

**Big Idea**  
**CONNECTpreneur**  
**Investor Network**

**VIRTUAL ROCKET PITCH**  
**+ POWER NETWORKING**

**May 26th, 2022**

**[CONNECTpreneur.org](https://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 & Managing Partner,  
Modus Create**

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

**- DARREL BARROS, Shareholder of NEXT powered by  
Shulman Rogers**

**- BILL HUBER, Of Counsel, Nemphos Braue**

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

**May 26, 2022**

**CONNECTpreneur.org**

# PRESENTING COMPANIES

**Adtoniq**

**EarthGrid PBC**

**All Sober**

**BEASY**

**Blue Vigil LLC**

**BOMANI Cold Buzz  
Alcohol-Infused Cold  
Brew Coffee**

**Cytimmune**

**MedWatch  
Technologies, Inc.**

**Rancho Santa Fe  
Bio, Inc.**

**Recspert**

**SST Wireless**

**Therapnea Labs  
Ltd.**

# 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.

## Company Details:

Base: San Francisco, CA  
Phone: 415-336-5076  
Website: <https://www.adtoniq.io/>  
Email: [gary@adtoniq.io](mailto:gary@adtoniq.io)

## Funding History:

- Outside Investors: \$2.2 million
- Raising: \$700K million
- Use of funds: Engineering/Development, Sales/Marketing, Operations, Delivery

## Market Size:

- On average, 33% of the internet uses ad blocking technology. These numbers are larger globally and is an existential threat to the ad-supported internet. Billions of dollars are in the balance.

## Business Model:

- Usage (SaaS) Based Model / Revenue share
- Paid by advertisers: Rev share with media companies (brand new revenue)

## Financials:

- 5-Year Net Revenue Forecast:
  - 2022: \$2.2 million
  - 2023: \$21.60 million
  - 2024: \$51.40 million
  - 2025: \$97.35 million

## Team Leadership:

- [Gary Portney](#) - Oracle, Vicinity, Ventaso, Konaware, Convoke (Founded 4)
- David Levine - AT&T, Oracle, Netflix, Borland, Method, Say Media
- [Kay Mendelsohn](#) - Nete/Rich, Infinian Corp, MyCFO, CollabNet
- [Shawn McGaff](#) - Hearst, Hyatt, IUNU, Twitter

## Pertinent Posts/Articles:

[Digital Transformation and ad blocking](#)

[Technical White Paper on ad blocking](#)

[Visit our Blog site for more learnings](#)

## Adtoniq is creating a new paradigm for the future of the ad-supported internet

Adtoniq is a **privacy first, permission-based ad platform**. Adtoniq enables brand-new revenue that is currently unavailable to publishers and reaches brand new audiences for advertisers. This represents an opportunity in the billions of dollars. In the long-term, our permission-based paradigm will allow us to grow in many areas of the industry such as permission-based identity, ad verification, and paywalls, to name but a few. And to apply our platform to all audiences as the ecosystem moves to a permission-based, opt-in model.

## The Problem

**Publishers cannot monetize 33% of their users on average.**

**Advertisers cannot reach 33% of their potential customers on average.**

The term “ad blocking” is a misnomer. Ad blockers should be more accurately thought of as generic “blockers” because they also block products and services such as analytics, attribution, social sharing widgets, verification, optimization, personalization, single-sign on tools, and much more. Over 33% of the US population are ad block users and the consequences are far reaching. The numbers are larger globally.

## The Solution

Adtoniq technology allows ads to be served to ad block audiences with their permission, which results in higher engagement and more conversions for advertisers. This exclusivity and improved performance mean advertisers will pay a premium CPM.

**User permission enables us to create an experience that balances users’ desire for respect and privacy and the publishers need for revenue.**

## Competition

There are several solutions to some of the problems we are solving. “Acceptable Ads” is the largest which allows publishers to monetize users of just a few ad blocking technologies using a “pay to play” approach. Publishers must pay a fee to certain ad blockers in order for them to serve ads to as block users. None of the competition have relationships with advertisers. The main competition is often referred to as an “extortion racket” within the industry. Adtoniq is the only company that can address the entirety ad blocking.

## Benefits

Adtoniq addresses users who currently do not see digital ads because of ad blocking technology as an extension, a dedicated ad blocking browser or network blocking. Our technology allows publishers to enable advertising for these users using their permission and without touching their ad blockers and generate immediate revenue.

## Early Results

- CTR Improvement of up to 300% over non-ad block users
- Conversion improvement up to 5% better than non-ad block users

## Milestones

- Development and limited release of the Adtoniq Platform
- \$500K Revenue generated since MVP release
- Early Brand Clients: Amazon Web Services, Oracle Corporation
- **Verified Success Metrics with AWS, Oracle the Ad Council**
- Delivered POC to Verizon Media (Yahoo!)
- Propriety and patentable technology and vast knowledge
- [Strategic Board of Advisers](#)

**Adtoniq creates new audiences for advertisers, new revenue streams for publishers. It allows for ad block users to support the publications they love without intrusions on their experience or privacy.**

**"Infrastructure gets a "D" grade. Again."**  
*American Society of Civil Engineers, annual rating of America's infrastructure*

Imagine a network of underground tunnels across America containing ultra-high-speed broadband (1,000 Mbps+), 100% clean power, pure water, and tubes moving e-commerce parcels directly to homes & businesses.

The tunnels would remove waste (sewer, recycling, compost) & larger tunnels would move people & large freight.

## Welcome to Infrastructure 2.0

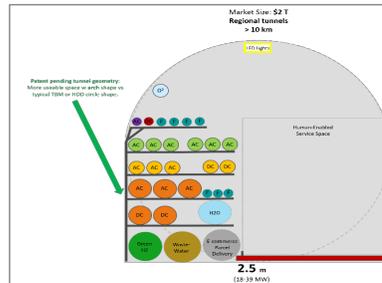
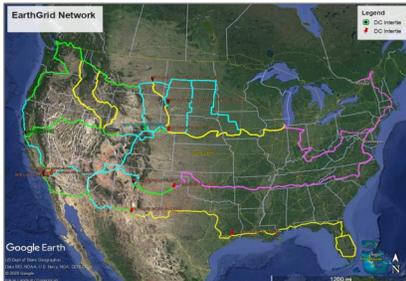


This vision was always too audacious & expensive to contemplate. Until now. EarthGrid developed, patented & tested a **plasma boring robot** to enable this underground real-estate opportunity.

### Traction

1. **Rights of Way (ROW)** – obtained for guaranteed access along state & county roadways:
  - a. Approved as a **Utility** in CA, NV, ID, WY, NE, UT
  - b. 24 more state apps pending approval.
2. **2 Prototypes built & tested** over 5 years. Raising \$ to build v3 for customer projects in 2022.
3. **IP** – EarthGrid's patents published Oct 2021, with more pending + a comprehensive trade secrets library.
4. **Customers**– >90% of stakeholders **eager & excited**.

- a. **\$5.5 Billion NPV** (Net Present Value) of tunnel projects in active development.
- b. **Purchase orders & contracts signed**.
- c. **Test project built**: (4) utilities (power, fiber, water, sewer) 200m long, industrial park in Richmond, CA.
- d. **In contract discussions** with large utilities in CA, FL & TX.



### Team

|               |                  |                  |                    |                   |                                 |                 |                         |                       |
|---------------|------------------|------------------|--------------------|-------------------|---------------------------------|-----------------|-------------------------|-----------------------|
| Troy Helming  | Scott Lane       | Craig Wiesner    | Kamran Bakhsh, PhD | Ed Cornejo        | Curt Hebert, J.D.               | Chris Gerlach   | Dr. Daniel Kammen       | Rachelle Chong        |
| Founder & CEO | COO & Co-Founder | CTO & Co-Founder | CTO-Tunnels        | CTO-Telco & Fiber | Legal Team-FERC former Chairman | Advisor-Finance | Advisor-Grid Strategies | Legal Team-CPUC & FCC |
|               |                  |                  |                    |                   |                                 |                 |                         |                       |
|               |                  |                  |                    |                   |                                 |                 |                         |                       |

#### Macro Economic Trends Driving The Need For More Utility connections

**Fiber / internet:**

- 5G rollout
- 100s of Data Centers being developed to meet cloud demand
- Explosion of working from home (COVID, etc.)

**Electrification (\$700 billion in new electric transmission needed by 2050)**

- Transportation fleet electrification (~40% increase in demand)
- Power hungry Data Centers
- Power plants: from high-cost nuclear/fossil to low-cost wind/solar requires new transmission lines to serve these new resources
- Heating electrification from furnaces to electric heat pumps, industrial process heat (from fossil fuels to electric), etc
- Indoor Agriculture/Aquaculture (local veggies, cornucopia, etc.)

**Undergrounding:**

- By 2050, ~85% of Americans will be in cities (no room on overhead poles)
- Permitting underground power lines is becoming increasingly difficult

© 2021 EarthGrid, Inc. All rights reserved. Information not intended for sale or distribution.

#### Overhead Utility Lines are:

- Unreliable
- Vulnerable to storms, Terrorism, Vandalism, Vehicular accidents
- At risk from EMP/CMR strikes, fires, earthquakes, falling trees, ice buildup
- Require frequent Maintenance

**And they ignite fires that kill people & destroy homes...**



### Company Details

All Sober PBC: Year Founded, May 2020  
[www.allsober.com](http://www.allsober.com)

Flora Nicholas, CEO  
 Phone: 703-795-8292  
 Email: fnicholas@allsober.com

### Funding status and current raise

\$6.5 million raised through seed rounds 1 and 2. Seed round 3 is now launched with a goal of raising \$3 million.

### Use of Funds

Continued build of company infrastructure, hiring of key personnel, further development of the platform and the apps and funding of national launch marketing campaign.

### World-class Management and Advisory Team

Everyone at All Sober has a family member or a friend who has suffered from this terrible disease and we are determined to use our professional skills to make a difference. Our team includes former and current executives from Microsoft, Ogilvy, ExxonMobil, ComScore, Deltek, Software AG, Harvard's Global Mental Health Program, Kolmac Recovery Centers, Malvern Treatment Centers, LA Unified Arts & Education and HBO among others. Our unique blend of knowledge, experience and contacts spans addiction, recovery, technology, business, marketing, education, content, and entertainment. So, we are uniquely qualified to deliver a solution in All Sober that deals with the problem of addiction, delivers community and resources, and inspires people through connection, music, art, content and positivity to celebrate sobriety and stay sober.

### Proof Points

The All Sober platform and apps have been launched. People impacted by addiction, family members, friends, doctors, psychiatrists, treatment centers, corporations, and associations have all validated the need for All Sober. Over 30 major schools and universities with a combined student population of 550,000 are in the process of coming on board. Celebrities with a combined social media presence of 10 million followers are part of All Sober – including two Rock & Roll Hall of Famers in Ralph Johnson from Earth, Wind & Fire and Ricky Bird of Joan Jett. PR campaign is launched, press release was downloaded by media orgs with combined circulation of 198 million. Huge social media traction already achieved with FACEBOOK ENGAGEMENT PER POST OF 46%!! THE AVERAGE ACROSS ALL INDUSTRIES IS 0.064%!! Performance indicates potential to be a massive brand.

## Problem

### Addiction is a national crisis: The sobering facts

1 American dies every 11 minutes from opioid addiction (2018); 107,000 Americans died from drug overdoses in 2021, 192 million Americans (59% of the population) have an addiction problem, need treatment, or have a friend or family member who needs treatment (2018); \$740 billion a year cost to the US of alcohol, drug, and tobacco abuse according to NIH. Coronavirus has led to a dramatic increase in the need for services.

### Coronavirus has massively increased the need for services

1000% increase in calls to substance abuse and mental health hotlines (Kaiser Foundation, April 2020); 65% increase in clients seeking mental health services in one month (Talkspace telemedicine, April 2020); 393% increase in treatment seekers and a 200% increase in providers between early March and late April 2020 (rehab.com); every 1% rise in unemployment leads to a 3.6% rise in addiction) Well Being Trust, April 2020).

### Major problems exist throughout the treatment and recovery lifecycle

No completely centralized information, help and advice in times of crisis. Inability to connect 1-1 and end isolation, stigma, and shame. Limited group support and advice. Dispersed information on treatment and recovery resources. Limited access to jobs/relaunch and sober lifestyle information and resources. Fragmented sober networks and communities. No comprehensive source of inspiration to help those trying to stay sober.

## Solution

### All Sober Public Benefit Company

All Sober's platform brings the needs of people suffering from addiction their families and friends all together in one place and creates an interconnected, information-sharing community, eco-system for all those affected by addiction. All Sober will enable people to: get crucial help and information, join support Groups and benefit from peer support and experience; build their own sober networks and communities, find treatment facilities, meetings and sober houses; get sober lifestyle information, job help and advice, and be inspired to stay sober with content from their sober peers. The platform is FREE!! This will allow millions to benefit from the resources that All Sober delivers.

## Competition/Competitive Advantage

All Sober is the only platform that delivers all the connectivity, community and information that millions of people suffering from drug and alcohol addiction and their families and friends need through treatment, recovery and into sober life – all in one place. Services and resources provided by other companies are siloed, fragmented, highly specialized, not available on the scale the problem demands, or non-existent. Thus, All Sober has a huge competitive advantage.

## Market Size, Revenue Streams and Financials

192 million Americans are affected by addiction (59% of the US population.) Recovery industry revenues are \$42 billion, predicted to rise to \$53 billion by 2025. All Sober's platform is free to the public. Revenue will be generated from multiple revenue streams – including industry listings, corporate sponsorships, merchandise and sober lifestyle subscriptions. Several significant revenue streams are yet to be calculated, including our Employer-Employee Recovery program which has huge potential in its own right. Preliminary revenue streams are on bookings basis.

|         | 2021  | 2022  | 2023  | 2024  | 2025 | 2026 | 2027 |
|---------|-------|-------|-------|-------|------|------|------|
| Revenue | 0     | 1.0   | 6.1   | 14.3  | 20.8 | 27.7 | 36.6 |
| EBITDA  | (2.7) | (6.3) | (4.0) | (0.0) | 3.2  | 7    | 13.2 |

Revenue and EBITDA is in millions. All revenues are on a bookings basis. Analysis is based on current expectations, estimates, assumptions, and projections, as well as other factors that All Sober believes are appropriate and reasonable for planning purposes. All Sober makes no guarantee or assurance that our expectations, estimates, assumptions, and projections, including with respect to future earnings and performance, will prove to be correct or that any predictions will be achieved.

## Doing Good and Doing Well

All Sober is a Public Benefit Company and once profitable, a portion of all earnings will be donated to the All Sober Foundation to help fund treatment for those who can't afford it. In due course, All Sober has significant potential for international expansion, the replication of All Sober's model to tackle other diseases and societal problems, mergers, acquisitions and an IPO. Thus, we believe our investors have the potential to do good by helping us make a huge societal impact and do well too.



Email: Rob@bluevigil.com

Phone: 703-346-0610

Web address: [www.bluevigil.com](http://www.bluevigil.com)

**Management:**

Robert Schumann

Carl Miller

**Industry:** UAS (Drones)

**Bank:** Wells Fargo

**Law Firm:** GreenbergTraurig

**Accountant/CFO:** Eisner AG

**2021 Sales to Date:** \$518,000

**Financing Sought:** \$1,500,000

**Current Investors:** Private investors - \$1.8M to date

**Use of Funds:** Creation of ALED platform

**Business Description:** Blue Vigil is the current market leader in drone tether technology. Blue Vigil is using its current technology to create a new product category – aerial LED (ALED) portable lighting - to disrupt the \$4B/yr. mobile tower lighting industry.

**CEO/Acting CTO: Robert Schumann** – Serial entrepreneur with successful exit, holder of more than 10 patents. Deep product design and engineering background balanced with strong business acumen. Extensive experience launching and growing start-up businesses and raising capital.

**COO: Carl Miller** – Technology product start-up executive. Worked with Rob in various tech companies for last 25 years. Significant biz-dev and strategic partnership success coupled with deep experience in start-up operations, manufacturing and administration.

**Products/Services:** Blue Vigil is developing a man-portable, ALED platform with the same lighting intensity as existing mobile tower lighting but at 10% the size and weight, 1.5X the useable light field while eliminating the dangerous glare/shadows caused by today's portable light products. The company will continue to manufacture its power tether system for operations that require drones to be in the air for extended hours not minutes.

**Technologies/Special Know-How:** Deep expertise in implementing easy-to-use high-power accessories within space and weight sensitive drone applications. Additional expertise in LED lighting, as well as creating common platforms that can be adapted to specific drone mounting and interface requirements. Blue Vigil has one issued patent and has filed provisional patents for its area lighting and ALED platform.

**Market:** Mobile Tower Lighting was valued at over \$4B annually in 2020. It is a highly ossified market with LEDs being the only notable technology introduced in 30 years. The use of drones is rapidly expanding across all industries, and tethers deliver continuous power, enabling drones to be deployed even more broadly. While existing markets for tethered drones and tether-enabled products are steadily growing, Blue Vigil's new product line will allow it to enter the much larger mobile tower lighting markets. Blue Vigil expects to generate \$94M in light platform sales by 2025, which is less than a 5% market share. Blue Vigil expects the new product class will take over the portable lighting market due to the advantages offered end-users and equipment rental companies.

**Distribution Channels:** Blue Vigil sells through 3<sup>rd</sup> party distribution channels using resellers like [Drone Nerds](#), who sell directly to end customers, and integrators like [Planck Aerosystems](#) who incorporate the technology into their products. Blue Vigil will leverage current partners for sales into the public safety market and will recruit new partners to enter the construction space and will sell directly to equipment rental companies.

**Competition:** The current lighting market features two major segments: Portable Lights on Stands, which are highly portable but lack useable light due to size and height limitations; and Mobile Light Towers, which require offer lots of light but the need to tow in to place due to sized and weight) limits portability and placement The high amount of light on a short (30') tower causes dangerous glare/shadows. The ALED provides the best in both portability and light quality.

**Pro Forma Financial Projections:**

|               | 2021          | 2022          | 2023          | 2024         | 2025         |
|---------------|---------------|---------------|---------------|--------------|--------------|
| Units Sold    | 148           | 469           | 1,188         | 2,843        | 7,722        |
| Total Revenue | \$ 1,145,036  | \$ 4,351,411  | \$ 12,979,634 | \$33,743,401 | \$94,929,976 |
| EBITDA        | \$(1,806,389) | \$(3,240,010) | \$ (342,592)  | \$ 7,157,979 | \$40,829,948 |



0x575EC01a9e70bf3e192a774b265c46ec993E4CC

## Description

Blockchain Made Easy™, doing business as BEASY, is an interoperable blockchain-based technology and smart contract solution that can be utilized by any organization or groups where multi-party consensus and shared ownership are important. Anyone can white label BEASY and customize it as an owned and operated infrastructure to launch their own NFT Forge and NFT Wallet.

## Market opportunity



### COLLECTIBLES

The total addressable market for collectibles was estimated around **\$440 billion in 2020**. Fans and brands are turning to the digital space to find new value streams and create experiences that connect the reachability of digital with the utility of the physical world.



### TICKETS

The ticket market is expected to reach **\$60 billion by 2026**. Blockchain technology & NFTs provide a new way for brands and artists to deliver unique fan experiences at live events. Furthermore, brands can now benefit from the secondary market sales of their tickets, which has never been seen before.



### ART

The global art market was valued at **\$65.1 billion in 2021** with online sales accounting for 20%. Artists like Beeple have shown how digital artists now have a space to build revenue from their digital creations. Even contemporary artists are looking to find new ways to rebrand and sell their unique pieces of physical art. Blockchain has revolutionized the distribution and authentication of art, and will continue to permeate galleries and institutions as the technology becomes more accessible.

## Value proposition

- Platform-agnostic
- No cryptocurrency required
- Develop, mint, sell and manage non-fungible tokens (NFTs) directly from a website, Shopify or across popular marketplaces
- Designate the percentage of the sale to initial contributors and ongoing royalty holders.
- Add contractual agreements to enforce any IP & licensing rights for unique digital assets

## Revenue model

### FREE

Creators will be charged service fees

### PERSONAL

\$25 / month | 20 transactions\*

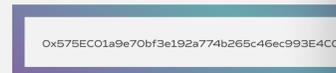
### BUSINESS

\$50 / month | 50 transactions\*

### ENTERPRISE

\$299 / month | 375 transactions\*

\*Additional monthly transactions have service fees



**Value Proposition**

**BOMANI Cold Buzz** is alcohol-infused cold brew coffee. BOMANI is capitalizing on a number of massive categories in the beverage industry: hard seltzer (\$9.4bn), energy drinks + vodka (\$4.0bn), RTD coffee (\$3.9bn), and canned cocktails (\$534m), approximating \$18bn in market size. BOMANI is the only beverage of its kind at 5.7% ABV and ½ a cup of coffee's worth of caffeine with only 110 calories, 0g sugar, and 0g carbs,

**Company Background:** BOMANI Cold Buzz launched in Spring 2020. We're proud and thankful to say that despite having launched at such a tumultuous time, BOMANI's cultlike customer base has earned us shelf space at major retailers, including Whole Foods, Ralph's, and more. In addition to our retail footprint, BOMANI is arguably the first-ever value-add product for bars & restaurants because BOMANI increases both speed and margin on wildly popular coffee cocktails, such as espresso martinis. Finally, BOMANI has been wildly successful digitally, earning over 27 million views on TikTok. In order of size of total revenue from greatest to least, BOMANI earns revenue from chain grocery stores, bars & restaurants, and e-commerce.

**Leadership Team:** BOMANI's leadership team is a dynamic mix of young, hungry co-founders with backgrounds in investment banking and exceptionally successful advisors with 100+ years of experience in the worlds of entrepreneurship, beverage, entertainment, and finance. Our team has raised over \$1bn and earned 7 successful exits.

**Products/Services:** Existing options for alcohol + caffeine are limited to energy drinks + vodka and espresso martinis. The former are filled with sugars, carbs, and synthetic caffeine. The latter are inconvenient for customers as well as heavy lift & low margin for bartenders. BOMANI offers a healthier, tastier, and more convenient solution. At 5.7% ABV and ½ a cup of coffee's worth of caffeine, BOMANI is only 110 calories, 0g sugar, 0g carbs. BOMANI is gluten-free, dairy-free, non-GMO, vegan, Kosher, and ethically sourced. BOMANI's taste profile has earned us the World Beverage Innovation Award, The Editor's Choice at Progressive Grocer, and more.

**Technologies/Special Know-How:** We are extremely proud of creating a product that is the first of its kind. Humans have enjoyed alcohol and caffeine for centuries, but formulators have consistently failed to create a delicious, shelf-stable product. Historically, formulators have taken shortcuts, either adding preservatives or increasing ABV to intolerably high levels. BOMANI's secret formula is a competitive advantage, and our supply chain is massive.

**Market:** Our target market is the premium, time-strapped, health-conscious customer. This describes an audience that skews slightly female (60%) and within the age range of 24-44. In retail, BOMANI's market size approximates \$14bn. BOMANI's bar & restaurant potential is also shockingly massive given that energy drinks are a \$4bn market in just the foodservice sector. BOMANI is offering a healthier, tastier, more convenient option to customers.

**Distribution Channels:** BOMANI sells primarily through chain retailers, where we recently earned the Global Mandate at Whole Foods, earned an increased footprint at Ralph's, and more. BOMANI also earns about 33% of our revenue in the bar & restaurant sector and 10% from e-commerce.

**Competition:** BOMANI is a complementary, not competitive, product to the others in the market. In other words, a customer will decide between a vodka soda, hard seltzer, or beer – in any case, they will use BOMANI as the first drink to electrify any celebration. There are adjacent products (such as Pabst Hard Coffee), but they are either overwhelmingly high in ABV, sugars, and/or carbs; they also fall flat in terms of brand and flavor.

**Quick Facts**

**Company Name:** BOMANI Cold Buzz

**Contact:** Sam Madani, Co-Founder & CEO

**Address:** 1315 Lincoln Blvd., Santa Monica, CA 90401

**Email:** sam@drinkbomani.com  
**Website:** drinkbomani.com

**Industry:** Beverage

**Bank:** Bank of America

**Law Firm:** Fox Rothchild

**Number of Employees:** 6

**Leadership Team:**  
Sam Madani, Co-Founder & CEO

Kai Drewry, Co-Founder & COO

Amin Anjedani, Co-Founder & CDO

Dustin Lester, VP Finance & Ops  
Shirin Behzadi, Chairperson & Founding Investor

**Amount of Financing Sought:** \$6.5m (\$1.5m available in remaining funding)

**Current Investors:** Shirin Behzadi, Marc Geiger, Dan Goldring, Stagelight Group, other high net worth individuals, and a publicly traded company

**Use of Funds:** in-store demos, events, headcount, content creation, production



May 2022

Executive Summary

**Value Proposition:** Cytimmune uses immune system molecules called cytokines and proprietary nanoparticles to create safer, more effective combination therapies to treat solid tumor cancers. Our platform can deliver combinations of drugs that would otherwise not be possible due to toxicity or poor biodistribution. Platform delivery can nearly eliminate toxicities and result in 10-100x increases of therapy inside the tumor.

**Leadership Team:** CEO, Saba Malak, holds an engineering degree from U-Penn, and an MBA from Harvard. He previously was a Principal at BCG and an MD at Putnam. Founder, Giulio Paciotti, has 20+ years of experience in nanomedicine development. Leadership and the Board of Directors have more than 100+ years in biotech/pharma industry experience.

**Challenge:** Solid tumor cancers are resistant to treatment with traditional chemo and modern immunotherapies because 1) it's hard to get therapy into tumors and 2) tumors are immunosuppressive. Combination therapies that attack solid tumors along multiple axes are the best approach, but cancer drug toxicities and poor delivery systems make these therapies nearly impossible.

**Solution:** A class of drugs called cytokines can break open the tumor, drive an immune response, and induce cancer cells to kill themselves, but they are too toxic. Nanoparticles can safely deliver combination therapies, but they fail to penetrate deep into the tumor. Cytimmune uses cytokines on nanoparticles to open the tumor and enable delivery of novel combination therapies.

**Technology:** Cytimmune nanoparticles are designed to target any solid tumor and avoid healthy tissues. The particles carry a cytokine that rapidly breaks open the tumor, allowing our nanoparticles and other therapies to penetrate, permeate, and concentrate inside. This can improve standard of care and enable novel therapies. Our nanoparticles can carry multiple large and small molecules.

**Market:** Cytimmune's cytokine therapies and enhanced chemotherapies have pan-solid tumor applicability. In the US alone, 518,000 people are projected to die from solid tumor cancers and approximately 1M individuals will be diagnosed with advanced disease. Our therapies are systemically delivered and target both primary and secondary tumors.

**Revenue Model:** We have developed multiple proof of concept nanomedicines, each of which has blockbuster potential. We will advance clinical programs to demonstrate the power of our approach for use with immuno-oncology, chemotherapy, and precision cancer medicines. We anticipate significant out-licensing, co-development of assets, and ultimately acquisition by a larger pharma company.

**Financial Projections**

The current round of \$10M will enable Cytimmune to initiate a phase 2 clinical trial for our lead asset, bring a second asset into a phase 1 clinical trial, and complete preparation for large pharma partner engagement.

| Year                    | 1  | 2   | 3                                      | 4                                    | 5                     |
|-------------------------|--|---|--|--------------------------------------|-----------------------|
| Investment              | 10M  | 60M   |  | 120M                                 |                       |
| Outcome                 | Complete Manufacturing<br>Begin Partnering Discussions | First CO-Development with<br>Pharma Partner                         | Out-license First Asset                | IPO, Private Raise,<br>or Sale       | Sale to Big<br>Pharma |
| Clinical<br>Development |  | Begin Phase 2 Clinical Studies<br>Open IND on 2 <sup>nd</sup> Asset | Phase 2 Early Readout<br>Begin Phase 1 | Phase 2 Complete<br>Phase 1 Complete |                       |

**WEBSITE:** [www.cytimmune.com](http://www.cytimmune.com)  
**Headquarters:**  
 15010 Broschart Road, Suite 180  
 Rockville MD, 20850  
**Industry:** Biotechnology  
**Founder, CSO:**  
 Giulio Paciotti  
**Leadership:**  
 Saba Malak, CEO  
 David Oarr, President  
**Partners, Grant Providers:**  
 NCI, NCL, NIST  
**Seeking Financing of:** \$10M  
**Previous Funding;** 25M+  
**Use of Funds:**  
 Manufacturing/research for clinical trials, regulatory engagement, partnering activities  
**Contact:** [doarr@cytimmune.com](mailto:doarr@cytimmune.com)

**Company Background:** MedWatch Technologies is a medical device manufacturer that is developing a Non-Invasive Continuous Glucose Monitoring device that is accompanied by a Healthcare SaaS Platform. The founders are experienced and successful business professionals, medical engineers experienced in developing wearable monitoring technology, and well-respected medical doctors and researchers who have implemented new and innovative treatments for patients with type-2 diabetes.

**Leadership Team:** Mike Moore, CEO, is a serial entrepreneur having founded several technology ventures. He’s also worked on several projects for NASA. Bruce Matichuck, CTO, has created AI-based health information platforms including the use of wearable sensors. Jared Jones, PhD, Director of Research, was previously Research Director at UnitedHealth Group and has led foundational research into innovative diabetes treatments. Dr. Kevin Kapov has been co-investigator on diabetes-related clinical trials and has implemented a large-scale continuous glucose monitoring treatment program. Dr. Geraldine Cunniffe-Conlon has an MD, MSc and MBA and studied AI-driven data analytics at MIT. She judges startup competitions at London School of Economics and many pitch events in LA. Mark Cullivan, CFO and VP of Operations, has 25 years corporate management experience including CFO of an AMEX listed company.

**Products/Services:** Living with diabetes requires measuring glucose levels many times a day. Measurement typically involves piercing your skin to draw blood. This is painful, inconvenient, potentially debilitating, and expensive leading to poor compliance and significant health consequences. MedWatch will replace daily lances with a sensor that simply sits on the skin and automatically reports glucose readings every few minutes to an app over the cloud. At the same time, MedWatch takes other important bio-metric readings. The patient and doctor can see a continuous correlation between behavior, eating, sleeping and glucose readings.

**Technologies/Special Know-How:** We have patent pending blood glucose estimation technology which uses special LEDs with AI based methodology for interpreting data, and implemented within a wearable device. To reduce development risk, cost, and time, MedWatch has executed a license, exclusive for glucose applications, to a new watch-based sensor platform with associated health monitoring software. The platform is fully operational. We expect to obtain FDA approval for glucose estimation in roughly fifteen months.

**Market:** 1 out of 11 adults worldwide live with diabetes. Treatment costs are approaching 1 trillion USD and projected to grow by 20% by 2030 and by 46% by 2045. MedWatch will sell a non-invasive continuous glucose monitoring device along with a monthly subscription to our healthcare platform.

**Distribution Channels:** MedWatch will sell through three channels. 1) Online, via our own website and other online channels. 2) Retail, using our own salesforce to attract chains like Walgreens and Target. 3) Medical Distributors, using our salesforce to acquire national and regional medical device distributors.

**Competition:** Glucose meters, which require piercing the skin to obtain a blood sample, dominate the market today. Competition also includes continuous glucose monitors, like Dexcom’s G6 and Abbott Labs’ FreeStyle Libre. The G6 and Libre use a sensor placed under the skin (patch) to provide a glucose measurement every 5 – 15 minutes. Patches must be replaced every 10 – 14 days, and these patches cost hundreds of dollars a month. MedWatch will take continuous glucose monitoring to the next level by measuring glucose noninvasively. Every few minutes, MedWatch will measure and will report glucose concentration on its cloud-based multisensory platform. This platform will support other MedWatch sensors and monitoring applications (i.e., heart rate variability, electrocardiogram, blood pressure) to provide patients, their medical providers, family, and friends with actionable health data that is pain free, more convenient, and less expensive.

**Financial Projections:**

|         | Year-1        | Year 2       | Year-3       | Year-4        | Year-5        | Year-6        |
|---------|---------------|--------------|--------------|---------------|---------------|---------------|
| Revenue | \$0           | \$20,000,000 | \$63,000,000 | \$138,000,000 | \$289,000,000 | \$667,000,000 |
| EBITDA  | (\$2,500,000) | \$6,000,000  | \$29,000,000 | \$69,000,000  | \$145,000,000 | \$351,000,000 |

**Quick Facts**

**Company Name:**  
MedWatch Technologies, Inc.

**Contact:**  
Mike Moore, CEO

**Locations:**  
Edmonton, AB  
Las Vegas, NV  
San Diego, CA

**Phone:**  
702-475-7875

**Email:**  
mike@medwatchtech.com

**Website:**  
[medwatchtech.com](http://medwatchtech.com)

**Industry:**  
Health and Wellness

**Domain:**  
Medical Devices/Health Platform

**Bank:**  
Silicon Valley Bank

**Law Firms:**  
O&A  
Kilpatrick Townsend & Stockton  
Snell & Wilmer

**Patent Estate:**  
Patent Pending:  
Blood Glucose Estimation

Exclusive Patent License:  
Wearable Health Monitors and  
Methods of Monitoring Health

**Value Proposition**

*Recspert is the online recreation center for busy families to compare services and find the right expert near them. Finding a sports coach, lifeguard, or wellness professional can be difficult and time-consuming for the busy parent. Active families have multiple needs for each family member that changes developmentally over time, from youth sports to adults. Fitness and wellness professionals are often lost in the current large marketplaces or segmented to one audience, such as the personal trainer marketplace. Families have many needs and limited time and are looking for an array of recreation options all in one place. Recspert provides a one-stop shop to find all your recreation service needs.*

**Company Background:** *During the pandemic, recreation centers closed, and customers turned to virtual training options more than ever before. Recspert was born from the vision of an online community space for busy families to access coaches, trainers, and wellness experts and provide the recreation community a way to gain more exposure for the solopreneurs who may not have a marketing budget or a website.*

**Leadership Team:** ***Katie Cleasby M.Ed – Co-founder and CEO:** 15 years+ years in the sports and recreation industry, including a doctorate in human organizational learning and leadership. **Dominika Kowalska Bernhart – Co-founder:** 10+ years in project management in tech B2B and B2C products. **Hubert Kunc – CTO:** 10+ years as a full-stack software engineer.*

**Products/Services:** *Recspert is a two-sided marketplace app that provides customers a way to search for the right trainer, coach, or sports expert near them by typing in their service needs and location to compare multiple options through price, and reviews, profiles, and ratings. Recspert allows recreation businesses to post jobs and opportunities to find specific staffing needs. For coaches and recreational experts, Recspert delivers the potential to reach a broader range of new customers to expand their client base by posting their services and connecting with the right type of customer.*

**Technologies/Special Know-How:** *Our two-sided marketplace has a database of a wide variety of unique recreation experts for the customer seeking a service, a job board for recreation facilities recruiting Recsperts such as camp counselors, and a live video portal for virtual training options. Our trademark for the name “Recspert” is pending.*

**Market:** *The recreation industry is broken down into youth sports, fitness, and health and wellness. The need for youth sports is \$19.2 billion and growing based on the \$36 million kids who play sports. The youth sports market is projected to reach \$77.6 billion by 2026.*

**Distribution Channels:** *Direct sales from the website and app utilizing a solid SEO campaign in sports conferences and fitness expos and advertising channels such as Facebook and Instagram and PPC campaigns.*

**Competition:** *Recspert has competition; however, what makes us unique is that we provide a wide variety of recreation-focused activities, not just personal trainers or sports coaches, but a one-stop-shop for the whole family for their recreation needs over their developmental life span. A parent can sign up, schedule a Recspert, track their progress, and even use our virtual portal to complete their service right on the platform.*

**Financial Projections (Unaudited):**

|         | 2022      | 2023      | 2024      | 2025      | 2025        |
|---------|-----------|-----------|-----------|-----------|-------------|
| Revenue | \$190,990 | \$567,960 | \$731,400 | \$844,200 | \$1,028,400 |

**Quick Facts**

**Company Name:** Recspert

**Contact:** Katie Cleasby  
<https://www.linkedin.com/in/katie-m-cleasby-b5683061/>  
 (978) 387-3286

**Website:** www.recspert.com

**Industry:** Recreation

**Domain:** Two-sided marketplace

**Bank:** Navy Federal

**Law Firm:** The Geller Law Group

**Number of Employees:** 3

**Leadership Team:**

- Katie Cleasby, M.Ed.  
Co-Founder/CEO  
[katie@recspert.com](mailto:katie@recspert.com)
- Dominika Kowalska Bernhart  
Co-Founder/CPO  
[dominika@recspert.com](mailto:dominika@recspert.com)
- Hubert Kunc  
CTO  
[biuro@etiso.pl](mailto:biuro@etiso.pl)

**Amount of Financing Sought:** 500K

**Current Investors:** Initial co-founder



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

**Value Proposition:** RSF Bio is a clinical stage, calcific disorders platform company. Our lead drug candidate, ataciguat, is a redirected Sanofi drug that was further developed by Mayo Clinic for the treatment of progressive aortic valve stenosis (AVS). RSF Bio is poised to enter ataciguat into an International Phase III clinical trial for AVS involving sites in the United States, the European Union, the United Kingdom and Canada. In addition to AVS, RSF Bio has rights to (a) four additional indications for the application of ataciguat and to (b) 10 new small molecule analogues of ataciguat for additional indications. Thus, within the next 2 – 4 yrs, RSF Bio envisions the possibility of having ataciguat in clinical trials for potentially four additional indications.

**Leadership Team:** Our team consists of over 14 experts with deep knowledge in drug research, clinical & product development, commercialization, licensing, financing & mergers and acquisitions. We have 5 Ph.D.'s, 7 MDs & 2 of our Scientific Advisory Board members with experience at Merck, Anthos Therapeutics, Cirus Therapeutics, 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 period until undergoing a TAVR or SAVR artificial valve replacement surgery. 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 a TAVR or SAVR replacement heart valve surgery currently have severe complications such as excessive bleeding, heart failure, stroke or death.

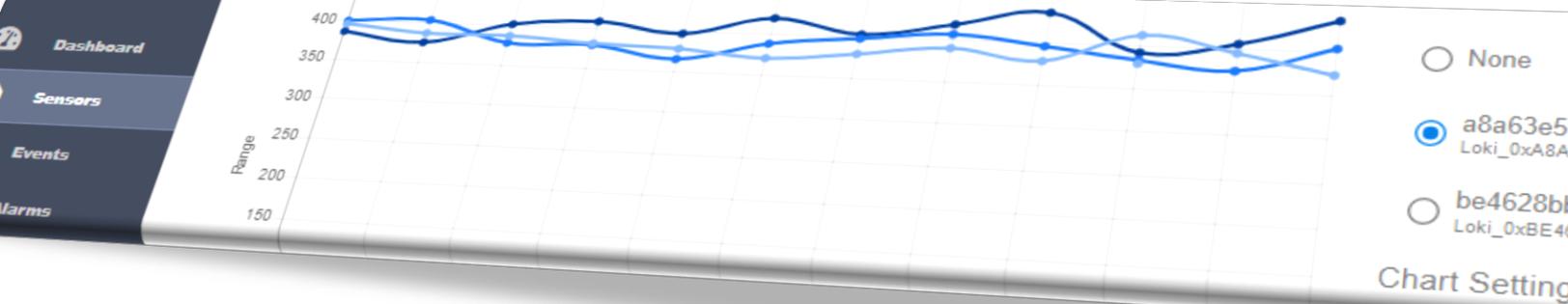
**Solution:** Ataciguat is a once-a-day, oral drug which can be taken by patients to decrease the progression of AVS. The drug either prevents the need for a patient to have a TAVR or SAVR, decreases the time to TAVR or SAVR or decreases the number of TAVRs and SAVRs a patient has to undergo in their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

**Technology and Clinical Trials:** Our lead candidate, ataciguat, originally evolved from a program at the French pharmaceutical company, Sanofi. It was subsequently licensed by Mayo Clinic and shown to selectively activate the oxidized form of soluble Guanylate Cyclase in diseased tissue. From the combined clinical studies conducted by Sanofi and Mayo, ataciguat has an over 1,000 patient safety database. Moreover, it has been shown in a Phase IIb clinical trial to significantly reduce the progression of calcium deposition in a patient's aortic valve by 70%. Following successful Type C & Type B meetings with FDA, RSF Bio will move ataciguat into a Phase III clinical trial. We are currently applying to the European Medicine Agency.

**Market and Competition:** There is currently no medical treatment for AVS. There are over 5 million patients with this disease in the United States plus 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 the US alone in the first full year of commercial sales of ataciguat. 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 VIFOR for up to \$2.5B. RSF Bio 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](http://www.rsfbio.com)  
**Headquarters Office:**  
8632 Via Rancho Cielo  
Rancho Santa Fe, CA 92067  
**Industry:** Bio-Pharma  
**Indication:** Small Molecule  
Drug to decrease 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 \$2.9M**  
**Previous Funding:** \$2.1M  
**Use of Funds:** Manufacturing  
of Drug, Licensing, Pre-Phase  
III Clinical Costs



## SST Wireless

**Industrial IoT for Everyone**

www.sstwireless.com

### Funding:

Series A Preferred Round

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

\$ 300K available

### Revenue Forecast:

| 2022  | 2023  | 2024   | 2025   | 2026   |
|-------|-------|--------|--------|--------|
| \$3.3 | \$9.7 | \$19.9 | \$35.6 | \$56.2 |

### 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](mailto: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 3<sup>rd</sup> 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.

**Company Background:**

We have started our company in 2015 and developing innovative-patented technologies for Obstructive Sleep Apnea and snoring. We have already performed, successfully, a clinical trial for the PoC. The company is at the last stages of engineering the final product. The company is in the process of preparing for an IPO.

**Leadership Team:**

Haim Ramon - Chairman, ex Health Minister, Deputy Prime Minister, Israel  
 Avi Lior – CEO, Entrepreneur in medical field, 7 “Exits” in past 17 years.  
 Noam Hadas – CTO, 30 years’ experience in medical and sleep disorders  
 Lev Mikulitski – COO Business, 15 years’ experience  
 Rakefet Shohat – Project Manager, 17 years’ experience  
 Yafit Stark – Chairwoman SAB, 30 years’ experience, VP Head of Global Clinical Development at TEVA Pharmaceuticals Ltd.

**Products/Services:**

We have developed an innovative, patented technology for the treatment of moderate to severe Obstructive Sleep Apnea (OSA) especially for those patients (~50%) who DO NOT tolerate the CPAP.

**Technologies/Special Know-How:**

Our product, Therapnea™ is a stent, which is introduced into the upper airway, to stop apnea and snoring. The stent is inserted into the upper airway ONLY after the patient is asleep and apnea events have started. Our patented technology overcomes the GAG reflex. Our product is a therapeutic device, but at the same time it is a diagnostic device as it collects information during the night (apnea, snoring, oxygen saturation, heart beep and more) and sends it in the morning to patient’s MD and to us, building huge data to enable future research on sleep. Our technology is protected by patent, which is already granted in the USA, Russia, Israel, China, Hong-Kong, Australia and South Africa and is expected to be granted soon in Europe and India.

**Market:**

A study from 2016 concluded that there are more than 936M people world- wide suffering from OSA. However, ONLY ~20% of them are diagnosed, of which ~45% are moderate to severe = ~84M patients. The estimation is that about 40M are using CPAP, meaning that our immediate available market is ~44M patients. We trust we shall reach ~3-4% of them within five years.

**Distribution Channels:**

We shall use DIRECT marketing to the most important sleep specialists in the major countries i.e. USA, Germany, France, Italy, UK, China and Japan, while sales will be done mainly B2C.

**Competition:**

As we are directing our Marketing and Sales in the first years mainly to the market of those patients who do not tolerate the CPAP, there is NO direct competition, as those patients have NO solution today. However, currently there are five main manufacturers of CPAP and its derivatives such as BPAP and APAP, which account for around 80% of the sleep apnea device global market. These manufacturers are ResMed (~21%), Apex (~18%), Respironics (Philips) (~15%), F&P (Fisher & Paykel) (~13%) and Taijin Pharma (~12%). The rest of the market is divided among many smaller players.

**Financial Projections (Expectation):**

|                             | 2023      | 2024      | 2025     | 2026     | 2027      |
|-----------------------------|-----------|-----------|----------|----------|-----------|
| Revenue                     | 0         | \$3M      | \$48M    | \$230M   | \$650M    |
| EBIT (dollars in thousands) | (\$1,800) | (\$3,200) | \$14,000 | \$93,000 | \$250,000 |

**Company Name:**  
Therapnea Labs

**Contact:** Avi Lior

**Address:**  
Therapnea Labs Ltd  
7-9 Swallow St. London W1B4DE  
United Kingdom

10/55 Lachish St.  
3825146 Hadera, Israel

**Phone:** +972-54-4580272  
**Email:** AviLior1@gmail.com  
**Website:** Therapnea.net

**Number of Employees:** 5

**Leadership Team:**  
 Haim Ramon - Chairman,  
 Avi Lior – CEO  
 Noam Hadas – CTO  
 Lev Mikulitski – COO Business  
 Rakefet Shohat – Project Manager  
 Yafit Stark – Chairwoman SAB

**Capital:**  
 Capital Raised to-date: \$2.7 M  
 Pre-IPO round: \$3M  
 IPO (expected) \$15M

# 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](http://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](mailto:amillineshulmanrogers.com).

# PARTNERS



## **NEMPHOS BRAUE**

Proven experts with a dedication to their clients and the law, Nemphos Braue attorneys offer big firm experience, with boutique, personalized service. They focus on being strategic business partners to their clients.

From venture capital and private equity, to protecting intellectual property and mergers and acquisitions, Nemphos Braue is a different kind of law firm, supporting entrepreneurs, emerging and mature companies.



## **BILL HUBER, OF COUNSEL, NEMPHOS BRAUE**

Bill Huber has spent more than 20 years as an attorney, specializing in complex transactions, investment capital and financing arrangements, mergers and acquisitions and other corporate law matters. He previously served as in-house counsel for a large multinational cannabis organization, addressing corporate formation and product development, and developing deep subject matter expertise not only within the cannabis industry, but also in manufacturing, supply-chain management and regulatory compliance. Bill also spent 15 years in the healthcare space, serving as in-house counsel for numerous healthcare companies and has hands-on entrepreneurial experience to support other startups.



## **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.



## **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.

# PARTNERS



## **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.



## **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.



## **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-graduatework at The Johns Hopkins University.



## **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

# PARTNERS



## **ESTHER LEE, PRESIDENT & CEO REFRACTION**

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



## **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.



ROBERT H. SMITH  
SCHOOL OF BUSINESS

DINGMAN CENTER  
for ENTREPRENEURSHIP

## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND**

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



## **HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP**

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

# PARTNERS

KEIRETSU



## 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.



## 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

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.

# PARTNERS



## **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.



## **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.

# PARTNERS



## **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 05 26 22

### SPEAKERS

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

### PRESENTERS

| First Name  | Last Name | Title              | Company  |
|-------------|-----------|--------------------|--|
| Gary        | Portney   | CEO                | <b>Adtoniq</b>   |
| Troy        | Helming   | Founder & CEO      | <b>EarthGrid PBC</b>                                     |
| Flora       | Nicholas  | CEO                | <b>All Sober</b>   |
| Rob         | Schumann  | CEO                | <b>Blue Vigil LLC</b>                                    |
| Sam         | Madani    | Co-Founder & CEO   | <b>BOMANI Cold Buzz Alcohol-Infused Cold Brew Coffee</b> |
| Bob         | Kramich   | Founder            | <b>Beasy</b>   |
| David       | Oarr      | President          | <b>Cytimmune</b>   |
| Mike        | Moore     | CEO                | <b>MedWatch Technologies, Inc.</b>                       |
| Randy       | Berholtz  | CEO                | <b>Rancho Santa Fe Bio, Inc.</b>                         |
| Katie       | Cleasby   | CEO and Co-Founder | <b>Recspert</b>  |
| Christopher | Chong     | President and CEO  | <b>SST Wireless</b>                                      |
| Avi         | Lior      | CEO                | <b>Therapnea Labs Ltd.</b>                               |

### ATTENDEES

| First Name | Last Name | Title                          | Company                     |
|------------|-----------|--------------------------------|-----------------------------|
| Daria      | Abbaei    | Director of Investor Relations | Naples Technology Ventures  |
| Afshan     | Abbasi    | Digital Marketing Analyst      | IndustryGeniuses            |
| Cedric     | Abou      | Electrical Eng                 | Private                     |
| Tarek      | Abousalem | Managing Director              | ElementOne Digital          |
| Omrei      | Abumadi   |                                | V Booking                   |
| Kanav      | Aggarwal  | General Manager                | Belmond Inc                 |
| Ana        | Aguilar   | Investor                       | AC Ventures                 |
| Nelson T.  | Ajulo     | CEO & Founder                  | Zarttech                    |
| Phil       | Akins     | CEO                            |                             |
| CJ         | Albano    | Insurance Agent                | New York Life               |
| WD         | Allen     | Adjunct Professor              | University of Missouri      |
| Gabriel    | Amaro     | Financial Advisor              | SLD Solutions               |
| Marioso    | Anderson  | Founding Director              | Landersonic                 |
| Bill       | Anderson  | President                      | Generations Advisors        |
| Michael    | Anderson  | Principal                      | Wheelhouse 360              |
| Paul       | Armijo    | CTO                            | Avalanche Technology        |
| Gunjan     | Arora     | Research Scientist             | Yale                        |
| Solomon    | Asad      | Venture Fellow / Investor      | TEDCO                       |
| Gabriel    | Attallah  | Owner                          | Attallah on LinkedIn        |
| Derek      | Auito     | Partner                        | Dentons US LLP              |
| Catherine  | Avon      | President                      | Stratford Consultants       |
| Bill       | Bader     | Member                         | Robin Hood Ventures         |
| Kyle       | Badgley   | investor                       | perfect balance investments |
| Kyle       | Badgley   | Investor                       | Perfect Balance Investment  |
| Rick       | Bain      | Principal                      | ReCreation                  |
| Bert       | Baker     |                                |                             |
| Rebekah    | Bakker    | Business Development Partner   | DISHER                      |
| Julian     | Banister  | Chief of Business Development  | AK Aveksha                  |
| Jim        | Bark      | Director                       | Kyssmet                     |
| Tom        | Bascom    | Director                       | Addressable Corporation     |
| Todd       | Batchelor | Partner                        | Cherry Bekaert LLP          |
| Fernando   | Batista   | COO                            | InvestUSC                   |

|               |              |   |   |
|---------------|--------------|---|---|
| Jay           | Beam         | Managing Director                               | Adasel Global Partners LLC                  |
| Tash          | Benjamin     | VP, Business Development                        | TKing Enterprises                           |
| Chris         | Bennett      | Founder / Attorney                              | T-I-L(R) Technology-Innovation-Law          |
| Beth          | Berman       | Certified EOS Implementer                       | Complications                               |
| Ifran         | Bhaidani     | Managing Director                               | I & I Assets LLC                            |
| Lauren        | Bigelow      | CEO   | GCN   |
| Mahender      | Bisht        | Product   | Proton                                      |
| Jon           | Blackie      | Owner   | Montrose Point                              |
| Nikki         | Blacksmith   | Co-Founder & Co-CEO                             | Blackhawke Behavior Science                 |
| Randy         | Blake        | Principal                                       | Duncaster Investments                       |
| Hepsie        | Bohman       | Agent   | New York Life                               |
| Jill          | Bondurant    | Director of Marketing & Communications          | Nemphos Braue LLC                           |
| Larry         | Boodin       | Agent   | New York Life                               |
| Louis         | Bosse        | Advisor   | New York Life                               |
| Kyle          | Brant        | Sr. Sales Executive                             | NextGen Healthcare                          |
| Michael       | Bresler      | Global Head                                     | The Agora                                   |
| Doug          | Brown        | Principal                                       | DAB Holdings LLC                            |
| Dwika         | Budhyantara  | Investment Department Advisor                   | Indonesia Carbon Trade Association IDCTA    |
| Gvantsa       | Bukuri       | Executive Assistant                             | Metacoms                                    |
| Peter         | C            | DIR   | AGI   |
| Jose          | Cabal        | Senior Investments VP                           | Teka Capital PE                             |
| Christian     | Camarce      | Partner (Intellectual Property Law)             | Sterne, Kessler, Goldstein & Fox PLLC       |
| Anthony       | Cammarata    | CEO   | Startupcannon                               |
| Kaitlin       | Capobianco   | Senior Manager                                  | Halcyon                                     |
| David         | Carberry     | Founder   | Needworking                                 |
| Joe           | Carlin       | Principal                                       | Joirre Capital                              |
| Jay           | Carlisle     | Director & Senior Consultant                    | Fiserv                                      |
| Sue           | Carr         | President                                       | CarrTech Corp                               |
| Chuck         | Carter       | President, Philadelphia & Pittsburgh Chapters   | Keiretsu Forum                              |
| Nick          | Castrioty    | CEO   | AmigoGo                                     |
| Joseph        | Chan         | Investor  |   |
| Dheeraj       | Chanda       | SMD   | WFG   |
| Antony        | Chang        | CEO   | Metacoms.io                                 |
| Anthony       | Chapkey      | Project Manager                                 | DotGov Solutions LLC                        |
| Harpreet      | Chawla       | Director  | Mktg360                                     |
| George        | Chen         | Principal                                       | Nautilus Venture Partners                   |
| Pierre-Jean   | Cherret      | VP  | items international                         |
| Quinton       | Chew         | CEO   | QESNA                                       |
| Nelson        | Chick        | CAO   | Foil Flyer                                  |
| Eason         | Chong        | Director  | Octopus Technology                          |
| Lauren        | Chung        | CEO   | MINLEIGH LLC                                |
| Will          | Classen      | AVP   | Colliers International                      |
| Joseph        | Clayborne II | Entrepreneur                                    |   |
| Betsy O'Neill | Collie       | Executive Director                              | Maryland Business Innovation Association    |
| Colleen       | Collins      | Venue Coordinator                               | Twin Oaks Guest Ranch                       |
| Bill          | Collins      | CEO   | The Collins Companies                       |
| Brian         | Colsell      | CEO   | Cheqbook                                    |
| Craig         | Conlee       | Mentor  | Braid Theory                                |
| Dan           | Conley       | Active Angel                                    | Angels + Life.Sci Investors by NJAngels.net |
| Jim           | Cook         | GM  | CM&S  |
| John          | Costello     | CEO   | JCH   |
| M             | D            |   | Wpp   |
| Bo            | Dalvi        | Executive                                       |   |
| Blanca        | De La Rosa   | Sole Proprietor                                 | Delarosa Consulting Services                |
| Pedro         | De Leon      | Entrepreneur                                    | Amiggos                                     |
| Hank          | Dearden      | Principal                                       | Group 3D                                    |
| John          | DeGross      | Senior Sales Advisor                            | Fiserv                                      |
| Eithiriel     | DeMeré       | B2B SaaS Consultant, Go-to-Market Product Marke | Eithiriel                                   |
| Brian         | DeMuth       | Partner / Investor                              | Riphean Investments                         |
| Shahbaz       | Dhillon      | Business Development Manager                    | FrontFundr                                  |
| Cosmo         | Di Tucci     | CEO   | AbleOne                                     |
| Talabiou      | Diallo       | Tech Consultant                                 | EY  |
| Bob           | Dinkel       | Director / Angel Investor                       | Pierce Capital Partners                     |
| Kateryna      | Domchenko    | COO   | Horos.ai                                    |
| Michael       | Doyle        | Managing Director                               | Goldin Ventures                             |
| Steven        | Eddy         | CPA   | RESOURCEFUL BUSINESS ADVISORS LLC           |
| Growson       | Edwards      | President                                       | CIPIO.ai                                    |
| John          | Egan         | Founder   | Socraticx                                   |
| Rhodia        | Eid          |   | Georgetown University                       |
| Medhat        | Elmasry      | CEO   | Medhouse Healthcare                         |
| Gideon        | Els          | Director of Business Development                | CLOUDESTER                                  |
| Doug          | Elsner       | Analyst   | Wheelhouse 360                              |

|              |                    |   |                                       |
|--------------|--------------------|---|---------------------------------------|
| Christopher  | Endswell           | Founder   | Creative Abroad                       |
| Chris        | Ensley             | Managing Director                                 | Noble Capital Markets                 |
| Martin       | Erim               | CEO   | CrownStar Bio Corp                    |
| Chris        | Esposito           | Vice President Sales and Marketing                | StudioLabs                            |
| Idong        | Essiet-Gibson      | Principal   | The Idyeas Group LLC                  |
| Matt         | Evans              | Mentor  | SCORE                                 |
| Herb         | Ezrin              | CEO & President                                   | Potomac Business Group                |
| Satyen       | Fakey              | Founder   | Crafti Tech LTD                       |
| Lili         | Farhandi           | CEO & Co-Founder                                  | Razi Exchange                         |
| Yasin        | Fatullayev         | CEO   | Tetabay                               |
| Emily        | Fenush             | Social Media Intern                               | CONNECTpreneur                        |
| Nick         | Filipoff           | Partner   | Profit and Purpose                    |
| Ted          | Finn               | CEO   | Uplift                                |
| Hailey       | Foreman            | Senior Associate                                  | Wheelhouse 360                        |
| John         | Francis            | CEO   | ZtartUp.com                           |
| Kandra       | Frane              | Account Executive                                 | Xceptional                            |
| Lara         | Fritts             | EVP   | Community                             |
| Jeremy       | Fritzhand          | Startup Catalyst                                  | Alloy Growth Lab                      |
| Nathan       | Fu                 | Engineer  | The Human Diagnosis Project           |
| Robert       | Gahagan            | Chief Success Officer & Founder                   | Corporate Consulting Service, Inc.    |
| Sebaatian    | Galindo            | CEO   | Jungle                                |
| Paul         | Gayter             | Chief Visionary Officer                           | All Sober                             |
| Adam         | Genest             | Founder   | PickYourMover                         |
| Charles      | Gerber             | President   | Triumph Worldwide Companies, Ltd.     |
| Victoria     | Germanova          | CEO & Founder                                     | Callity                               |
| Rebecca      | Gernon             | Founder   | Serendipity by Design                 |
| Ben          | Gharbia            | Architect   | NNCo                                  |
| Gregory      | Giammittorio       | Partner / Investor                                | Potomac Law Group PLLC                |
| Jon          | Gifford            | President   | InLine                                |
| Rick         | Gilchrist          | CEO   | WeGro Data Inc.                       |
| Candace      | Gill               | Director of Business Development & Client Service | Nemphos Braue LLC                     |
| Kirk         | Gimenez            | CEO, Founder, Host                                | KG Productions - Zizzle TV            |
| Simon        | Godwin             | Partner   | Transfirm, LLC                        |
| Daniel       | Gold               | Managing Partner                                  | Beacon Healthcare                     |
| Claudia      | Gonzalez           | Business Development Manager                      | Renaissance Power and Gas             |
| William      | Gonzalez           | Founder   | CS                                    |
| Claudia      | Gonzalez Tornquist | BD Manager  | Renaissance Power and Gas             |
| Sol          | Gonzalvo           | President/CEO                                     | ePMeds, Inc.                          |
| LaKia        | Gooch              | Chief of Values                                   | AK Aveksha                            |
| Jeff         | Graber             | Research  | Mitre                                 |
| John         | Graham             | Co-Managing Director                              | Sullivan Cove Consultants, LLC        |
| James        | Gray               | COO   | Quadrobot                             |
| Donald       | Gray, Jr.          | Co-Founder, CEO                                   | African Grain Company                 |
| Richard      | Greene             | CEO   | RGA Israel/U.S. Venture Funding       |
| Theodore     | Gresser            | Venture Fellow / Investor                         | TEDCO                                 |
| Gage         | Griffing           | CRO   | Localvore, Inc.                       |
| Hillel       | Gross              | CEO   | HI-GROSS                              |
| Tavishi      | Gupta              | Founder   | Tern                                  |
| Rob          | Guzman             |   |                                       |
| Jeffrey      | Guzy               | CEO   | CoJax Oil                             |
| Mark         | Haas               | CEO   | AEG                                   |
| Dennis       | Hahm               | Director of Business Development                  | TerImmune                             |
| Fizie        | Haleem             | Business Solutions Manager                        | Montgomery College WDCE               |
| Bee          | Hall               | President   | City University Los Angeles           |
| Haroon       | Hameed             | CEO   | Duality                               |
| Ahmad        | Hamwi              | CEO   | Ignitos Space                         |
| Brian        | Han                | CSO   | X-System                              |
| Malcolm John | Handelsman         | Executive Director                                | Do It Right LLC/Active Angels Network |
| Amber        | Handy              | Spiritual Advisor                                 | TPM Collective Community              |
| Todd         | Haness             | Partner   | CTH Investments                       |
| Eric         | Hanson             | Recruiter   | Pax Momentum                          |
| Michael      | Hanson             | Consultant  | Optimum Dynamics LLC                  |
| Gunner       | Hardy              | Analyst   | LVF                                   |
| Gunner       | Hardy              | Analyst   | LVF                                   |
| Edgar        | Harrell            | President / Private Investor                      | Edgar C Harrell Associates            |
| Matthew      | Haskin             | Attorney/Consultant                               | The Business and Legal Advisors, LLC  |
| Qaizar       | Hassonjee          | President   | Angel Star Ventures                   |
| Claude       | Hayn               | CEO   | Adjumps                               |
| Ralph        | Heacock            | CEO   | DeepTerrain, Inc.                     |
| WM           | Heflin             | MD  | KV                                    |
| Kimberley    | Henley             | Business Development Officer                      | Cyimmune                              |
| Joshua       | Hensley            | Bus Dev   | All Sober                             |

|             |                   |                                 |  |
|-------------|-------------------|---------------------------------|--|
| Browning    | Herbert           | Managing Director               | Ringbolt Capital                               |
| Lawrence    | Herbolsheimer     | CEO                             | Comway Capital of Shanghai                     |
| Geelyn      | Herrero           | Investor                        | Angel to Exit                                  |
| Stephanie   | Hessler           | Principal                       | Stephanie Hessler Coaching                     |
| Steve       | Hiegel            | President                       | JustCollegeFootball                            |
| Alyssa      | Hill              | Addiction& recovery coordinator | all sober                                      |
| Robert      | Hinaman           | Managing Principal              | Pepper Run Capital                             |
| Joe         | Hipple            | CEO                             | F.E.A.   Strategies Group                      |
| Joy         | Hoffman           | Project Manager                 | Maryland Tech Council                          |
| Douglas     | Holly             | Principal                       | Eagle Management Group                         |
| Roslyn      | Houston           | Co-Founder & CEO                | ULO Enterprises LLC                            |
| Darnley     | Howard            | President                       | Advansa International                          |
| April       | Huang             | Founder                         | Martecana, LLC                                 |
| Bill        | Huber             | Of Counsel                      | Nemphos Braue LLC                              |
| Mollie      | Hughes            | CEO                             | Softly   |
| Mohamed     | Hussein           | CEO                             | PGLS   |
| Jane        | Huynh             | Investment Associate            | Earth VC                                       |
| Paul        | Iacovacci         | CEO                             | Enascor Capital                                |
| Linda       | In                | Founder/Director                | HeadStrong Branding                            |
| Mehran      | Irdmousa          | CEO and President               | MZI Aviation                                   |
| Dave        | Izuka             | Consultant                      | Venture Acceleration Services                  |
| Riya        | J                 | IT Consultant                   | Hidden Brains Infotech                         |
| Michael     | Jacknis           | Engineer                        |  |
| Ariel       | Jaluf             | Entrepreneur                    | Argent   |
| Smriti      | Jayaraman         | Founder and Managing Partner    | Zila Ventures                                  |
| Kenneth     | Jayne             | CEO                             | United Heart Monitoring Inc.                   |
| Malcolm     | John              | Executive Director / Investor   | Do It Right LLC/Active Angels Network          |
| Gregory     | Johnson           | Founder                         | TECBOMO LLC                                    |
| Scott       | Johnson           | CEO & Managing Partner          | Wheelhouse Ventures                            |
| Adam        | Jones             | CEO                             | Zeer   |
| Avinash     | Kant              | Partner                         | Phoenix Venture Partners                       |
| Aileen      | Kantor            | VP                              | Health Literacy Innovations                    |
| Alexandra   | Kapelos-Peters    | Founder                         | Cansulta                                       |
| Evren       | Kaplan            | Director of Operations          | Booth-O-Rama                                   |
| Michael     | Karlin            | Co-CEO                          | Ibex Biosciences                               |
| Nathan      | Katz              | CEO                             | Jointechlabs                                   |
| Arshdeep    | Kaur              |                                 |  |
| Himanshu    | Kaushik           | Associate Director              | KiwiTech                                       |
| John        | Kealey            | Private Investor                |  |
| Amanda      | Keeton            | Community Manager               | Refraction                                     |
| Justin      | Keir              | CEO                             | Vidultra                                       |
| Michelino   | Kekumba           | Chairman and CEO                | WDCOM   Wireless Data Communication & Networks |
| Alan        | Kelly             | Non-Exec Chairman               | All Sober                                      |
| Christine   | Kennefick         | Founder and CEO                 | Latticet                                       |
| Alvin       | Kersting          | Partner                         | Listing Partners                               |
| Joe         | Kessler           | Managing Partner                | Next-Stage Development Group                   |
| Jeff        | Klagholz          | Account Executive               | a2c IT Consulting                              |
| Eliav       | Kling             | CEO                             | Blue Waves Equity                              |
| Vince       | Kohli             | Global Impact Capitalist        | Design Innovation, Stanford                    |
| Matthew     | Koll              | Director                        | ForFact  |
| Nelly       | Kolodny           | Founder/CEO                     | Mozzie Armor LLC                               |
| Tom         | Komuro            | Angel                           | SVInnovations                                  |
| Carlos      | Kondratowicz      | Business Developer              | InduSoftware                                   |
| Nicholas    | Koroly            | VC                              | BTVC   |
| Dominika    | Kowalska Bernhart | Co-founder                      | Recspert                                       |
| David       | Kratochvil        | Managing Partner                | Vista Capital Advisors, LLC                    |
| Adhithyan   | Krishnan          | Founder                         | AK Aveksha                                     |
| Max         | Kryzhanovskiy     | President and CEO               | MOS Creative                                   |
| Sathish     | Kumar             | Partner                         | SBSS & Associates, Chartered Accountants       |
| Neeraj      | Kumar             |                                 | Babson College                                 |
| Sudheendra  | Kumar             | Sales Head                      | Hidden Brains Infotech                         |
| Henry       | Lam               | ADHD Coach                      | Henry Lam Coaching                             |
| Scott       | Lane              | COO                             | EarthGrid PBC                                  |
| John        | Lang              | Owner                           | Baesely  |
| Ros Darniel | Lantin            |                                 |  |
| Tony        | Lau               | Managing Director / Investor    | Detente Group                                  |
| Martin      | Laur              | Compliance Manager              | Metacoms                                       |
| Peter       | Le                | Foreign Counsel                 | TIL LLC  |
| Bob         | Leach             | Business Advisor                | Braintree Business Development Center          |
| Paul        | Leake             | Paul.Leake@vertecore.com        | VerteCore Technologies                         |
| Yeeli       | Lee               | Co Founder                      | FA8 & Company LLC                              |
| Bongmin     | Lee               | Technical Manager               | Kyocera  |

|           |                   |                            |  |
|-----------|-------------------|----------------------------|--|
| Jack      | Lee               | Managing Director          | Marketing Integration                              |
| Aquila    | Lee               | Senior Associate           | Chenel Capital                                     |
| Esther    | Lee               | CEO                        | Refraction   |
| Shannon   | Lee               | Founder                    | SZCarewei Pro                                      |
| Vanessa   | Lee-Ah mat        | CEO                        | Black Lorikeet                                     |
| Thato     | Lefafa            | Director                   | Constitutional Ubuntu                              |
| Steven    | Lehat             | Principal                  | Regulatory World                                   |
| Raea Jean | Leinster          | Chief Yuck Officer         | Yuck Old Paint                                     |
| Kristie   | Lemauga           | Project Manager            | Kristie Lemauga                                    |
| Dustin    | Lester            | VP Finance & Operations    | BOMANI Cold Buzz                                   |
| Paul      | Levine            | CEO                        | Play Science                                       |
| Catherine | Li                | Manager                    | Great Texas Fund                                   |
| Charles   | Li                | Founder                    | Life First Labs                                    |
| Antonino  | Li Brizzi         | Managing Director          | librizzi llc                                       |
| Reneika   | Lighthourne       | Business Development       | Advanta IRA  |
| Henry     | Lim               | Director                   | Sijori Group                                       |
| Michal    | Lior              | Assistant                  | Therapnea Labs                                     |
| Angel     | Liu               | CFO                        | Investment   |
| Cody      | Locke             | Chief Innovation Officer   | Center for Advancing Innovation                    |
| Maxwell   | Lopez             | Entrepreneur               | Amiggos  |
| Dennis    | Lucey             | Vice President             | Akima  |
| Jackie    | Luo               | Partner                    | TCV Growth Partners                                |
| Leo       | Luo               | CEO                        | Angine Biotech                                     |
| Zhongwen  | Luo               | Venture Analyst            | Cav Angel  |
| Soujanya  | M                 | Founder                    | MyB2BNetwork                                       |
| Tianlin   | Ma                | Founder                    | Biopegasus   |
| Jason     | Ma                | CEO                        | ThreeEQ  |
| Marlon    | Majette Jr        | Owner                      | Marlon's Sports Arena                              |
| Jess      | Majno             | CEO & Founder              | Idyllo   |
| Ali       | Malihi            | President                  | Back Bay Group                                     |
| Mike      | Malloy            | Vice President             | Malloy Industries                                  |
| Patrick   | Manning           | CEO                        | Diagnostox   |
| Jose Luis | Martinez-Esparzam | Principal                  | Eaton Square                                       |
| TJ        | Master            | Technology Mentor          | VA Innovation Commercialization Assistance Program |
| Yash      | Matai             | Analyst                    | Good News Ventures                                 |
| Joe       | Mattiko           | President                  | Acumen CPG   |
| Aditya    | Maurya            | CEO                        | Zelox Entertainment                                |
| Shawn     | McGaff            | CMO                        | OblongPixel  |
| Raul      | Medrano           | Owner-Founder              | Cafe Medrano, LLC (Organic Coffee from Honduras)   |
| Aleksandr | Medvedev          |                            | Skolkovo Institute of Science and Technology       |
| Saman     | Mehryar           | CEO                        | ChatterFox   |
| Radhika   | Mehta             | Most Valued Intern         | AK Aveksha   |
| Semir     | Mela              |                            | Mighty Capital                                     |
| Robert    | Mendralla         | Private Investor           |  |
| Lev       | Mikulitski        | COO                        | Therapnea Labs                                     |
| Leonard   | Miller            | CSO                        | RSF Bio  |
| Jordan    | Miller            | SAB Chariman               | RSF Bio  |
| Loren     | Minkus            | Consultant / Investor      | Concept Equity Group                               |
| Richard   | Mittleman         | Business Development       | Canton Group                                       |
| Charles   | Mobbs             | Founder                    | Gilga-Med Inc.                                     |
| Judy      | Mod               | Founder + CEO              | Innovations Domain, LLC                            |
| Bill      | Moher             | CRO                        | DataTorch  |
| Kay       | Mok               | Managing Partner           | Gobi Partners                                      |
| Jonathan  | Moon              | Senior Director of Sales   | SMI  |
| Alicia    | Moran             | Manager                    | PGCEDC   |
| John      | Morgan            | Principal                  | Deloitte Consulting LLP                            |
| Danae     | Moya              | Co-Founder & COO           | DelphiStem   |
| Noel      | Moya              | Co-Founder & CEO           | DelphiStem   |
| Elias     | Mualin            | CEO                        | Brickell Capital Finance                           |
| Shin      | Mukai             | Co-Founder and CSO         | BeneRAS Pharma Inc.                                |
| Soujanya  | Mukka             | Founder                    | MyB2BNetwork                                       |
| Tamerat   | Mulugeta          | Investor                   | Wheelhouse   |
| Ellen     | Mundell           | VP of Business Development | CohnReznick & VentureCount                         |
| Merrick   | Murdock           | Director of Addiction      | All Sober  |
| David     | Myers             | CEO                        | Data Licensing Alliance, Inc.                      |
| Charles   | Nahabedian        | CEO                        | VK Digital Health                                  |
| Daniel    | Neal              | Chairman, CEO & Founder    | Kajeet   |
| Awut      | Ni Mhurchu        | Manager                    | HR Services LTD                                    |
| Judi      | Nnoka             | Partner                    | The Retreat at Sandgates                           |
| Paul      | Nolde             | Managing Director          | Lighthouse Labs                                    |
| Gulia     | Nurmambetova      |                            |  |
| Michael   | O'Grady           | CEO                        | StellaPop  |

|            |                 |  |                                      |
|------------|-----------------|--|--------------------------------------|
| Kevin      | O'Neil          | CEO  | CYVA Resesrch                        |
| Steve      | Obenski         | Principal                                  | OSC                                  |
| Keith      | ODonnell        | CEO  | The Clover Group                     |
| Baba       | Olaogun         | Founder                                    | FreeGas.com                          |
| Favour     | Onabanjo        | Director                                   | Talentsbrand Ltd                     |
| Bob        | Oros            | President                                  | Business Development Resources, Inc. |
| Michele    | Oshman          | Vice President, External Affairs           | BIO                                  |
| Guc        | Ozenci          | Managing Director   Investor   Mentor      | Founder Institute                    |
| Kartheek   | P               | CTO  | MyB2BNetwork                         |
| Maya       | Pachter Tal     | Marketing Manager                          | Therapnea                            |
| Guilio     | Paciotti        | CSO  | Cytimmune                            |
| John       | Pagli           | Chief Executive Officer                    | Invictus Advisors LLC                |
| Varun      | Pande           | CTO  | ILM                                  |
| Jean-Luc   | Park            | Senior Director                            | TEDCO (MD.Technology Dev. Corp.)     |
| Bryan      | Parker          | Chairman                                   | International Healthcare             |
| Magnolia   | Parrish         |  |                                      |
| Jennifer   | Passanante      | Business Development Direcgtor             | All Sober                            |
| Charles    | Pelletier-Gagné | Senior Venture Scout                       | Funden                               |
| Steve      | Pennington      | VP, Technology & Innovation                | Maryland Tech Council                |
| Valerie    | Perlowitz       | Founding Partner/CEO                       | IHC                                  |
| Michael    | Petit           | CEO  | V-Glass, Inc.                        |
| Joel       | Pevey           | Entrepreneur                               | In Dev                               |
| Kaylee     | Philbrick       | CEO/Founder                                | Exceptional Startups                 |
| Matthew    | Philistine      | Business Mentor and Event Campaign Manager | Northeastern Pennsylvania Score      |
| Michael    | Phillips        | EVP Sales                                  | The Metiss Group                     |
| Dr. Ulwyn  | Pierre          | Founder and CEO                            | Embracing Freedom Global             |
| Brian      | Pierson         | CEO  | Integrated Wealth Platform           |
| Liam       | Pisano          | Managing Partner                           | EduLab Capital Partners              |
| Eric       | Polster         | Owner                                      | Gaia systems                         |
| Rama       | Prasad          | Founder CEO                                |                                      |
| Kevin      | Price           | Owner                                      |                                      |
| Rory       | Pullens         | Chief Education Officer                    | All Sober                            |
| David      | Radin           | CEO  | Confirmed                            |
| George     | Radmilovic      | CFO  | Zimmersive4u                         |
| John       | Rainey          | Director of Client Engagement              | Mindgrub Technologies                |
| Vikram     | Rajput          | CEO  | Subhag                               |
| Jeff       | Ravetz          | Principal                                  | Girona Ventures                      |
| Suzanne    | Reade           | President                                  | Chicago ArchAngels                   |
| Joe        | Reddix          | President and CEO                          | The Reddix Group, LLC                |
| Seper      | Rezai           | VP of Mortgage Lending                     | Guaranteed Rate                      |
| Catherine  | Rhee            | Partner                                    |                                      |
| Victor     | Rhoder          | VP of Channels and Strategic Partnerships  | AtWork Systems, Inc.                 |
| Angel      | Ribo            | CEO  | Divine Human Ventures LLC            |
| John       | Ricci           | Managing Director                          | US Angels                            |
| Alden      | Richards        | Lecturer                                   | Yale University                      |
| Chris      | Risey           | Vice President                             | Decatlon Capital Partners            |
| Michelle   | Robinson        | CEO  | Jewel Human Services                 |
| Dean       | Rodionoff       | General Manager                            | Artezio                              |
| Kay        | Rodriguez       | Founder & CEO                              | Urban Outdoors                       |
| Mary       | Rose            | Tech Transfer                              | George Washington University         |
| Robert     | Rosenberg       | President                                  | S M C                                |
| Larry      | Rosenfeld       | Investor                                   | McLean Partners                      |
| Thomas     | Ross            | Palm Beach Chapter                         | Keiretsu Forum                       |
| Mia        | Roussell        | President                                  | NPCPCD,Inc.                          |
| Aneetrai   | Rowland         | Founder                                    | Emergent Access Services LLC         |
| John       | Rubino          | COO, Founder and Co-Managing Partner       | JID Investments LLC                  |
| Don        | Rudolph         | Fixed Fee Fiduciary                        | Flat Fee CIO                         |
| Jaipradeep | S               | Tech Evangelist                            | Tringapps                            |
| Sagit      | Sade Attia      | Foudner                                    | FESBO                                |
| Nosheen    | Sadruddin       | COO  | ILM                                  |
| Michael    | Salerno         | Principal                                  | Wheelhouse 360                       |
| Art        | Salindong       | Founder and Managing Director              | Trabus Technologies                  |
| Richard    | Sarmiento       | Founder                                    | Rappa 2 LLC                          |
| Rosemarie  | Savino          | COO  | AEG                                  |
| Ryan       | Schauer         | Partner Success                            | Accelerance                          |
| Gerald     | Scheinman       | Agent / Angel Investor                     | New York Life                        |
| Alan       | Schlaifer       | Chairman                                   | Wharton DC Innovation Summit         |
| Thomas     | Scholl          | CEO / Private Investor                     | Shoalscrollschool&skull              |
| Raymond    | Sczudlo         | Principal                                  | Sczudlo Advisors LLC                 |
| André      | Servaes         | Analyst                                    | Graphene                             |
| Tim        | Sexton          | Founder                                    | VolumeUp Rentals                     |
| Mario      | Shaffer         | Principal                                  | H.I.G. Capital                       |

|              |                 |                                       |                                       |
|--------------|-----------------|---------------------------------------|---------------------------------------|
| Parmesh      | Shah            | VP Sales                              | HiddenBrains                          |
| Stephen      | Shapiro         | US Partner                            | eHealth Ventures                      |
| Ashish       | Sharma          | Analyst                               | Frontline Strategy                    |
| Brad         | Sharp           | CTO                                   | Claim Revolution, LLC                 |
| Michael      | Shipley         | Vice President                        | CBRE, Inc.                            |
| Scott        | Shore           | Managing Director                     | Grimley Capital                       |
| Evan         | Shubin          | President and Director of Investments | Candlelight Partners LLC              |
| Rebecca      | Shugar          | Business Banking Relationship Manager | M&T Bank                              |
| Michael      | Sid             | Co-Founder & Chief Strategy Officer   | Whip Media                            |
| Jason        | Simas           | Director of Business Development      | Zeva Aero                             |
| Dusan        | Simic           | CEO                                   | Zimmersive4u                          |
| Anjuli       | Singh           | Principal / Investor                  | Rezon8 Capital                        |
| Jay          | Singh           | President                             | TechGuroos                            |
| Sammy        | Singh           | Accounts                              | Konverge Austin Technology            |
| Sudhir       | Sinha           | Founder                               | Inovogen                              |
| Svetlana     | Sirotkina       | PA                                    | First Imagine! Ventures               |
| Karl         | Sjogren         | Author                                | Fairshare Model                       |
| Anna         | Skvortsova      | Partner                               | EY                                    |
| Mike         | Smith           | Strategic Partnerships                | Wolters Kluwer                        |
| Jared        | Smith           | Director                              | Stamp Events                          |
| Scott        | Smouse          | President                             | Enerconex Global, LLC                 |
| John         | Smyk            | Founder   Strategic Business Partner  | SMYK   Synergy Solutions              |
| Natalia      | Sogamoso        | Growth Strategist                     | Ontop                                 |
| Rahul        | Soni            | CEO                                   | Ekagya Exports Private Limited        |
| Milo         | Soriano         | Researcher                            | Jutland                               |
| Paul         | Sorkin          | President                             | Perfect Balance Investments           |
| Sam          | Stein           | Associate                             | Family Office                         |
| Michael      | Steiner         | Executive Director                    | BEST Robotics Inc                     |
| Ernest       | Stern           | Partner                               | Culhane Meadows PLLC                  |
| Gisele       | Stolz           | Director                              | George Mason University               |
| Robin        | Stonesifer      | CoS                                   | PeopleConnect                         |
| Mike         | Sulava          | Territoru Manager                     | Camber Road                           |
| Brett        | Sullivan        | Chief Operating Officer               | NuevoseINNOVATIONS                    |
| Eric         | Sullivan        | CEO                                   | Uneo                                  |
| Jorge        | Sung            | Product Manager                       | Noah Legacy LLC                       |
| Estrellx     | Supernova       | CEO                                   | The Universe of Rhizomatic Tenderness |
| Ramachandran | Suresh          | Director                              | Info Soft Systems, Inc                |
| Sean         | Sutherland      | Chief Marketing Officer               | Kapowza                               |
| Tom          | Swanson         | President                             | TJSwanson Co.                         |
| Aksaraphak   | T.              | Owner                                 |                                       |
| Venkat       | Tadakamalla     | President                             | ITSYS Inc                             |
| Bijan        | Tadayon         | CEO                                   | Z Advanced Computing, Inc. (ZAC)      |
| Peter        | Tahoe           | Director                              | Petertahoe.com                        |
| Mayur        | Tailor          | Founder                               | Divo Health                           |
| Nobu         | Takanuma        | Partner                               | Joyance Partners                      |
| Noreen       | Tama            | General Counsel                       | All Sober, Public Benefit Corporation |
| Kristin      | Thomas          | CEO                                   | Marble Collective                     |
| Brandon      | Thompson        | Account Manager                       | Zarttech                              |
| Denise       | Thomsen         | Teacher                               | Let's Learn English                   |
| Mika         | Tienhaara       | CEO                                   | ROCSOLE                               |
| Angela       | Tise            | Regional Director                     | CFO Leadership Council                |
| Denis        | Tomka           | Analyst                               | Bitwide                               |
| MJ           | Torres-Martin   | Director of BD and Marketing          | Norris McLaughlin                     |
| Thong        | Tran            | Project Developer                     | Sati                                  |
| Jim          | Treleaven       | CEO                                   | Via Strategy Group, LLC               |
| Natasha      | Triplett        | Recruiter                             | Us Census                             |
| Nicole       | Tripodi         | Principal                             | FEDinform, LLC                        |
| Wai          | Tsang           | Principal                             | I/E/I                                 |
| Kirsten      | Tucker          | CEO                                   | ItinAFairy LLC                        |
| Madhvi       | U               | Founder                               | Awarables                             |
| Superb       | Uniforms        | Founder                               | Esportpony                            |
| Campbell     | Ure             | Owner                                 | Cure Business Improvements Limited    |
| Joe          | Van Cleve       | VP                                    | Van Cleve & Associates, Inc.          |
| Henk         | Van Der Heijden | Shareholder and Advisor               | Metacoms.io                           |
| Karl         | Varner          | Managing Director                     | Varner Group                          |
| Fartash      | Vasefi          | CTO                                   | SafetySpect                           |
| Sergo        | Vashakmadze     | CEO                                   | Rainmaker Partners                    |
| Carlos       | Vassallo        | COO                                   | PlanetM                               |
| Roy          | Vella           | Managing Director                     | Vella Ventures                        |
| Corinne      | Villarrubia     | BPA                                   | Insperty                              |
| Clement      | Viry            | Business Developer                    | Estimeo                               |
| Jim          | Voeller         | Patent Attorney                       | Maier & Maier                         |

|            |           |  |   |
|------------|-----------|--|---|
| Tom        | Vogelsong | Director of Deal Flow                        | Kyto Technology and Life Science              |
| Mark       | Vreeke    | President                                    | Chemical Angel Network                        |
| Lucinda    | Wade      | Fellow                                       | EOP   |
| Rashmi     | Wagle     | CEO  | SDLTek  |
| Vin        | Wagle     | CTO  | SDLtek  |
| Dane       | Wagner    | Assessment R&D analyst and Head of UX Design | Blackhawke Behavior Science                   |
| James      | Wagoner   | CEO  | Joule Case                                    |
| Deborah    | Walliser  | CEO  | Got Produce                                   |
| Michael    | Walsh     | CEO  | GlobalCitizen.One                             |
| Kevin      | Walsh     | Principal                                    | Atrox Partners, PLLC                          |
| John       | Wasp      | Sustainability Leader                        | Heffron                                       |
| Michele    | Weatherly | Director                                     | Prince William Economic Development           |
| David      | Weaver    | Chief Investment Officer                     | Great Lakes Angels Fund and Birmingham Angels |
| Barry      | Weinbaum  | Financial Service Professional               | New York Life Insurance Company               |
| Dan        | White     | CEO  | Localvore                                     |
| Peter      | Wilensky  | Managing Partner                             | Beacon Healthcare                             |
| Wilbert    | Williams  | Management Consultant                        |   |
| Larry      | Wilner    | CEO  | The Strategies That Work                      |
| Rayne      | Woo       | Investor                                     | Find Safe Harbor                              |
| Amy        | Wood      | Program Manager                              | Pepperdine University                         |
| Carl       | Wooten    | CEO/Founder                                  | GivGo   |
| Paul Emiel | Wouters   | CEO & Founder                                | Bulerabica                                    |
| Vennard    | Wright    | President                                    | Wave Welcome                                  |
| Sydney     | Wuttunee  | CEO, founder                                 | SeekPeak                                      |
| Sam        | Wyman     | Managing Director                            | Bluepointe Consultants Group, LLC             |
| Emily      | Yancey    | BD Rep                                       | All Sober                                     |
| Yigang     | Yang      | Managing Partner                             | WaterStar Capital LLC                         |
| Gerda      | Yearwood  | Marketing                                    | All Sober                                     |
| MaBinti    | Yillah    | Founder                                      | Ziefah Health                                 |
| Christy    | Youk      | International Business Investment Manager    | Fairfax County Economic Development Authority |
| Jurgen     | Zach      | CEO  | Tusi LLC                                      |
| Jon        | Zaikowski | Assistant Director                           | New York Angels                               |
| Rick       | Zakharov  | CEO  | EZ Assets, Inc.                               |
| Joseph     | Zaloom    | President                                    | E3 Analytics Corp.                            |
| Conrad     | Zen       | CEO  | Conrad Zen                                    |
| Katrin     | Zharyna   | Business Development Manager                 | Piesoft                                       |
| Raymond    | Zoeller   | Advisor / Investor                           | Kyto Technology and Life Science Inc.         |

# THANK YOU TO OUR PREP TEAM



**MALI PHONPADITH**  
Founder & CEO  
SOAR Community  
Network



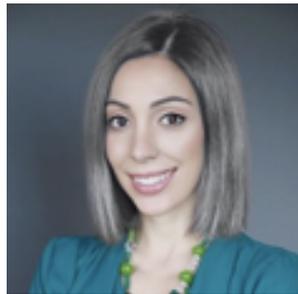
**INES LEBOW**  
CEO  
Enterprise  
Transformation Solutions



**JACKIE LUO**  
Principal  
BAM Advisory LLC



**EVAN SHUBIN**  
Pres. and Founder  
Results.now, Inc. and  
Candlelight Partners  
LLC



**LAURA HILL**  
General Partner  
Opus8 Pheonix  
Fund



**BOB LONDON**  
CEO, Founder & Chief  
Listener  
Chief Listening  
Officers



**MARISSA LEVIN**  
Founder & CEO  
Successful Culture  
International



**JET LU**  
Customer Solutions  
Amazon Web  
Services



**ESTEFANIA  
PALOMINO**  
CEO  
Aleph Leadership

# SPONSORS



Angels + Life.Sci Investors



U.S. INTERNATIONAL DEVELOPMENT CENTER



# Want to Present or Sponsor at our Virtual Events?

Email Skylar Rallison at  
[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2022 Calendar

|                 |                |                |
|-----------------|----------------|----------------|
| <b>June 30</b>  | <b>July 28</b> | <b>Aug. 26</b> |
| <b>Sept. 29</b> | <b>Oct. 27</b> | <b>Nov. 22</b> |
| <b>Dec. 21</b>  |                |                |

FLAVORS FOR THE REFINED PALATE

Chili Mango | Rosemary Lemon | Balsamic Raspberry | Chamoy Watermelon

# SOME LIKE IT HOT



## BUILD A BETTER BRAND

We mixed, molded and chilled from scratch - imagine what we could do with your brand.

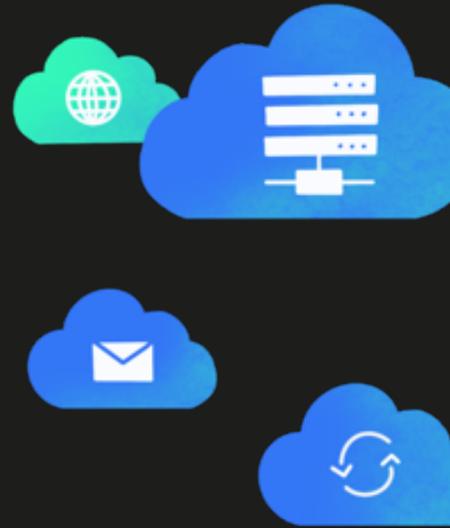
[www.stellapop.com/stellapops](http://www.stellapop.com/stellapops)

StellaPop

[stellapop.com](http://stellapop.com) | 703-956-3022

# SUCCEED IN THE DIGITAL WORLD

Put beautiful digital experiences in the hands of your customers and change the way your business works.



## DevOps & Security

- + Migration
- + DevOps
- + CI/CD
- + Risk assessment & remediation



## Customer experience

- + Voice of customer
- + User research
- + Usability testing
- + World-class experience design



## Atlassian

- + Licensing
- + Tool configuration
- + Migration
- + Training and support



## Product strategy

- + Technology maturity audit
- + Learn product validation
- + Post-launch growth
- + Opportunity space analysis



## Agile software delivery

- + Architecture
- + Project management
- + Design
- + Full stack engineering
- + Testing & automation