

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

August 31, 2023

[CONNECTpreneur.org](https://connectpreneur.org)



AGENDA

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

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

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

**11:15-12:00pm | ROCKET PITCH SESSION Companies will be
introduced by:**

**- SARA CLASPER, Associate Attorney, NEXT powered by
Shulman Rogers**

- MARK HAAS, CEO, AEG

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

August 31, 2023

CONNECTpreneur.org

SPEAKERS



TIEN WONG, CEO, OPUS8, INC. [etienwong](#)

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.

PRESENTING COMPANIES

247Solar - Bruce Anderson

Coagulation Sciences - Sheldon Goldstein

Healers Pet Care, Inc. - Terri Entler

Liquet Technologies - Justin Ross

Nuelehair LLC - Christine Martey-Ochola, Phd

Novel Microdevices, Inc. - Andrea Pais

PixelRain - Chris Durham

Salesium - H Gregory Gershman

ShopRaise - Shaun Kulesza

Soteria Battery - Brian Morin

The Forge Studios, LLC - Ron Newcomb

Transport Genie Ltd. - Joel Sotomayor

Wildcard - Dr. Carlton Reeves

CONTACT INFORMATION

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FINANCIAL INFORMATION (USD)

Company Stage – Series A2 preferred
 Previous Capital – USD 18.5MM
 Capital Seeking - USD 8MM
 Committed - USD 3.5MM

USE OF FUNDS

USD 3.5MM Customer installations
 USD 2.0MM Engineering
 USD 2.5MM 18-24 months Operations,
 Sales/Mktg

MANAGEMENT TEAM

Bruce N. Anderson - **CEO & Founder**: 40-year solar industry leader & innovator; founded over 7 companies; Made Earth Day an annual event; Co-inventor of 247Solar technology; MIT Master’s Thesis in Solar

Natalie M. Lorenz - **VP Operations and Board Director**: 30+ years in Business Ops & Market Growth; Former SVP Booz Allen Hamilton; Board director OPTT:NYSE and Embr Labs; BSEE MIT; MSEE JHU

Chanchal Kalra - **Senior Director of Bids and Contracts**: 13+ years in commercial project management; Background in MechEng; Previously at Toshiba

BOARD OF ADVISORS

- Jill Tietjen: Duke Energy, Mobil Oil, ABET Inc., Georgia Transmission, Merrick & Co.
- Dr. Robert Laughlin: Nobel Laureate in Physics; Stanford Faculty
- Dr. Robert Hemphill: AES Solar and AES Corp; former CEO & Executive VP
- Gary Rahl: Deloitte, Managing Director; Booz Allen, former Exec. VP
- David M. Walker: Bechtel Group, Former Senior VP

PITCH - 247Solar Inc., an MIT spinoff, sells unique solutions that use our proprietary breakthrough technologies to produce clean power and heat around the clock to utilities and industry to reduce both costs and carbon emissions.

PROBLEM/OPPORTUNITY - The global energy transition is accelerating. However, success requires both electricity and heat 24 hours a day, and conventional solar neither operates 24/7 nor produces both heat and power.

SOLUTION/PRODUCT – We use several proprietary breakthrough technologies to 1) Convert sunlight into 1000° C heat (instead of electricity); 2) Store heat for long periods of time; and 3) Convert the heat to electricity and heat 24/7 at industrial and utility scale without emissions. The results are scalable standardized, modular solutions, some of which can also deliver clean industrial grade heat up to 1000° C, with rapid cost reductions through mass production.

BUSINESS MODEL - 247Solar’s business model is “capital-lite” and produces out-sized EBITDAs. Our solutions use both proprietary and off-the-shelf equipment produced to our specs by third party suppliers. Projects provide recurring revenues from the sale of energy and from high-margin after-sales services, e.g., subscription-based remote operation & analytics, repairs, and spare parts. 247Solar adds a 10-15% management fee to the costs of projects, such as utility-scale power projects that cost USD 100s millions.

MARKET – The International Energy Agency forecasts 73GW (>USD 400 billion) of utility-scale clean electricity by 2030, in part to satisfy the growing Green Hydrogen and carbon-free utility-scale baseload power requirements across the globe. The largely ignored industrial decarbonization market represents 30% of global CO2 emissions. In addition, Green Desalination is expected to grow to USD 28 billion per year by 2030.

COMPETITORS - Neither wind nor PV operate 24/7 nor do they provide heat. Standard CSP (Concentrated Solar Power), which describes 247Solar’s solutions, is large-scale and expensive, and its heat is low-temperature and low-value. Startups Heliogen (HLGN), Vast Solar, and RayGen aspire to develop technology competitive with ours.

COMPETITIVE ADVANTAGE - 30+ broad patents thoroughly and completely cover our entire suite of technologies and solutions globally. As factory-made modular systems, our costs drop sharply with volume, making us increasingly competitive. There are few other clean solutions that deliver both electricity AND heat and that operate 24/7.

EXECUTION PLAN/GO-TO-MARKET STRATEGY – 247Solar is deploying its first three sales of USD 8 million to NTPC, India’s largest utility; an off-grid mine in southern Africa; and an industrial facility in Australia. 21 Regional Representatives globally identify prospects. Our pipeline exceeds USD 150 million, and we are in active discussions on 50 MW to 1 GW projects (USD 4.5 billion) for baseload power and for 24/7 power AND heat for low-cost Green Hydrogen/Ammonia and Green Desalination.

FINANCIAL PROJECTIONS, millions



TRACTION – In just our first year, sales total USD 8 million. Our pipeline includes some of the world’s largest companies, eg, Linde, Cummins, Tata, and Reliance.



COAGULATION SCIENCES

Breakthrough in Blood Transfusion Management

EXECUTIVE SUMMARY

Clinical Problem: Research indicates 40% - 59% of blood transfusions are unnecessary. This results in needless complications such as allergic reactions, lung injury, fluid overload, immune system damage resulting in infections, prolonged hospitalization, and shortened lifespan. Hospitals lose approximately \$800 for each unit transfused in the inpatient setting while insurance companies lose billions annually.

Unmet Need: Unnecessary transfusions occur most often during major bleeding. With existing diagnostic tests, it is difficult to determine which blood products to transfuse, in what amount, and even whether blood products are indicated at all. Limitations of existing tests include prolonged time to results, complex and cognitively challenging interpretation, non-specific information and minimal, if any, treatment guidance. There is an unmet need for an easy-to-use test to guide blood transfusion decisions. Key opinion leaders, blood bank directors, surgeons and anesthesiologists confirm the need for Coagulation Sciences' Multiple Coagulation Test System (MCTS).

The Solution: Coagulation Sciences has developed the Multiple Coagulation Test System (MCTS™). The system performs 12 blood tests simultaneously, in a disposable cartridge, in approximately 10 minutes, at the point-of-care. It determines which treatments will stop bleeding. No other platform provides this information. Also, MCTS results are extremely easy to interpret.

Unique Selling Advantage: The fully-automated MCTS provides more useful information to guide transfusion than existing tests, and does so in ~ 10 mins.

Business Model: The MCTS is a platform, with a razor and razor blade business model. Addition of new therapies to the disposable cartridge can expand use from cardiac surgery to trauma and transplant surgery, and assessment of anticoagulants in doctors' offices. Revenue in year four of sales is projected to exceed \$70M.

The Market: The global coagulation testing market is projected to reach \$8.8 billion by 2031. The MCTS will not simply enter the point-of-care market, but will at times also replace tests currently performed in hospitals' laboratories and doctors' offices, such as the PT and APTT.

Research to Date: In-vitro research validates the underlying technology. Currently, treatment is often empiric, as factor levels cannot be performed quickly. The MCTS provides more information than factor levels in ~ 10 minutes. Research at the Mayo Clinic confirms the relationship between coagulation factor deficiencies and bleeding after cardiac surgery, and results will be used to improve the technology.

Intellectual Property: Coagulation Sciences holds six unique patents.

Summary: Doctors often select a treatment for bleeding based on an abnormal blood test result, but most tests are non-specific, and can require too much time, while some are difficult to interpret. Rapid and easy-to-interpret MCTS results can guide management of bleeding patients within minutes, improving patient outcomes and decreasing costs.

For information contact: Sheldon Goldstein MD, CEO
sgoldstein@coagulationsciences.com 917-363-6542
4700 Independence Ave. Riverdale, NY 10471



Healers PetCare Executive Summary

Value Proposition: Healers PetCare combines innovation, medical insight, and function with natural ingredients and sustainability in mind. Our products include bandages, topical first aid solutions and supplements with natural ingredients. We offer a unique line of protective boots and wraps for prevention, protection, and recovery. Crafted with eco-friendly goals and veterinary input, our offerings ensure durability and pet well-being, empowering owners with over-the-counter solutions to a pet's home care.

Company Background: Healers PetCare, Inc is a medical aid company that manufactures products that serve the pet wellness market. Healers™ began after founder, Terri Entler's beloved Jake paws were severely injured during a hike on a hot day. With no easy solution on the market Terri, an engineer, created Healers Medical dog boots with gauze insert.

Leadership Team: Terri Entler- CEO/Founder 30 Years Product Development
 Teresa Griffith- Director of Marketing 30 Years in veterinary industry
 Joshua Pokrass- CFO 15+ years CFO working with startup and bringing to exit
 John Cullen 20+ years successfully growing pet brands Nationally

Products/Services: Healers launched with their medical dog booties with gauze inserts that turn this wrap into a non-adhesive bandage. Healers protective wraps simplifies the bandage process and reduces environmental waste. Our first aid line uses natural ingredients that fight bacteria, and reduces healing time. Our supplements are organic and offer comprehensive blends to maintain pet health. Our systemic approach to pet health brings a full platform of OTC Pet Health products, keeping pets protected and healthy.

Technologies/Special Know-How: All our products are unique in their formulations and design. We hold these designs & formulations as trade secrets.

Market: The \$232B US pet industry has shown to be relatively recession proof with a 6.1% annual growth rate. Pet Health has grown to \$65B with a 10.2% CAGR. Customers are looking for OTC solutions similar to the human market that help them manage their pet's health without a veterinary visit. Dog boots also are in high demand to protect paws from injury during extreme weather conditions. Healers range of health products enable us to be a leader in both the dog boot and OTC space, with a SOM of ~\$100M. We sell B2B with an average sale price of \$16 at an average cost per units of \$6. Major retailers like CVS, Amazon, Chewy, Petco, Tractor supply are all carrying our lines.

Distribution Channels: Healers is selling direct to retailers. We have a 3PL distribution center in the Midwest that manages our larger retailers. Our products are sold in multiple retail channels: Pet specialty, Pharmacies, Mass Grocery, Hardware, Farm & Feed and Sporting goods stores.

Competition: Our competition serves dogs or cats or both. Their products are difficult to use with inferior ingredients and they are typically focused on a single category. Healers takes a systemic approach to pet health. We are your one stop shop for animal pet health. Our brand offers organic and pharmaceutical grade ingredients and our wraps are designed to fight bacteria and reduce the need for a cone.

Quick Facts
Company Name: Healers PetCare, Inc
Contact: Terri Entler
Address: 229 E Reserve St Unit 101, Vancouver, Wa 98661
Phone: 503-307-3086
Email: terri@healerspetcare.com
Website: www.healerspetcare.com
Industry: Pet Industry
Domain: Healers PetCare
Bank: Umpqua Bank
Law Firm: Landerholm & Assoc
Number of Employees: 4 & 3 Contractors
Leadership Team:
 Terri Entler, Founder CEO
 Josh Pokrass, CFO
 Teresa Griffith, Dir Mktg
 John Cullen- CMO
Advisors:
 David Laurance: CEO Confluence
 RX. Founder VetSource
 Lou Doctor :Founder Cart Logic/Velotech
Amount of Financing Sought: \$1M
Current Investors: Lou Doctor & Elevate Capital
Use of Funds: Marketing & Working Capital

Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	749k	1.5M	4.1M	8.8M	17.2M
EBIT (dollars in thousands)	-73k	83k	803K	2.1M	4.6M



Liquet Technologies, Inc.

Value Proposition: Our cutting-edge technology revolutionizes cataract surgery with a minimally invasive method, reducing costs and complication rates. Rapid patient recovery further elevates its appeal. This advanced technology assures a surge in market demand, bringing patient satisfaction and a strong return on investment. An innovative step in ophthalmic care, blending safety with unparalleled affordability.

Company Background: Liquet Technologies was completely spun off from a 30-year-old Ophthalmology company in 2021. With IP, inventory, and capital contributed as part of the spinoff, Liquet Technologies has recruited top talent to disrupt the cataract surgery industry with the next generation of technology.

Leadership Team: Justin Ross, CEO has over 20 years of executive leadership, product development, and manufacturing in the Ophthalmic industry. Tom Mancuso, COO has over 20 years of experience managing operations and distribution of a global cataract instrument company. Hal Walbrink, CSO, held executive positions in 12 startups with successful exits totaling \$4+ billion and brings over 40 years of product, technology, and business development experience from across the healthcare industry.

Products/Services: Traditionally, cataract surgery uses the same technology as dental scalers (mechanical ultrasound) to emulsify the cataract within the eye, causing unwanted effects and complications. Liquet Technologies' cataract removal technology uses a patented, enhanced vacuum and fluidics technology to dissect the cataract and aspirate using as little energy in the eye as possible. This reduces the complication rate, surgical difficulties, and lowers cost, giving more patients access to clear vision and a better quality of life.

Technologies/Special Know-How: Liquet Technologies' patented High-Frequency Pulsed Vacuum has been clinically proven to remove all grades of cataracts while reducing critical cell loss and complications. Additionally, the novel, patented medical pump developed by Liquet Technologies allows for higher volumetric flow to address the limitations of other pumps when used at surgical facilities located in regions with higher elevations.

Market: The Cataract Capital Equipment market in 2019 was \$1.2b and is expected to be \$1.5b next year. Liquet will enter the domestic market first with a primary focus on the ~630 private office facilities that perform cataract surgery. These are the early adopters and advertisers that influence the ASC's and hospitals that perform cataract surgery. Once ~16% of these private offices have adopted Liquet's products, the international market is next.

Distribution Channels: The domestic market, which represents 15% of the global surgical volume, but 34% of the global capital equipment revenue will be addressed with direct sales representatives and service engineers. The global market will be addressed by the established distribution partners in 71 countries developed by the company Liquet Technologies was spun off from.

Competition: Alcon, J&J Vision, Bausch & Lomb, Oertli, and BVI all compete indirectly with devices that utilize technology that was developed in 1967. The only direct competitor is Zeiss who acquired IanTech for \$375m for their alternative to the old technology. This technology is only a handpiece and does not offer a user interface, footswitch, or many of the other novel or even basic technologies offered by Liquet Technologies' cataract removal devices putting Liquet in a position to significantly disrupt the cataract capital equipment market.

Quick Facts

Company Name:
Liquet Technologies

Contact: Justin Ross, CEO

Address: 1627 Enterprise Street
Athens, Texas 75751

Phone: 949-350-4602

Email:
Justin@LiquetTechnologies.com

Website:
www.LiquetTechnologies.com

Industry: Medical Devices

Domain: Cataract Surgery

Bank: Citizens Bank / Chase

Law Firm:
Birdsong Law (Corporate)
Olive Law (Patent)

Patent Estate: 4 patents granted
in 10 strategic countries

Number of Employees: 6

Leadership Team:
Justin Ross, CEO
Tom Mancuso, COO
Hal Walbrink, CSO
Gary Mocnik, Director of RA

Financial Projections (Unaudited):

	2023	2024	2025	2026	2027
Revenue	0	0	\$7.5m	\$31.5m	\$85m

NOVEL MICRODEVICES

 Andrea Pais

 andrea@novelmicrodevices.com

 352-642-2391

Novel is Democratizing Disease Testing with the most Portable, Rapid (<15 min), Accurate & Affordable PCR platform for any pathogen (viruses, bacteria, fungi, protozoa), and any sample type (swabs, urine, blood, saliva)

The Challenge

Although accurate, Laboratory PCR tests take days to get the results. Whereas low-cost rapid antigen tests have poor accuracy, leading to false negative rates of over 50%. There are no rapid, accurate and affordable point-of-care diagnostic tests.

The Novel Dx Solution

A next-generation, patent-protected, rapid, affordable point-of-care PCR multiplex diagnostic platform for infectious diseases and more.



HIGH PERFORMANCE:	Lab-level accuracy with integrated magnetic bead sample purification, concentration & 40-cycle PCR
RAPID:	Sample-to-answer in just <u>10 to 15 minutes</u>
AFFORDABLE:	Instrument COGs: \$500; Cartridge COGs: <\$5
SAMPLE & PATHOGEN AGNOSTIC:	Works with <u>any pathogen</u> (viruses, bacteria, fungi and protozoa) and <u>any sample type</u> including swabs, urine, blood, saliva
MULTIPLEXED:	<u>6-channel real-time detection</u> of 6 or more targets in a single test
SCALABLE:	Fast and easy to develop new assays for <u>rapid pipeline expansion</u>

Near-term Pipeline

Respiratory Panel
Flu-A/B/RSV/COVID-19



2Q 2024

STD Panel
Chlamydia/Gonorrhea+Res



4Q 2024

Market Size

The global infectious disease diagnostic market is estimated to grow from \$28.1B in 2021 to \$39.8B by 2026, a CAGR of 7.2%.

Respiratory Disease Market: 7 Billion USD

Sexually Transmitted Diseases: 5 Billion USD

Razor/Razor Blade Revenue Model

This revenue model is supported by existing CPT reimbursement codes and marketed through multiple sales channels, representing a significant growth opportunity.

Team & Advisors



Andrea Pais
CEO/CoFounder
Co-Inventor



Rohan Pais
VP Eng./Cofounder
Co-Inventor



Hamdi Joda
VP Assay
Development



Carlos Aparicio
COO



Joe Swiader
CFO



Todd Ritter
Interim CCO



Robert Storey
Board Member



Eric Van Gieson
Advisor



Caroline Popper, MD
Advisor

Team Members & Advisors - Comprised of diagnostic industry veterans with extensive experience at companies such as Abbott, Becton Dickinson, Biomerieux & Beckman Coulter

Funders and Collaborators:



Current Funding



Capital Raise

Capital Raised to Date: \$14.7M

Grants - \$7.7M (include; RADx, CARBX & NIH)

Equity Capital - \$7M

Investment Opportunity: \$6M Series A

Use of Funds: Design lock, manufacture pilot lots and controlled product launch

Comparable Company Exits

Curiosity Diagnostics acquired by **BioRad** for \$170M, 2022

Genmark Diagnostics acquired by **Roche** for \$1.8B, 2021

*Shaping the Future of
Diagnostics*



Company Summary

Nuelehair LLC, is a clean hair product manufacturing company serving people who are seeking hair care products that do not contain known carcinogens, inflammatory chemicals, allergenic, and environmental toxicants. Nuelehair LLC, creates hair care products that provide the desired performance without compromising on quality, customer value, and environmental safety. Our products have won several clean beauty awards from Harper's Bazaar, Cosmopolitan, and Refinery29. The clean hair market is poised to grow to nearly 12 billion by 2028 with a CAGR of 12.07%, and NUELE's role as a positive disruptor in the industry has garnered recognition.

The Problem – Unsafe hair care products

Lack of access to safe and toxic hair care products that they can trust to provide the performance they desire without the toxic, carcinogenic, allergenic, endocrine disrupting ingredients to which they currently are exposed.

The Solution - Scientifically driven safe and healthy hair care products

- Nuele Hair Serum - Clean Heat Protectant - Customers do not have a clean option for this product category and is our unicorn
- Nuele Hair Mask - deep hair moisturization and hydration - Customers seek an agile 100% clean mask that enables pliability in use.
- Eye-Brow Serum - 100% clean eyebrow serum that conditions thin brows and dryness.
- Scalp Serum - Hair and Scalp health - Clients seek healthy and clean scalp treatments.
- Clean Essentials: Shampoo, Conditioner, Finishing Spray, Hydrating Detangler, Dry Shampoo, and Shea Moisturizer.

Management

Christine Martey-Ochola, PhD (Cofounder, CEO, and Chief Formulator), Biochemistry and Chemistry, Dean of STEM; Anne Cheatham (Cofounder, CFO, and Creative), Nurse Anesthetist and mobile app business owner; and Oliver Cheatham (COO and Marketing) block chain, AI, Tech, Food, and EdTech.

Target Market:

Clients seeking clean hair products. This demographic spends billions each year on hair care products, and are now demanding clean options. Nuele products work across all hair types for both men and women who want products that do not contain carcinogens, inflammatory chemicals, allergenic, and environmental toxicants.

Sales/Marketing Strategy:

Growth in clean beauty market is a global phenomenon, and NUELE has already started to penetrate global clean beauty market in Asia and Europe. We are currently in stores such as Anthropologie, Urban Outfitters, Goop, David Jones, and Nourished Life, and will be entering Dillard's, Bloomingdales, and other larger box stores such as Sephora (currently reviewing samples).

Business Model:

B2B Model and DTC through online marketplaces such as Amazon and Nourished Life. Expanding into global online retail, as well as driving subscription service with clean essentials for the Nuele online marketplace has proven successful in 2023.

Competitors:

Briogeo and Olaplex are our key competitors, but they have not committed to 100% clean options. True Botanicals and Shea Moisture also offer natural and organic products, but use synthetic ingredients to complete their formulations. Customers are demanding and deserve safe and clean beauty products.

Funding Request and Use:

\$1M. Scale into large retail stores (Dillard's, Sephora, QVC promotions) as well as build out a salesforce.

Financials: Targeting \$200 – 300K in revenue for 2023, \$1.1 Million in 2024, with a goal for \$18M in 2028.



SALESIUM

Value Proposition

Founded in 2021, Salesium helps local Pros network and improve communication with their customers to build trusted relationships, and repeat business. Salesium combines a robust communication mechanism, unique CareScore online reputation system, and professional networking infrastructure to offer a one-of-a-kind customer relations and business development platform.

Salesium: Connecting good people that give great service

Leadership Team:

Our leadership team includes experts in sales and sales management, software engineering and architecture, and project management, and has launched three startups since 1992.

Challenge:

Small business service sellers have very limited time to market themselves and pursue new business. And customers are bombarded with non-stop calls and texts from dozens of sellers, even after they have selected one. Salesium is a platform that will disrupt that stale process with new efficiencies and powerful tools to promote growth, profit, and customer satisfaction.

Solution:

Salesium Free includes a suite of services and capabilities that allow professional services providers (Pros) to connect and communicate both with customers and each other.

Salesium Premium adds a coop advertising plan on major search engines, API connections to major software platforms, email campaigns, and pay-per-click advertising.

Both tiers employ our CareScore system to allow Pros to develop an unimpeachable online reputation so that customers can be assured that they are choosing good, honest, people to give their business to.

Technologies:

Our Ping communication system and CareScore reputation management capability represent two pieces of intellectual property we believe are ripe for patent protection. Salesium is built with the latest and fastest architecture Laravel PHP, SwaggerHub, Forge and AWS cloud, and Amazon SES and SNS for speed, security, and flexibility.

Market:

Our initial target market is the “microbusiness” with fewer than 5 employees. The total addressable market includes 18.8M sellers (SBA 2019), 100M customers, and \$470M in revenue.

Total	18,800,000
Construction	3,100,000
Professional Services (accounting, legal ...)	4,300,000
Financial Services	1,500,000
Technical Services (IT, system admins ...)	4,200,000
Sales Non-Retail (insurance, real estate ...)	5,700,000

Competition:

Our chief competitors in this space (LinkedIn, Angi, Fiverr and Nextdoor) lack key elements in communication, customer privacy and overall effectiveness, which is why they are not meeting the needs of our target market. The unique blend of capabilities in Salesium will make it market disruptive.

Financial Projections (Unaudited):

Our primary revenue streams are 1) monthly subscription and 2) pay-per-click advertising.

	2024	2025	2026
Subscribers	234	25,000	60,000
Revenue	\$170,564	\$3,000,000	\$7,500,000

www.Salesium.com

H Gregory Gershman
11 Computer Drive West,
Suite 224
Albany, NY 12205

Phone: (518) 573-4339

Email: hgregory@salesium.com

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

Industry: Professional Services
Providers (SaaS; Freemium)

Leadership Team

H Gregory Gershman
Jace Greenman
Richard Welty

Financing Sought: \$1.5M

Use of Funds:

Software Development,
Marketing, Expansion, Debt
Management

Value Proposition: ShopRaise is the only partnership platform helping nonprofits turn everyday shopping into support for their cause. Using our proprietary mobile and browser platform, supporters can shop at more than 1,200 participating retailers and 250 gift cards making supporting a cause simple and easy. The ShopRaise model optimizes growth by balancing a direct to supporter approach with strategic Nonprofit partnerships.

Traction: Since launching our beta program in 2022 and with minimal advertising, we have signed up over 1,000 nonprofit partners and 5,600 users. We have reached over \$257k in transactions this year and achieved an average MOM growth rate of 15%. We expect to exceed over \$600k in transaction value by the end of 2023. Our active users are averaging over 3 transactions per month and we are generating monthly revenue of over \$100 per user.

Leadership Team / Advisors: ShopRaise has an experienced, dedicated, and well-balanced team and advisors, with decades of experience in Start-ups, Fundraising, Technology and Nonprofits (15+ Exits, 6+ IPOs, \$1B+ Raised, \$3B+ Transactions). Our core team has been working together since inception and has driven our success in development and launch of the ShopRaise platform.

Problem: Nonprofits are relying on a declining pool of older donors and struggling to engage younger donors. These donors want to support, but lack funds to donate. Retailers are seeking ways to increase online sales and community goodwill.

Solution: ShopRaise turns supporters’ everyday shopping into donations for a cause. This is called “Shopping with purpose” which:

- Allows Nonprofits a way to expand their donor base,
- Gives Supporters a no cost way to help the causes they care about most by buying items they already buy
- Helps Retailers a way to sell more products to new and existing customers

Platform: ShopRaise’s proprietary platform integrates affiliate marketing and gift card technology to redefine shopping with purpose. Our mobile and desktop apps allow supporters to shop at home or on the go and include dynamic notification reminders and marketing messages that enhance user participation. Supporters simply download the app, shop at our participating retailers and ShopRaise donates a portion of the sales commission to their chosen cause.

Market: In the US there are 2.5M nonprofits & charitable organizations. With 59M households that donate to charity with an average of \$2,900 of eligible monthly purchases, retailer partnerships have become the biggest untapped opportunity in the nonprofit industry representing \$88B in potential revenue

Competition: Our largest competitor Amazon Smile closed in February of 2023, which left us with limited competition in the marketplace. None of which offer the unique combination programs and technology as ShopRaise

Financial Projections – Post Funding

	2024	2025	2026	2027
Users	18,000	92,000	248,000	543,000
Revenue	\$7,000,000	\$25,000,000	\$100,000,000	\$232,000,000
EBITDA	\$700,000	\$5,500,000	\$26,400,000	\$65,200,000

Quick Facts

www.ShopRaise.com
Denver, CO

Current Investment: \$1.8M

Current Ask: \$1.5M

Use of Funds: Marketing, Product Development, Operations

Industry: Social Impact, FinTech, SAAS, (Nonprofit fundraising software, Shopping with Purpose)

Market: \$88B+ with 59M Households

Traction: YTD \$275k GTV

Competition: First Mover, No significant direct competition

Executive Team
Shaun Kulesza *Co-Founder CEO*
Justin Kulesza *Co-Founder, CFO*
Rebecca Fowler *SVP Business Dev*
Korri Piper *VP Merchant Relations*

Contact
Shaun@ShopRaise.com



Investor Fact Sheet - 2023

Soteria Battery Innovation Group Inc.

Company Description

Soteria has technology that can reduce the number of lithium-ion battery fires by 90 - 99%, while reducing the weight and material cost of the battery. Because everyone deserves to have access to safety technology, Soteria is taking it to market through a broad-based licensing business model supported by an industry-wide consortium that they founded and that they run, now with over 130 members.

Problem

In 2022 alone there were:

219 e-bike fires in NYC, resulting in

147 hospitalizations and ultimately

6 deaths.

*stats provided apply to NYC alone

Today's lithium-ion batteries are potentially dangerous and can explode when damaged, abused, or when a manufacturing defect is present. Existing technologies are only partial solutions and do not address the ignition event as the Soteria technology does. To prevent injuries or death, manufacturers have had to institute numerous recalls costing billions of dollars.

Product / Service

The Soteria architecture provides thermally stable separators made from advanced fibers and metallized film current collectors that are engineered to ensure battery stability under damage and abuse conditions that lead to lithium battery fires. The architecture provides the same electrical protection as a fuse on the inside of each battery. Reductions in weight and cost are realized while battery resilience is significantly improved without any decrement to battery performance. See this video for a graphical depiction: <https://youtu.be/ll4a1An9zag>

Value Proposition

Soteria is dedicated to enabling portable electric power without the risk of fires, no matter the circumstances or battery chemistry. See video demonstration: https://youtu.be/_INSUEMfnKg. Safety is a necessary condition of every electric device, and many segments of the industry are failing on this metric. Soteria technology fixes this. This value is further enhanced in light of the consortium, whose members like NASA, Mercedes, Bosch, Motorola, Lenovo, DuPont and others are helping to build the broad and robust supply chain that will enable ubiquitous adoption of our technology.

Business Model

Soteria is licensing its technology to material and cell manufacturers for ultimate sale to end users. Royalties are calculated as a percentage of the battery cost. The SAM for this capital-efficient royalty model is over \$4 B. Soteria has formed an open innovation consortium to optimize the network effect as the principal go-to-market vehicle. The consortium is a fee-based network of materials suppliers, equipment suppliers, testing labs, licensees and end users, thus involving a broad array of over 120 worldwide stakeholders involved in optimizing battery innovations for the lithium-ion market. Soteria recently purchased Voltaplex, www.voltaplex.com, which will streamline adoption in small device markets and immediately add revenue and margin.

Consortium Members

\$12M Series B

Participating Preferred Shares

- Lead investor Keirestu Forum
- \$2.5M received, \$1.5 additional committed
- Rolling close with warrant coverage for early investors
- Due diligence report and data room available

Target Markets

The lithium-ion battery market is projected to exceed \$300 billion by 2030 driven by the rapid growth of electric vehicles and utility storage.

Deal Tags



Battery Safety Technology



E-Mobility



Green Energy / Energy Storage

Target Customers



Luxury Automotive



Consumer Electronics



Small Devices

Competitive Landscape

Solid Power
\$500M valuation

ENOVIX
\$1.6B valuation

QuantumScape
\$3.3B valuation

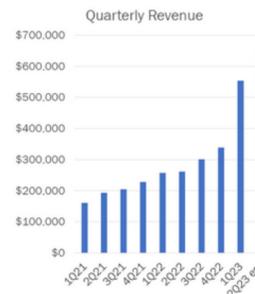
Traction

Three licensees and over 130 consortium members have helped revenue grow to \$1.15 million in 2022, and the acquisition of Voltaplex has the company on track to more than double that in 2023. Thousands of commercial-ready batteries with the Soteria technology have been delivered to consortium members to develop into applications. First commercial products will be launched in 2023 in the consumer electronics market. E-Bikes are expected to be a significant revenue source starting in 2024.

Our Investors



Growth Strategy & Projections



	(USD millions)						
	2023	2024	2025	2026*	2027	2028	2029
Revenue	\$2.7	\$4.3	\$9.4	\$25	\$92	\$175	\$338
Gross Profit	\$1.5	\$2.4	\$6.6	\$20	\$84	\$161	\$312
Expenses	\$5.0	\$7.2	\$12.8	\$18	\$26	\$37	\$53
EBITDA	\$3.5	\$4.8	\$6.3	\$2	\$58	\$124	\$259

*First EV revenues

Management Team

Brian Morin
CEO, Co-Founder
PhD Physics, 250+ Patents, 18-year serial entrepreneur

Juergen Kellner
Vice President
Materials Center of Excellence, PhD Chemistry

Elliot Reiff
Chief Finance Officer
30 years of investment banking experience

Joanna Brady
Strategic Finance Director
10+ years in public & private accounting sector

Amy Brinson
Global Consortium Director
BA, miniMBA Marketing

Achievements



Advisory Team

Randy Dobbs
Former direct report to Jack Welch at GE, repeat CEO of multi-billion dollar companies

Brad Reed
Former VP & GM at Celgard, a battery materials company, Current VP of Corporate Development at Microporous

Sun-Ho Kang
PhD under Nobel Laureate John Goodenough, former sr. exec of batteries at Samsung, Apple, Current SVP Battery Tech of Volkswagen Group of America

THE FORGE STUDIOS TEAMS



Strategic Landscape

- In 2022, North American box office earnings surpassed \$7.5 billion.
- Independent film revenues reached \$3.2 billion in 2021.
- Global box office receipts totaled \$18.2 billion in 2022.
- 2023 has already generated \$6.4 billion in worldwide box office revenue.

Company Overview

The Forge Studios Teams (Forge) is an innovative startup dedicated to the creation and production of cinematic motion pictures and related merchandising ventures. By adopting an efficient approach, Forge plans to produce its initial trio of films consecutively, optimizing resources and minimizing costs. These films are meticulously designed to captivate a diverse spectrum of audiences, each possessing the inherent strength to stand alone as compelling narratives.

Over the next five years, Forge envisions producing or co-producing a robust portfolio of twenty-nine films across various budget brackets ranging from \$200,000 to \$600,000.

Industry Landscape

The trajectory of budget-friendly independent films remains promising, exhibiting consistent commercial viability over the past decade. Recent successes such as "Sound of Freedom" and "Everything Everywhere All at Once" underscore the potency of this indie market segment. Notably, the independent market has expanded significantly, boasting a remarkable 45% increase in total box office earnings. The ascendancy of independent films is further exemplified by their recognition through honors like the Academy Award for Best Picture.

The entertainment industry has historically demonstrated resilience, thriving even during periods of economic constraint. Technological advancements have revolutionized filmmaking, empowering independently financed projects to achieve production values that rival major studio offerings, all the while retaining the creative autonomy often curtailed by risk-averse industry practices.

Market Positioning

In a flourishing independent landscape, we, as a Sci-Fi & Fantasy-focused entity, stand out by adopting a strategic direction centered on crafting films that resonate with a broad audience base.

Distribution Strategy

Effective distribution constitutes a pivotal facet of success. While Forge has a commitment from Glass House Distribution, our producers are dedicated to forging additional partnerships to ensure the extensive release of our films.

Investment Opportunity and Financial Outlook

Forge seeks an equity investment of approximately \$3 million to catalyze the development and production of our initial three films, with subsequent funds channeling into nurturing a comprehensive film library spanning twenty-nine titles over five years. Employing a pragmatic revenue projection and factoring in industry-standard distribution costs, our conservative estimations position the company/library's valuation at approximately \$21 million, underscoring an attractive investment prospect.

Vision

Making livestock animal transportation as humane and seamless as possible. This will drive economic value, improve animal welfare, lower the impact from revenue loss (ie. "Dead on Arrivals") and fines, and increase meat quality through real-time automated AI based interventions.

Problem

Livestock animals need to be transported in trucks and sometimes by sea for significant distances. Currently there are limited ways for transporters to monitor micro-climate conditions during transportation. These conditions can often have a negative impact on livestock, resulting in **lower quality products, lower revenues, incomplete** traceability and provenance records, **compromised** animals, death, loss and **excessive fines**. We also have sustainability initiatives to help producers become carbon neutral.



Value Proposition and Solution



Real-time monitoring of micro-climate conditions by our smart sensors to enable proactive and informed decisions that will limit negative impact and fines.



Our secure cloud infrastructure allows you to access your information anywhere in the world. Our message broker system sends alerts instantaneously regardless of your current location.



Our AI-powered sensors talk automatically to fans and misting devices, turning them "on" and "off", reducing driver distraction.



Our solution is cost-effective, easy to install, scale, and maintain. We also retrofit trailers and we've also become an OEM for trailer manufacturers.

Key differentiator

Our advanced precision monitoring system is designed for animal transport; a \$5.6b industry opportunity. We offer automatic real-time alerts based on customers and legislation requirements. Our smart sensors identify issues associated with transportation and provide real-time automated interventions. Transport Genie owns all the IP of the sensor (hardware and software) and the IoT communications layer and uses some of the most modern telecom technologies in its design.



Sustainability

We are not just concerned with animal welfare but also concerned on our impact on our planet. We have developed partnerships with organizations to help our customers reduce their carbon footprint. Furthermore, our sensors can also be refurbished and upgraded easily. We do this to be part of the circular economy and promote sustainable development.

Traction

We have global customers base in Canada, US, Australia, and Switzerland. We have on-going paid trials in the UK, Denmark and will be starting trials in the Mexican and Philippino markets.

Funding

We have bootstrap the company to-date and are now seeking 1M seed round to accelerate user growth, hire talent, and continue development of innovative features, and get more sales and solidify our market dominance.



Empowering Connections: Wildcard's AI-Powered Dating Ecosystem Redefines Relationships and Personal Development

Introduction

Wildcard emerges as an innovative startup poised to revolutionize the online dating landscape with its AI-powered Social Engagement Platform that combines advanced algorithms with on-demand personal development content. Co-founded by Kiley Williams and Dr. Carlton Reeves, the company seeks strategic capital to fuel its growth trajectory, extending an invitation to industry experts to join them on this exciting journey. With over 805,000 dedicated intentional daters engaging the Wildcard team and generating an impressive 56.5 million monthly views, a clear demand for the blend of professional coaching and AI-powered matchmaking is evident, firmly anchoring Wildcard's business opportunity.

Vision and Mission

Wildcard's mission centers on fostering personal growth and nurturing meaningful relationships for those seeking intentional dating experiences. Leveraging cutting-edge technology and fortified by 40 years of research from our Chief Science Officer, the renowned Dr. Pepper Schwartz, a respected sexologist, sociologist, author, and a prominent television personality on "Married at First Sight," the company envisions setting a new standard in online dating.

Unique Value Proposition

At the heart of Wildcard's offering is "Mary," the AI Matchmaker employing advanced algorithms to assess users' qualities, preferences, and interests. This yields precisely tailored and compatible matches, heightening the prospect of authentic connections. The incorporation of customized content from relationship coaches, AI-guided conversations, and curated shared experiences enhances the overall user journey, effectively distinguishing Wildcard from conventional dating applications.

Market Traction

Operating in stealth prior to publicly launching, Wildcard has already secured noteworthy traction within the market through its micro-influencer campaigns and the guidance of professional dating coaches like Sabrina Zohar and Masha Kay, alongside the "Do The Work" podcast, hosted by Sabrina and featuring prominent relationship experts. The Wildcard team has successfully amassed over 805,000 followers, garnered 56.5 million views, and has an engaged audience of 7.3 million intentional daters in the past 60 days, underscoring the demand for their services in cultivating meaningful, enduring relationships.

Investment Opportunity

Seeking a pre-seed investment of \$1.9 million, Wildcard aims to capitalize on its current momentum. These funds will be allocated to extend the dating platform's reach with a full launch in two metropolitan areas, serving the burgeoning market demand. This investment will also enable product refinement and accelerate acquisition efforts, with the goal of converting intentional daters into paying subscribers.

Financial Projections

Leveraging the impetus of its growing momentum, Wildcard envisions converting 1% to 2.5% of its engaged daters into paying users, estimating a range from 73,000 to 182,000 users in the first year at an average monthly revenue of \$20.99 per paying user, significantly less than other products. With this projection, Wildcard's financial targets anticipate Year 1 revenue between \$4 and \$18 million.

Leadership and Team

Wildcard's founders, are seasoned Carnegie Mellon University entrepreneurs, Kiley Williams (formerly Microsoft) and Dr. Carlton Reeves (formerly C3 AI and The White House Office of Science and Technology Policy), collectively possess the experience and vision necessary for driving the company's success. With the added expertise of Dr. Pepper Schwartz, and renowned dating coach Sabrina Zohar as Chief Engagement Officer, Wildcard's leadership solidifies its credibility and proficiency in the online dating realm. We look forward to the opportunity to work with you.

PARTNERS



NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success.

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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



AEG @enterprisegrowth

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 @MarkHaas

Mark Haas is Co-founder and CEO of AEG (Association for Enterprise Growth), responsible for strategy, operations, and expansion of its communities to 30 cities nationally. He was previously President of ROM a strategy and operations management consulting firm, advising CEOs and boards to include 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 \$120 million nonprofit, merging two scientific associations, re-organizing a biomedical research agency, facilitating development of WWIV military strategy, and of facilitating a global R&D strategy for the US Navy.



TRUIST WEALTH MANAGEMENT

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

PARTNERS



CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

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



REFRACTION @refractionpt

Refraction is a leading nonprofit innovation hub in Northern Virginia, that provides mentoring, programs, and office space for startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 300 member companies have collectively raised over \$350 million in capital. Refraction's partners include Amazon, Cox, Dominion Energy, MITRE, Fairfax County, Arlington County, Loudoun County, Virginia Innovation Partnership Corporation, and Virginia Tech.



ESTHER LEE, PRESIDENT & CEO REFRACTION @eeeclee

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. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, a leading global strategic communications firm, advising major clients like Samsung, Coca-Cola, and Marriott. In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship. She also launched the White House "Startup America" initiative and the Presidential Summit on Entrepreneurship.



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD_Dingman

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."

KEIRETSU



FORUM

KEIRETSU FORUM @KeiretsuAngels

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.

PARTNERS



FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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 @baltimoreangels

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.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES

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.



STARTUP GRIND-COLUMBIA, MD @StartupGrindDC

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.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE

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

PARTNERS



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

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



RYAN & WETMORE, P.C. @RyanWetmorePC

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 @ilebow1**

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.



August 31 Attendees

As of 08 31 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur and Opus8, Inc.
Mark	Haas	CEO	AEG
Sara	Clasper	Associate	NEXT, Powered by Shulman Rogers

PRESENTERS

First Name	Last Name	Title	Company
Bruce	Anderson	CEO	247Solar
Sheldon	Goldstein	CEO	Coagulation Sciences
Terri	Entler	CEO/President	Healers Pet Care, Inc.
Justin	Ross	CEO	Liquet Technologies
Christine	Martey-Ochola, Phd	CEO and Co-Founder	Nuelehair LLC
Andrea	Pais	Founder and CEO	Novel Microdevices, Inc.
Chris	Durham	Chief Innovation Officer	PixelRain
H Gregory	Gershman	Co-Founder	Salesium
Shaun	Kulesza	Founder/CEO	ShopRaise
Brian	Morin	CEO	Soteria Battery
Ron	Newcomb	CEO	The Forge Studios, LLC
Joel	Sotomayor	President & CEO	Transport Genie Ltd.
Dr. Carlton	Reeves	Co-founder	Wildcard App

ATTENDEES

First Name	Last Name	Title	Company
Doctor	Aal-Anubia	CEO	Network Commerce Association, LLC
Amira	Abd Ellattef		IGSR
Tahani	Abu Daqqa	CEO	Gaza lift power for Renewable Energy
Kyle	Adams	Director of Investment	Ag-West Bio
Jaye	Addy	Creative Consultant	WynKru
Jumana	Adler	Business Transformation Specialist	JumanaInc
Bara	Adwan	CEO	Bencil
Abdeslam	Afras	CEO	Wellavi
Satya	Akula	Managing Partner	New Angel Capital, LLC
Scott	Alford	COO	ORCA
WD	Allen		University of Missouri
Judith	Alvarado	Owner / President	JP Holistic Health Coach LLC
Parsa	Amiri	Venture Fellow	IndieBio NY, SOSV
Claudia	Andahl	Founder	Homefront
Bill	Anderson	President	Generations Advisors
Paul	Armijo	President & CEO	Armijo Innovations
Julia	Asoni	COO	Standup AI
Aziz	Assi	Director	PanMed Energy
AJ	Attavar	Angel Investor	NPS, Inc
Emily	Aubin	Audit Staff Accountant	Disanto Priest & Co.
Leon	Awerbuch	CEO	International Desalination Consulting Associates LLC
Rick	Bain	Principal	ReCreation
Will	Baizer	Associate	Mucker Capital
Bill	Bakopanos	Founder & CEO	Bako Consulting LLC
Albert	Baldwin	Founder & CEO	Alfa Omega GrafX
Benjamin	Bamberger	Senior Leadership	Tiber Solutions LLC
Justin	Banford	Corporate Attorney	Dunlap Bennett & Ludwig
Marie	Bardin	EVP, Business Development	Gotham Industries
Thomas	Bascom	President	LinkSpace, LLC
Fernando	Batista	COO	InvestUSC
Devinder	Bawa	Product Strategy Lead	Oracle
Bret Kyle	Bayliss	Managing Director, SBDC Corridor Region	Maryland Small Business Development Center at UMD
Jay	Beam	Managing Director	Adasel Global Partners
Ryan	Bear	Product Manager	Ranedrop Corp.
Tyson	Bellamy	CEO	FEFA
Danny	Bendebba	CEO	DAASN
Alex	Benichou	PE Associate	Qualium

Chris Reinhard	Bennett Berger	Founder / Attorney CEO	Technology-Innovation-Law Quantum AI Labs
Eric Namadev	Betts Bhuvanasundaram	Director CTO	Constant Solutions, Inc. Techy Geeks
Nilesh Christelle	Bibhuti Biiga	Founder and CEO	AAR Solutions Exposure Maven
Lynn Charlie	Birch Birney	Co-Founder & CPO President	Skreens Podville Media
Kirsten Hund	Blair	Co-founder and CEO	Lambent Data
Ray	Blanchard	Director, Corporate Business Development	QIAGEN
Larry	Boodin	Business Development Director	Thompson Financial
Mohamed	BOUSSETA	Director Innovate For Industry	UM6P (University Mohammed VI Polytechnic)
Philippe	Bregeon	Founder	The Pitch Place
John	Brinkhurst	GM Africa	247Solar
Stanley	Brock	Chairman	Alunom Europe AB
Joy Cheriell	Brown	Owner	Third Person Omniscient Productions
Nick	Buchanan	Ceo	Blockperfect
Tal	Buchshreiber	GM	QualiTeams
Reiner	Buck	Department Head	DLR
Dwika	Budhyantara	Founder	PT Hata Indonesia Sejahtera
Patrick	Burke	Dir. of Business Development	Amarex Clinical Research
Wade	Byrd	Founder / CEO	Qepr
Maria	Callier	Actor	Self-employed
Anthony	Cammarata	Outsourced CFO	Startupcannon
Kaitlin	Capobianco	Senior Manager	Halcyon
Christian	Carello	CEO & Founder	EnvisionIT Consulting, LLC
Joe	Carlin	Principal	JonXeone Capital
Kyra	Carlin	Business Owner	Soul Designed Future
Sue	Carr	President	CarrTech
John	Carter	Director of Finance	Denver Banker
Hepzel	Castro	Independent IP consultant	Independent IP consultant
Bill	Chalgren	Product Manager	Saint-Gobain NorPro
Mike	Chan	Venture Investor	Deep Ventures
Hafida	Chekkouchi	Founder	A4RE
Sebright	Chen	CEO	Summer Atlantic Capital
Teagan	Cheney	Sr. Analyst	BIP Ventures
Anthony	Chernykh	Founder	Finance With Tony
Nelson	Chick	CAO	Foil Flyer
Hyeongu	Choi	Developer	Whatssub Co., Ltd.
Naser	Chowdhury	CTO	Ai2IT Corp
Uchechi	Chuta	CEO	NetPoints limited
Samantha	Cicotello	Early Stage Investors	Capital One
Matthew	Cimino	Business Development and Innovation	Maryland Department of Commerce
Victoria	Collins	Co-Founder	Buzzy Rocket
Cylton	Collymore	CEO	Sirsi.ai
Robert	Colorina	Director	AIAC Group
Craig	Connors	CFO	Family office
Jim	Cook	GM	Cook's Outsourcing Network LLC
Brendan	Corcoran	Data Engineer	Tiber Solutions
Luis	Crespo	Advisor	Own
Jane	Crozier	Instructional Designer	Self employed
Jim	Cruz-Youll	capacity engineer	Robinhood Markets
William	Cunningham		Creative Investment Research
Dee	Cutler	CEO	Tri-IT Solutions
Chase	Damiano	Founder Coach	Human At Scale
Fabio	Danze Montini	Ceo	Fabio Danze trade & consulting SL
Anish	Das		
Jose	De Aguinaga	MD	Alta Growth
Carlos	de la Huerga	CEO	Oparus
Enrique Alberto	De la Roca Coronado	Gerente Propietario	Consultora EDLR
Hector	Del Castillo	CPO	Byond
Mark	Derzon		Gold Standard Radiation Detection, Inc.
George	DeVaux	President	AptAvian, Inc.
David	Dewis	Consultant	DWDewis
Mamta	Dhanuka	Director	KiwiTech
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Mildred	DIGGS	Founder	Journiy
Juli	Dillon	SVP, Engineering	Coagulation Sciences

Victor	Diloreto	CEO	Blackmarker
John	Dinusson	Executive Vice President	Advanced Recovery Specialists
Malaika	Dirieh	Founder	Gintention
Trixie	Doan	Founder	Shegrows
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Michael	Doucas	Founder	Morpheus Advisors
Maria	Duarte	Founder	Smartbill
Yvette	Durazo	CEO	Unitive Consulting
Chris	Durham	Owner, Chief Innovation Officer	Aensky
Jake	Dyal	CEO, Co-founder	Certus Group
Richard	Eidlin	National Policy Director	Business for America
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Altan	Erg	PM	Mosaic DC
Altan	Erginkoc	PM	Mosaic Arts DC
Emiliano	Espinosa	Program Director	Chesapeake Ag. Innovation Center
Ken	Estridge	Retired	KenEstridge& Associates
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Kim	F	Advisor	
Chris	Faranetta	Vice President & Co-Founder	NearStar Fusion Inc.
Faraidun	Fathullah	Co-Founder	Managing Of Future Eng Company
Abdelkarim	Fatihi	Research engineer	Um6p
Richard	Faulkner	CEO	IQ Exchange LLC
Frank	Felker	Principal	Digital Media Positioning
Royce	Ferguson	Senior Commercial Officer	Booz Allen Hamilton
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Dwight	Fischer	Founder	Covenant Group
Uri	Fishelson	Director	Deloitte
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Rebecca	Fowler	SVP Business Development	ShopRaise
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Martin	Fredrickson	Advisory, Global Business	Reisende Partners
Benjamin	Fuentes Brock	Associate	757 Angels
Dorothy	Fulop		
Allison	Funkhouser	Co-Founder	Housmthr
fredrik	gabriel	Founder	Hereafter Legacy, inc.
William	Galle	Principal	DPS
Chris	Galloway	Investor relations	TRE Lodging
JS	Gamble	Managing Principal	Blu Ventures
Shikhin	Garg	Chief of Staff	Inventus Capital Partners
John	Gentile	Investor, Managing Director	Cascadia Energy Technologies, LLC
Christopher	Gergen	CCO	AllRealms, Inc.
H Gregory	Gershman	Founder	Salesium
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Farooq	Ghauri	Founder	Robonair - Robot in the Air
Walid	Ghodbane	Private	Private
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
Andrey	Gidaspov	Executive Director	FedChoice Charitable Foundation
Kaitlyn	Glancy	Partner	Eclipse
Su Fen	Goh	Investment Associate	Flourish Ventures
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Ravi	Gorur	CEO	CreativeQuest
Kubash Gabriella	Govender	Founder	Iconic connex
Cornelius	Graves	Associate	757 Angels
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Jace	Greenman	Co-Founder	Salesium
Robert	Gricius	Founder & CEO	RFG-EW Services, LLC
Teresa	Griffith	Director of Marketing	Healers PetCare
Soyini	Grimes	CEO	Haute a la Carte LLC
Lyle	Groome	retired	Tamarac System LLC

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Amadou	Gueye	MD	TANIM
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Man	Gupta	CEO	MMG Foundation
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Marcus	Paul	Project Manager	Buzzi S.p.A.
Evgenya	Pechenkina	manager	besample
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Valerie	Perlowitz	CEO / Founding Partner	IHC
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Leslie	Poole	Independent Consultant	LE-POOLE GROUP

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Elliot	Reiff	CFO	Soteria Battery Innovation Group
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John	Rice	CEO	Chain Gang Labs
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Omer	Saeed	Engagement Manager	Mozn
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Ashish	Sethi	President	Everrenew Energy
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Patrick	Sheehan	Founder	RevelUp Advisors
Yanxin	Shen	Principal Scientist	Altria
Ian	Sheridan	Co-Founder	Vestigo Ventures
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Tess	Sun	Managing Director	
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Aline	Thorner	COO	Sumner Furniture & Design
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CJ	Wallace	Principal	Corpexpert
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Hallie	Williams	Franchise Broker	Right Next Door
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Ricky	Yang	Partner	Cincowel
Steven	Yannaras	Physician	USAP
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Email Skylar Rallison at
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for more information

2023 Calendar

Sept. 28	Oct. 26	Nov. 30
Dec. 20		

2024 Calendar

Jan. 25	Feb. 29	Mar. 28
Apr. 25	May 30	June 27