors

Mike Niggel, CEO, ACT-I
Lynda Ellis, Capito Concierge
Amit Puri, CEO, Kurtek
Beth Johnson, CEO, RP3

Industry

Business services

Incorporation

2020 as a Delaware LLC

Headquarters

Gaithersburg, MD

Bank

Bank of America

Law Firm

Shulman Rogers

Prior Funding

Self-funded by founders and funds from operations

Investors

Seed funding from 5 individuals.

Financing Sought

\$1 million seed, \$50,000 minimum, 2-year convertible note.

Use of Funds

Marketing infrastructure, expansion, staffing

Domain

enterprisegrowth.org

Contact

Mark Haas, CEO, 301-442-5889
mhaas@enterprisegrowth.org

July 2022

Association for Enterprise Growth

Value Proposition

Build a national ecosystem of exclusive communities for elite professionals and CEOs to accelerate personal and business growth.

Business Description: AEG creates exclusive communities for elite business advisors and successful CEOs. We manage a national ecosystem of city-based communities of advisors in 80 complementary disciplines and separate peer groups of CEOs of \$20M+ companies. AEG leverages technology and creates deep personal trust relationships to facilitate efficient business referrals that reduce friction and increase speed of business development and growth.

Problem to Solve: Increasing business complexity, declining trust and competition hinder service differentiation, restrict access to markets and stall sales cycles for professional business advisors. CEOs seek capable, trusted advisors and peers for their personal and business growth.

Product/Service: Design and operate city-based communities of elite business advisors and CEO peer groups. Manage marketing and administrative services nationally for scale economies, quality control and brand continuity.

Business Model: Membership organization of chapters made up of 80 elite vetted advisors and separate communities of 50 CEOs. Recurring revenue of 85% and gross margins of 35%. Platform and network effects provides for additional revenue sources.

Leadership Team: Co-Founder Mark Haas, CEO (40 years as management consultant/CEO advisor). Co-founder John Yetman, Chair (35 years as wealth manager for executives), Rosemarie Savino, COO (operations), and Principal Advisor Tien Wong (35 years as entrepreneur, CEO, and angel investor).

Management and Advisory Board: Management team consists of AEG elite advisors with expertise in operations, sales, marketing, strategy, finance, and analytics. Advisory Boards of 12 CEOs and investors in range of industries.

Market: SAM of 7M advisors and 10M C-Suite executives. SOM of 360K top 5% advisors as advisor candidates and 1.2M key executives as peer group candidates. Targeting 50 US cities >\$100B GDP and high economic growth.

Distribution Channels: Advisors/CEOs referred by current members and direct outreach. Scaling nationally by partnerships with national networks of city-based business clubs. Minimal acquisition costs, member retention >85%.

Competition: Advisor business referral groups and professional or industry associations (e.g., Accelerent, ACG, BNI, trade groups); CEO peer groups (e.g., YPO, Vistage, CEN, EO, CEO Focus), but none integrate advisors and CEOs.

Traction: AEG advisor chapter started in DC, added Baltimore chapter 1Q2021 and launching Tampa this fall, 3-5 cities each year going forward. First CEO peer group launched February 2021. Developing partnerships with assessment, advisory, economic development, and regional business groups.

Exit Strategy: Sell in 2026 to a strategic buyer, including but not limited to private equity, insurance, investment banking, or wealth firm for: cash flow, deal flow, relationships with executives and high net worth individuals.

	2021	2022	2023	2024	2025	2026
Cities	2	3	6	10	15	20
Revenue	\$250	\$770	\$2,882	\$6,320	\$11,229	\$17,434
Net Income	-\$190	-\$135	\$484	\$1,969	\$3,259	\$5,409

EXECUTIVE SUMMARY

Overview

Blueforce Development Corporation builds cross-platform packaged software products that enable shared situational awareness, location services, collaboration, and edge IoT/loBT sensor fusion in 5G/MEC and mobile environments, supported by three patents specific to edge IoT fusion (8467779, 8682309, 9066211).

How We Do It

Blueforce's edge IoT software products eliminate IoT stovepipes and connects people, sensors, and information services (enhanced with AI & cognitive services), & securely shares processed information in time compressed decision environments to improve operational efficiency and enhance life safety.

Results (see use cases)

Intelligent and collaborative movement of actionable information in Commercial, Public Sector, & National Security.

Market Drivers

- IoT sensor proliferation and the pain of data/information silos.
- Recognitional decision support in time constrained decision environments across people, IoT sensors, and AI.
- Edge compute IoT software platform for 5G, CBRS, and Private LTE.
- Significant appetite for IoT, Smart Environments, and Edge Compute.

Benefits

- We make time critical decision environments "smarter" and "faster" by delivering real time, actionable insights.
- We enhance decision making (short/long term) and improve life safety by eliminating silos of location and IoT decision data enabling the coveted "single pane of glass" view of disparate data.
- We enhance experiences and reduce cognitive lift.

How We Sell/Routes to Market

- SaaS/Subscription/Recurring via Channel Partners (Airbus, Verizon, T-Mobile, AWS, Samsung, and Value Added Resellers/System Integrators)
- OEM and Bundles via Direct

Recent Developments

- MOU signed with Samsung covering three strategic "pillars" across their Mobile, Display, and Networks (5G/CBRS) business units worldwide. Added \$123M in deal flow since 02/2021 with prospects in telecom, home improvement, banking, sports/stadiums, and retail segments.
- T-Mobile: Signed resale agreement for Public Safety and B2B. Tech refresh from old Sprint public safety offerings; \$3.8K ARR x 8000 kits.
- Verizon, AT&T FirstNet, and Telstra on-boarding Blueforce products for Public Safety, Smart Cities, B2B co-sell nearing launches.
- Airbus: Signed international deal to include bundling and distribution of Blueforce in U.S, Canada, and Europe.
- AWS has launched three Blueforce SaaS offerings in their Marketplace for Public Safety available as direct buy and by AWS sales force.

URL: www.blueforcedev.com

Product Launch: September 2012; in market and vetted in some of the world's most hostile environments

Employees: 8; 1099 FTE: 8 (TTL: 16)

Founder:

Michael Helfrich
mhelfrich@blueforcedev.com

Round Overview:

Stage: Early Growth
Capital Raised to Date: \$3.4M (F&F, Common)
Capital Seeking: \$6M-\$8M
Pre-Money Valuation: TBD

Team:

Michael Helfrich, CEO
Morgan Greene, National Security
William St Lawrence, Strategy
Scott Vlcek, Commercial
Joseph Patalano, Engineering
John Hughes, Director Services

Markets:

Public Sector (Public Safety/Cities)
Commercial/Enterprise
National Security

Strategic Partners/Channels:

Airbus
AT&T
AWS
Carahsoft
Microsoft
Samsung
Synnex/TechData
T-Mobile
Telstra
Verizon
Wi-Fiber
Wilcox Industries
Zebra

Revenue (forecast):

2020: \$1.05M (actual)
2021: \$1.67M (actual)
2022: \$8.32M (est)
2023: \$25.86M (est)
2024: \$45.324 (est)

Value Proposition: ErgoSuture is a medical technology company driving innovation through advanced suturing systems. Our proprietary solutions are designed by surgeons for surgeons to replicate open surgery suture outcomes, the gold standard, in laparoscopic and robotic surgery, flexible endoluminal surgery, and transcatheter applications, where there is little room to handle a needle using traditional suturing techniques.

Company Background: ErgoSuture, is a medical technology startup that consolidated assets from two other companies, Dynamic Suture, which focuses on advanced suturing systems in minimally invasive surgery, and ValSculp, a MedTech startup that focuses on developing suture-based solutions to multiple cardiopathies using transcatheter applications to expand treatment access to all patients.

Leadership Team: Our founders and leadership team has more than twenty years of experience across pharma, MedTech, diagnostics, and health care services, with proven track records of product launches and management. Our advisers have a proven track record as leaders in healthcare in product development and patient surgical care. Combined, we have raised more than \$200 million, and successful exits.

Products/Services: ErgoSuture has developed a versatile and modular solution composed of:

- (1) Drive’N Roll™ is the first roller-based suturing system designed to decrease needle handling time with shorter suturing time, at a fraction of the cost of the competition.
- (2) X-Needle is a versatile wound closure system designed to facilitate needle manipulation in hard-to-reach places, and adaptable to any flat-tips needle driver.
- (3) SATAR is a Segmentally Adjustable Annuloplasty Ring anchored to the mitral or tricuspid valve using a novel roller-based suturing system.

Technologies/Special Know-how: Drive’N Roll, X-Needle, and SATAR technologies are protected by more than 20 patents and provisional patents for human and non-human applications in the US and abroad, e.g., Europe, Canada, China, Japan, Mexico, etc.

Market: ErgoSuture total addressable market (TAM) is estimated at about \$2.75 billion. We will target surgeons in specialties such as urology, gynecology, intra-abdominal surgery, and cardiac surgery, working in tier 1 &2 hospitals, as well as high-volume ambulatory surgery centers.

Distribution Channels: ErgoSuture will ship directly to hospitals and ASC’s (customers) whenever possible. Some customers might prefer to receive ALL of their OR-products from one source, such as a Major Hospital Distributor. In these cases, ErgoSuture will also partner with distributors to provide customers with Drive’N Roll, X-Needle, and SATAR products whenever desired and requested. Last, government accounts, such as VA’s, Military Hospitals, and AFB’s, will be handled by a strategic partnership.

Competition: At launch, Drive’N Roll direct competition is composed of traditional needle drivers and advance suturing systems, such as Endo Stitch (by Medtronic), FlexDex (by FlexDex Surgical) and ArteSential (by Liv’Med). Drive’N Roll short learning curve, lower cognitive effort, faster and safer suturing, lower cost per surgery, and versatility across all surgical platforms (including RAS), will provide unmatched competitive advantages.

Quick Facts

Company Name:
ErgoSuture
Contact:
Claude Nogard
Address:
176 Federal Street, Boston, MA 02110
Phone: +339-234-6289 Ext. 700
Fax: N/A
Email: cnogard@ergosuture.com
Website: www.ergosuture.com

Industry: Health Care

Domain: Medical devices

Bank: Bank of America

Law Firm: Bailey & Glasser LLP

Patent Estate: Dentons US LLP

Number of Employees: 2

Leadership Team:
CEO, co-founder: Claude Nogard
CFO: Norm Collard
CBDO: Jonas Thelin
CTO: Scott Seligman
VP Digital Marketing: Maggie Judge
Scientific Adviser, co-founder: Luis Almodovar
Scientific Adviser, co-founder: Marcio Scorsin
Business Development Adviser: Carrie Nikitin

Amount of Financing Sought: \$5M
Current Investors: 0
Previous Funding: \$6.3M
Use of Funds: Marketing & Sales, Research & Development, Company Infrastructure
Auditor: N/A

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue (dollars in thousands)	\$0	\$0	\$4,879	\$44,935	\$137,765
EBIT (dollars in thousands)	(\$2,578)	(\$6,591)	(\$12,874)	(\$35,586)	\$38,195



OPTICAL FILTERS DRIVING INNOVATION

Everix makes advanced optical sensors available to mass markets such as wearable health or technology devices or self-driving cars by reducing the size and cost of their bulkiest and most expensive component (optical filters) by 20X-30X.

Pain: 1- Filter size limits product miniaturization and even sensor sensitivity; 2- Rigid form-factor; 3- Insufficient economies of scale for mass markets. Current manufacturing technologies have hit an innovation plateau despite many unmet needs.

Solution: Our novel manufacturing (with 34 patents) provides 20X more compact filter solutions 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 BizDev in CA and WA)

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: \$3.5M (Pre-Series A)

Key Milestone: Profitability by Q1/2023

Committed or Invested Funds: \$2.5M

Type of Financing: Pre-Series-A in Convertible Note (20% discount, 8% interest, \$12M Cap).

Future Funding: \$5M (Series A – Final Round)

For 2023-2026 Growth team and facilities

Use of funds: Operations certification, forming our sales team, executive team expansion, IP

Financials:

Burn Rate: Approx. \$75K/month current

Cumulative Revenue: Approx. \$2.2M (Approx. \$1M product sales)

Trailing 12-month revenue: Approx. \$600K

Cash Flow Positive in: Year 2023

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): \$0.8K

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, Investor/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

14 issued or allowed + 20 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.



Happyly

Investor Highlights

Value Proposition

Company Background: Happyly is the country's leading Employee Connection Platform, empowering companies to create a connected culture resulting in greater productivity, morale, and retention. The Happyly platform enables companies to drive culture, wellness, and corporate social responsibility initiatives across a distributed team.

Leadership Team:

Caitlin Iseler - CEO, <https://www.linkedin.com/in/caitliniseler/>

Randi Banks - Editor in Chief/Co-Founder, [linkedin.com/in/randi-banks-2616371a8](https://www.linkedin.com/in/randi-banks-2616371a8)

Kyle Martin - Chief Product Officer, [linkedin.com/in/kylepmartin](https://www.linkedin.com/in/kylepmartin)

Jordan Cohen - Chief Commercial Officer, [linkedin.com/in/healthjsc](https://www.linkedin.com/in/healthjsc)

Liz Doerr - Fractional CFO, [linkedin.com/in/liz-doerr-6a643836](https://www.linkedin.com/in/liz-doerr-6a643836)

Products/Services: Happyly is an app delivering trusted activity recommendations, eliminating the stress of planning and securing more active and fulfilling time outside of work. Happyly's tech enables businesses to create a culture calendar for employers while catering to the physical and mental health of employees.

Technologies/Special Know-How: Happyly has both an exclusive license to an active patent and a patent application on our technology. Happyly is a first mover in transforming and supporting the future of work. It is the only app to boost all aspects of wellness, both physical and mental.

Market: Happyly works with corporations with over 500 employees and ideally \$100M + in revenue in numerous major cities, with a roadmap for even more expansion in 2022. Our target customers have employees who live and work in and around major cities or frequently travel.

Distribution Channels: Outreach to CHRO's is driven by established relationships and cold calling. Happyly works with corporate leaders and their rewards & benefits teams to assess their wellness objectives & budget. A pilot and evaluation survey follows, leading to an SOW and launch. Usage data is provided quarterly to monitor engagement. <https://www.youtube.com/watch?v=OCOdeGCjsFM>

Competition: Corporate wellness solutions range from mental health apps like Calm and Ginger to gym memberships and Fitbits. There are no existing corporate connection apps on the market.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	\$.50M	\$3.08M	\$9.08M	\$21.26M	\$50.25M

\$ shown in millions

Quick Facts

Company Name:
Happyly

Contact: Caitlin Iseler

Address: WeWork Office Space 1201 Wilson Blvd #27
Arlington, VA 22209

Phone: 202-870-3278

Fax:

Email: caitliniseler@happyly.com

Website: www.happyly.com

Industry: Health and Wellness/Future of Work

Domain:

Bank:

Law Firm:

Patent Estate:

Number of Employees: 14

Leadership Team:

Caitlin Iseler

Randi Banks

Kyle Martin

Jordan Cohen

Liz Doerr

Amount of Financing Sought: \$2.5M

Current Investors: CAV Angels

Use of Funds: Sales/Marketing

SOLANA BEACH, Calif. – July 25, 2022—National Cardiac, Inc., (“NCI”) a cardiac wearable biosensor company with a strategy to dramatically streamline cardiac monitoring in the clinical trial sector, is seeking \$2.5 million in Convertible Note financing. The Convertible Note financing offers a 20% discount and corresponding Warrants to the Series A financing round. The Convertible Note financing will accelerate the early manufacturing of the FDA approved Liba 3 cardiac biosensor while providing the clinical trial data needed to secure Series A funding from pre-identified and interested institutional and strategic funding sources.

The clinical trial sector is significantly larger than the office/clinic based cardiac monitoring space and is in need of dramatic updating of current methods of capturing cardiac data while testing new compounds in virtually every therapeutic indication. The current methodology in collecting cardiac risk data in life science research, is a small “snapshot” of patient data versus the Liba 3 solution of capturing all cardiac data during a clinical trial. The Liba 3 biosensor is designed to deliver real-world digital cardiac clinical measures from a very small single use wearable patch, with minimal patient interaction and increased patient comfort. The technology allows rigorous interpretation of shifts in human cardiac physiology when testing new therapies.

Virtually all commercially available wearable cardiac sensors (patches) have been reviewed and tested by CRO (Contract Research Organizations) and Pharmaceutical companies to address this unmet need. However, only the Liba 3 biosensor provides the required easy and seamless patient (volunteer) solution to the clinical trial sector. The ease of use and passive, low burden nature of the Liba 3 allows for data to be collected continuously over a prolonged period of time.

Quick Facts

Company Name:

Omina Technologies BV
(Belgium)/
Omina Technologies US LLC

Contact:

Rachel Alexander/ Brian
Alexander

Address:

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McLean, VA 22102

Phone:

703.665.6623

Email:

rachel.alexander@ominatechnologies.com
brian.alexander@ominatechnologies.com

Website:

<https://ominatechnologies.com/>

Industry:

AI/ML and Data Engineering
Services

Bank:

M&T

Law Firm:

Cambrian

Number of Employees:

29

Leadership Team:

Rachel Alexander, CEO Global
Wouter Van Den Broeck, CTO
Brian Alexander, Pres. U.S.
Peter Heinckens, Manager Europe
Mattias De Groe, CCO
Kevin Steensels, COO
Dirk Verbruggen, CFO
Martin Canter, EAI/XAI Manager
Anita Prinzie, Product Manager
Bas Jansen, Life Sciences Manager

Amount of Financing Sought:

\$2 Million

Current Investors:

\$250K Committed from US
Investors

Use of Funds:

Sales/Marketing, Justifai go-to-market, road map to fully self-service Justifai.

Company Background

Omina Technologies is an expert in trustworthy and explainable Artificial Intelligence (AI)/ Machine Learning (ML) solutions. Rachel Alexander, Founder and Global CEO, started Omina with the mission of enabling companies big and small to successfully implement AI in a trustworthy and ethical way. In 2019, Omina started developing Justifai, a unique AI as a Service platform that empowers business domain experts to co-create scalable, trustworthy and regulatory compliant AI innovations and bring them to value faster and more efficiently. Last year, Omina realized its first Justifai licensing revenue and, this year, we have three companies (incl. two Fortune 500 cos.) working with Justifai and are ramping up Justifai go-to-market activities. Primary sectors for Justifai include Healthcare, Life Sciences and Insurance, where high risk/high-stakes decisions are being made by using AI to process sensitive personal data.

Leadership Team

Omina's Founder and Global CEO, Rachel Alexander, started working with AI in college and, in the last 10 years, became focused on AI/ML giving rise to the formation of Omina. In 2019, Ms. Alexander connected with Wouter Van Den Broeck, who had the technical expertise to make Justifai a reality and is now Omina's CTO. Brian Alexander and Peter Heinekens focus on US and European growth, respectively. Mattias De Groe, Omina's CCO, brings extensive experience in business development, including managing large sales and marketing operations. The Omina team also includes AI/ML experts that have a unique understanding of trustworthy, explainable and ethical AI, as well as industry expertise covering Justifai target sectors.

Products/Services

Justifai, Omina's AI as a Service platform, radically changes the way data and AI can deliver value to complex, high risk environments, such as healthcare and life sciences. Justifai is built by design to empower development of Trustworthy AI in situations where there is a complicated regulatory framework, sensitive personal data and multiple stakeholders. Justifai offers a library of use cases that are available on demand or that can be customized based on user needs (e.g., in healthcare: adverse health event prediction, patient risk profiling, personalized diagnosis/prognosis/treatment). Layered on top of the use case library, Justifai provides a trustworthy AI layer that provides assurance of compliance.



Justifai creates trustworthy and compliant AI solutions by employing, (1) a dynamic user interface that converses in industry language, (2) an expert reasoning system with embedded domain/industry knowledge and (3) a trustworthy/ethical AI layer that ensures regulatory and other obligations are satisfied. Justifai allows users to easily set business requirements and create an AI solution – then, the user can quickly change the requirements, create a new AI solution and compare the two solutions (or as many as the user wants). In 2023, Justifai will become self service and can be offered as a tiered AI as a Service.

Technologies/Special Know-How

Omina filed EP Application No. 20203454.2, which was extended to a PCT application (Application No. PCT/EP2021/078833). We may file additional patent applications related to other technologies being developed by Omina.

Market & Distribution Channels

Justifai is the only system on the market that includes deep domain-level reasoning and provides capabilities for users to create scalable, trustworthy and compliant AI solutions. Justifai has a vertical portfolio consisting of a library of use cases that are customizable by the user. Currently, use cases in Justifai are focused on the healthcare value chain. Justifai also has a vertical portfolio when used as an AI as a Service platform that supports implementation of scalable, trustworthy and compliant AI across any vertical, particularly where high risk/high-stakes decisions are being made using AI.

Justifai lies at the convergence of the auto-ML and AI governance markets (respectively, \$15B and \$1.7B expected 2030 US/EU market sizes). But with Justifai's vertical offering, it is also a player in the overall AI market, currently \$47B and expected to grow to \$637B by 2030. Omina is initially focusing the Justifai offering on the Healthcare, Life Sciences and Insurance sectors. In 2022-23, Omina is pursuing a growth strategy in Europe and the US.

Competition

Auto-ML: AIBLE, DataRobot, H2O.AI, Amazon Machine Learning.

AI Governance: Google AI, 2021.AI, SAS, KenSci, credo.ai, IBM Watson.

	2020	2021	2022 (proj.)	2023 (proj.)	2024 (proj.)	2025 (proj.)	2026 (proj.)
Invoiced Sales	€815K	€1.6M	€3.3M	€8.1M	€21.0M	€60.0M	€95.5M
Justifai	€0	(€451K)	€425K	€5.1M	€19.7M	€56.1M	€85.8M



Rancho Santa Fe Bio, Inc., Aortic Valve Stenosis Drug (Ph. III) July 2022 Highlights

Value Proposition: We are a clinical stage, calcific disorders platform company. Our lead drug candidate, ataciguat, is a redirected Sanofi drug that was further developed by Mayo Clinic and is entering Phase III clinical trials in the United States, the European Union, the United Kingdom and Canada for the treatment of progressive aortic valve stenosis (“AVS”). In addition, we have rights to (a) four additional preclinical indications for ataciguat and to (b) 10 new small molecule ataciguat analogues for additional indications. These additional indications may lead to the Company having up to 4 additional indications for ataciguat in Phase II clinical trials within 2 to 3 years.

Leadership Team: Our team has over 14 exits from companies in the last ten years with over 200 years of deep knowledge in drug research, clinical and product development, commercialization, licensing, financing and mergers and acquisitions. In addition, we have 5 Ph.D’s, 7 MDs and two of our Scientific Advisory Board members have experience with Merck, Anthos Therapeutics, Cirus Therapeutics and NovoCardia and three are Cardiologists, Interventional Cardiologists or Cardiac Surgeons at Yale and Mayo Clinic.

Challenge: There currently is no medical treatment for patients with progressive AVS. Most undergo a watchful waiting approach until a TAVR or SAVR artificial valve replacement surgery is required. Over 3% of persons at 65 years of age and 12.5% of those 75 years of age or older will develop aortic valve stenosis. Over 50% of patients who undergo TAVR or SAVRs replacement heart valve surgeries currently have severe complications such as excessive bleeding, heart failure, stroke or death.

Solution: We have a once a day drug, ataciguat, which can be taken by patients to decrease the progression in AVS. The drug either prevents the need for a patient to have a TAVR or SAVR, decreases the time to TAVR or SAVR or decreases the number of TAVRs and SAVRs a patient has to have in their lifetime.

Technology and Clinical Trials: Our technology was developed by the French pharmaceutical company, Sanofi, and Mayo Clinic and involves the selective re-activation of nitric oxide in diseased tissue. Our drug has an over 1,000 patient safety database and has shown to reduce the progression of calcium in a patient’s aortic valve by 70% in a Phase IIb clinical trial. The FDA has approved ataciguat moving into a Phase III clinical trial and we are applying to the European Medicine Agency to do the same.

Market and Competition: There is currently no medical treatment for AVS. There are over 5 million patients with this disease in the United States and Europe and many more throughout the world. An independent marketing company has provided RSF Bio with a revenue projection for up to \$2.8B in revenue in the US alone in its first year of commercial sales of ataciguat in the US alone. The European market is 150% larger.

Potential Exit: RSF Bio plans to begin its Phase III Clinical Trial in Q1 2023. The market for calcific disorders market is very hot in that another company, Sanifit, with a drug entering into Phase III was acquired in January 2022 by VIVOR for up to \$2.5B. The Company believes that it will either be acquired by a large pharmaceutical company such as Merck, Bayer, CSL Limited or a regional bio-pharma or be ready for an initial public offering by the first quarter of 2024 with a raise of between \$80M to \$100M with a pre-raise value of \$300M.

Website: www.rsfbio.com

Headquarters Office:

8632 Via Rancho Cielo

Randy Santa Fe, CA

Industry: Bio-Pharma

Indication: Small Molecule Drug for Progressive Aortic Valve Stenosis

Leadership Team:

Co-Founder. CEO:

Randy Berholtz, MBA, JD

Co-Founder, Chief Scientific Officer:

Leonard Miller, Ph.D.

Co-Founder, Chief Operating

Officer: Laura Lewerentz-Juziuk, MS

Chief Medical Officer:

Douglas Losordo, MD

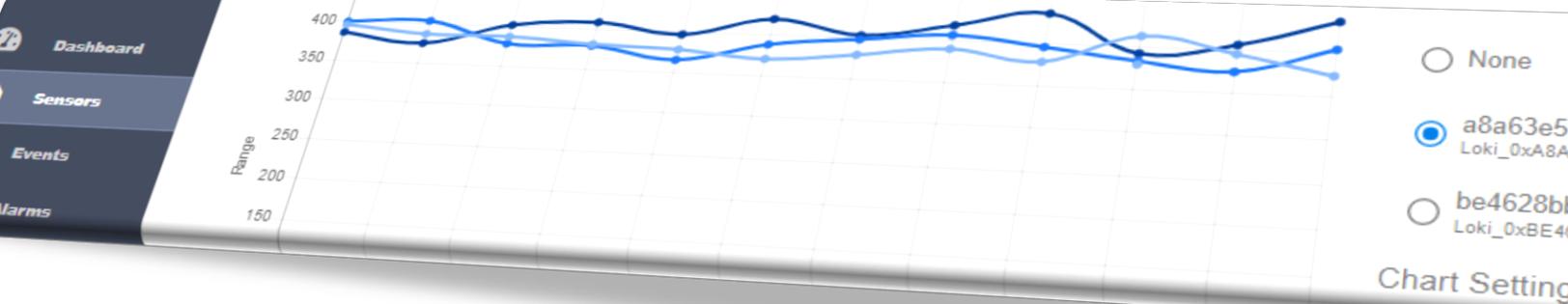
Chair, Scientific Advisory Board:

Jordan Miller, Ph.D.

Seeking Financing of \$2.8M

Previous Funding: \$2.2M

Use of Funds: Manufacturing of Drug, Licensing, Pre-Phase III Clinical Costs



SST Wireless

Industrial IoT for Everyone

www.sstwireless.com

Funding:

Preferred Round

\$ 2 M USD @ \$5 M Pre-money valuation

\$ 467K available

Revenue Forecast:

2022	2023	2024	2025	2026
\$1.7	\$8.2	\$19.6	\$35.3	\$55.9

Exit:

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

Investors in round:

Momenta Ventures, Keiretsu Capital

SWAN Venture Fund II, Tech Coast Angels

Joirre Capital, US based Angels

Management Team & Board:

Christopher Chong, President & CEO

Murry Kopit, Director of Engineering & Process

Igor Vinovskyy, Director of Production

Philip Choo, Director of Finance & Admin

Stephen Berard, CTO, Momenta Ventures

Rick Tomfordhe, Vice Chair, Alliance of Angels

John Park, CEO, RCI Capital Group

News & Media:

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

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

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

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

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

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

Contact:

SST Wireless Inc.

Christopher Chong, President & CEO

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

chris@sstwireless.com

Problem:

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

Opportunity:

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

Solution:

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

Business Model:

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

Why Invest:

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

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 amillin@shulmanrogers.com.

PARTNERS



NELSON MULLINS

Nelson Mullins is an Am Law 100 diversified firm of attorneys, policy advisors, and professionals across 31 offices serving clients in more than 100 practice areas. With more than 930 professionals in 15 states and the District of Columbia, we provide advice and counsel to clients ranging from Fortune 500 companies to private equity and venture funds and portfolio companies to emerging growth companies and startups. For more information, visit www.nelsonmullins.com.



ANDY TUCKER, PARTNER, NELSON MULLINS

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



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.

PARTNERS



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.



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.



TRUIST WEALTH MANAGEMENT

Truist Wealth Management has a commitment to helping our clients manage their wealth and achieve their goals. We build and continually strengthening long-term relationships by offering you comprehensive wealth management capabilities to meet your sophisticated and often complex needs. As your needs evolve, your team of experts and solutions will too, in order to address new challenges and opportunities.

PARTNERS



CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

Chris Ross is a Wealth Advisor with Truist Wealth Management. He offers clients more than 25 years of comprehensive wealth management experience. Chris leads a team that brings together specialists in investments, financial planning, credit, and estate strategies. He is a native of Baltimore and lives in Annapolis with his wife Jennifer and two children. Chris is a graduate of Salisbury University with dual degrees in Economics and History. He received his MBA from the College of William & Mary and has completed post-graduate work at The Johns Hopkins University.

The logo for Refraction, featuring the word "REFRACTION" in a bold, white, sans-serif font on a dark rectangular background.

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.

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.

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



PARTNERS

ETS Enterprise
Transformation
Solutions



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

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

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.



Attendees

As of 07 28 22

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.

Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create
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PRESENTERS			
First Name	Last Name	Title	Company

Mark	Haas	CEO	AEG
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Michael	Helfrich	Founder and CEO	Blueforce Development Corporation
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Claude	Nogard	CEO and Co-Founder	ErgoSuture
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Hooman	Banaei	CEO and Co-Founder	Everix Optical Filters
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Caitlin	Iseler	Founder & CEO	Happyly
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Steve	Kenney	CEO	National Cardiac
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Rachel	Alexander	Founder and CEO	Omina Technologies
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Randy	Berholtz	Chairman and CEO	Rancho Santa Fe Bio, Inc.
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Christopher	Chong	President and CEO	SST Wireless
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ATTENDEES			
First Name	Last Name	Title	Company

LaKisha	A	Consultant	Life is your Dream
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Matthew	Abenante	President	Strategic Investor Relations LLC
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Abigail	Aboitiz	Founder	247 Health Solution
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Dennis	Ackerman	CEO	Decision Time
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Laura	Acosta	UX / Product Designer	Sakuntala Inc.
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Mutu	Adrian	Founder	Hologram-Market
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Manish	Agarwal	Managing partner	Attain nextgen
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Kanav	Aggarwal	Founder	Requipster
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Ana	Aguilar	Investments	AC Ventures
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Nelson T.	Ajulo	CEO	Zarttech
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Satya	Akula	Managing Partner	New Angel Capital, LLC
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Hansilla	Alaigh	Founder	Global Action Alliance, Inc
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Brian	Alexander	President US	Omina Technologies
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WD	Allen	Adjunct Professor	University of Missouri
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Luis	Almodovar	Scientific Adviser	Ergosuture
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Chinmaya	Aloor	Founder	Sharada's Facilitators
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Richard	Alvarez	President Rockville Office	Brand Institute
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Américo	Alves	Managing Partner	Foothold Partners - Ventures & Consulting
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Mark	Amouzagr	CEO	March Health
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Jolene	Anderson	Cofounder/Managing Director	VectorPoint Impact Partners, LP
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Bill	Anderson	President	Generations Advisors
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Chinenye	Anyanwu	Sr. Manager	Intouch Corp.
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Brian	Apronti	CRO	Merchkit
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Allen	Ashourian	CEO	Visore Security Solutions
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AJ	Attavar	VC	Neptune Products & Services, Inc
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Darrin	Auito	Partner	HEA Law PLLC
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Rick	B	Principal	ReCreation
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Saerome	Bae	CEO	VWell
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Yang	Bai	CEO	Xfrost
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Rebekah	Bakker	Business Development Partner	DISHER
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Daniel	Ballin	Chief Executive	Ideas Crucible
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Riko	Banardi	Investor	Robin Hood Ventures
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Marie	Bardin	Director of Business Development	AirBox Inc.
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Josh	Barnes	CEO	Harbor Designs & Manufacturing
Christopher	Barth	CEO	Ziberty
Thomas	Bascom	President	LinkSpace, LLC
Matthew	Basirico	CEO	Frank Consulting Inc.
Ryan	Bass	Founder & CEO	CAREier, Inc.
Todd	Batchelor	Partner	Cherry Bekaert LLP
Fernando	Batista	COO	InvestUSC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Sterling	Beard	Director of Operations	Zenger News
Carlos	Bello	Founder	Budeli
Mike	Bellody	Wealth Manager	Securian Advisors of New England
Tash	Benjamin	VP, Business Development	TKing Enterprises
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Ifran	Bhaidani	Managing Director	I & I Assets
Lauren	Bigelow	CEO	GCN
Eduardo	Bocock	CEO	Daily Diner Technologies
Hepsie	Bohman	Agent	New York Life
Larry	Boodin	Agent	New York Life
Louis	Bosse	Advisor	Ted Bosse
Cathy	Bradley	CEO	CBE
Serbi	Brar	Founder	uLearnify
Lora	Brown	Owner	ODAA Virtual Assistant
Doug	Brown	Principal	DAB Holdings LLC
Daniel	Bryan	CEO	Internet.voyage
Robert	Buchanan	CEO	Ambulero, Inc
Nick	Buchanan	Founder	Blockperfect.io
Dwika	Budhyantara	Division Head Investment	IDCTA Indonesia Carbon Trade Association
Tatiana	Burmakina	VP	Chudovo
Jane	C	Consultant	
Montreal	Cain	Founder	HouseCall Wi
Christian	Camarcce	Director (Intellectual Property)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Mighty	Capital		Mighty Capital
Caroline	Carini	CEO & Co-Founder	Pals App Inc
Joe	Carlin	Principal	Jonxeone Capital
Eric	Carlson	CEO	Blue Sky Cyber Inc
Sue	Carr	President	CarrTech Corp
Chuck	Carter	President	Keiretsu Forum
Lisa	Carter	Consultant	
John	Casey	Managing Director	Venture Mentors
Julio	Casillas	CEO	Artifex Angeles
Michelle	Chen	Partner	Key2China/Convergence Partners
George	Chen	Principal	Nautilus Venture Partners
Daniel	Chen	Financial Manager	AIG
Sebright	Chen	Chairman and CEO	Summer Atlantic Capital
Pierre-Jean	Cherret	VP	Items International
Nelson	Chick	CAO	Foil Flyer
Moon	Cho	Founder	Yin & Yang Living
Samantha	Cicotello	Early Stage Investor	Capital One
William	Classen	AVP	Colliers International
Joseph	Clayborne II	Entrepreneur	Startup company
Marcus	Cohn	CEO	Spectalix
Olivier	Colombo	Private Investor	
Brian	Colsell	CEO	Cheqbook
Ivan	Comerma	Partner	Systema Capital
Ivan	Comerma Poza	Partner	Systemacapital.com
Craig	Conlee	Advisor	Berkeley SkyDeck
Dan	Conley	Active Angel	Angels + Life.Sci Investors NJAngels.net
Jim	Cook	GM	Cook's Outsourcing Network LLC
Fred	Costa	CEO / President	MetaPhase Consulting
Dr Claudia	Cotca	CEO	C3 Think Tank
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Ellie	Giles	Founder	Virtual Apprentice
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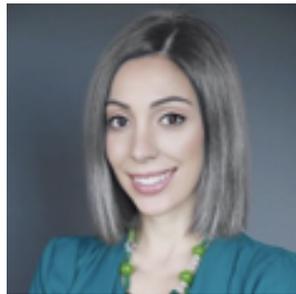
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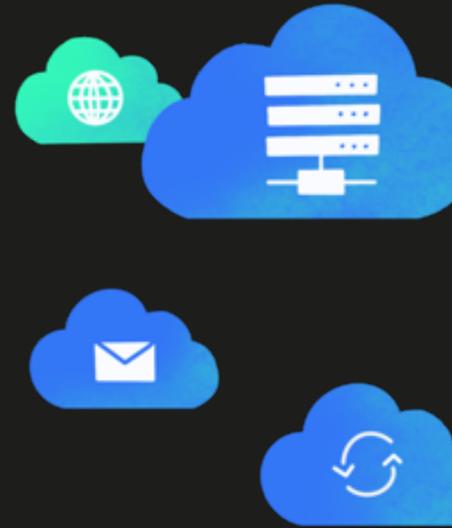
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