

Baltimore, MD
March 9, 2023

Big  Idea
CONNECTpreneur
Networking & Pitch
Extravaganza

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

Agenda

Thursday, March 9, 2023

8:00 - 9:15 am - REGISTRATION & NETWORKING

9:15am - 9:30am - WELCOME REMARKS

S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea CONNECTpreneur Forum
ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey Business School

9:30am - 9:40am - TEDCO & MARYLAND VENTURE FUND UPDATE

JACK MINER - Chief Investment Officer, TEDCO

9:40am - 9:50am - MARYLAND TECHNOLOGY COUNCIL UPDATE

KELLY SCHULZ, CEO, Maryland Technology Council

9:50am - 10:25am - INVESTOR PANEL

Moderated by ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey Business School
MAURICE BOISSIERE, Chief Customer Officer, DataTribe
MARK GROVIC - General Partner and Founder, New Markets Venture Partners
KATHERINE HILL RITCHIE, Senior Director - Venture Funds, TEDCO
ANDY MAGLIOCHETTI, Managing Partner, IronGate Capital Advisors

10:25am - 11:00 am - COMPANY SHOWCASE / ROCKET PITCH

Showcase of promising early stage companies. Companies introduced by:

MARK HAAS - CEO, Association for Enterprise Growth

SARA CLASPER - Associate, NEXT, powered by Shulman Rogers

Presenting Companies

ASEELapp - Nasrat Khalid

Flurrent - Vennard Wright

Medwatch - Kelin Kushin

PRIVO - Denise Tayloe

RENDR - AJ Ballatin

Skreens - Marc Todd

VYV - Colleen Costello

11:00am - Noon - NETWORKING and COMPANY EXHIBITS

Speakers



TIEN WONG, CEO, OPUS8, INC.

Tien is Chairman and 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, an international leader in learning analytics, as well as Chairman of Lore Systems, a cloud services provider. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business is one of the world's largest CRM operations, with \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society, Virginia Investment Partnership Investment Advisory Board, Junior Achievement, Association for Enterprise Growth, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million into VC funds and companies. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.

ALEXANDER TRIANTIS, DEAN, JOHNS HOPKINS CAREY BUSINESS SCHOOL

Alex Triantis is dean of the Johns Hopkins Carey Business School. Since becoming dean in 2019, he has led the revision or launch of several programs and initiatives focused on what's next in business. These include Carey's reimagined full-time MBA with emphasis in health, technology, innovation, leadership, and business analytics.

Prior to Carey, Alex was dean of the Robert H. Smith School of Business at the University of Maryland. As a Professor of Finance, his expertise lies in the areas of corporate financial strategy and valuation. He has a PhD from Stanford University, and bachelor's and master's degrees from the University of Toronto. He currently serves as vice chair and chair-elect of the board for AACSB (the Association to Advance Collegiate Schools of Business).



MAURICE BOISSIERE, CHIEF CUSTOMER OFFICER, DATATRIBE

With over 20-years of leadership experience at early-stage venture-backed companies, I've developed a unique set of skills and instincts that I now enjoy using to help founders build their ventures faster. I work at DataTribe, a cybersecurity startup studio that invests in and co-builds startups and I teach Entrepreneurship at the Smith School of Business at the University of Maryland. I also serve on the advisory boards of the Dingman Center for Entrepreneurship at the Smith School and UM Ventures' Maryland Momentum Fund.



SARA CLASPER, ASSOCIATE, NEXT POWERED BY SHULMAN ROGERS

Through the NEXT platform, she typically represents early-stage seed and emerging growth companies and helps position them for success. Sara advises local and national companies on private equity, venture capital transactions, mergers and acquisitions, compliance issues, capital raises, equity compensation and other general corporate matters.

Sara effectively balances efficiency with risk mitigation in her deal transactions. Prior to her work with NEXT, Sara spent 6 years as a persuasive litigator, honing her problem solving and negotiation skills and deepening her understanding of the type of contractual provisions that can eventually lead to disputes. This unique background for a transactional attorney enables her to anticipate the potential hurdles that a business transaction may encounter and foresee the importance and implications of each element of a deal during negotiations.



Speakers



MARC GROVIC, GENERAL PARTNER, NEW MARKETS VENTURE PARTNERS

Mark Grovic has been investing in high growth companies since 1992. Mark founded New Markets Venture Partners in 2003 and has helped build the firm into a US market leader investing in high impact education and workforce companies. Prior to New Markets, Mark was a Portfolio Manager for the Small Enterprise Assistance Funds, a \$200 million managed emerging market venture capital company, Director of Estonia-based Baltic Small Equity Fund, a Co-Founder and Principal of the Templeton Emerging Europe Fund, as Principal of Templeton Direct Advisors, and a Portfolio Manager of Private Equities at the Calvert Group, the US market leader in Socially Responsible Investment. Previously, he was a Professor at the University of Maryland where he has taught a top ranked Private Equity Clinic for 16 years, and also taught classes in ethics and new venture finance. Prior to that, Mark was also an award winning Professor of International Business at Howard University. Mark graduated with Honors from the University of California, Berkeley and received a Juris Doctor from the Georgetown University.



MARK HAAS, CO-FOUNDER / CEO, ASSOCIATION FOR ENTERPRISE GROWTH

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



KATHERINE HILL RITCHIE, SENIOR DIRECTOR, VENTURE FUNDS, TEDCO

Katherine Hill Ritchie has 19 years of finance and investment experience. She founded Private Capital Investments while she was working in Geneva, Switzerland in 2009 when she realized there was a need for personalized investment services for family offices beyond typical brokers, bankers or wealth managers. Katherine has worked internally and as an advisor to 8 family offices, 4 Billionaires, through her firm. She serves as Director and Board Member for Nottingham Spirk Family Office, and her past roles include: Simon Group Holdings, Eden Capital, PEX Global, and Wedge Alternatives. She spent 7 years in Switzerland where she was a Managing Director at Palladio Alternative Research and Senior Analyst and Investment Committee Member for the Saad family office's \$3.5 billion investment portfolio. She is an angel investor, a member of Citrine Angels, and is on the investment committee for University Impact, a social impact VC fund. Katherine is an advisor to several start-ups and focuses on female and diverse founders, technology, medtech, consumer and impact related ventures.



ANDREW MAGLIOCHETTI, MANAGING PARTNER, IRONGATE CAPITAL ADVISORS

Andy Magliochetti is co-founder and Managing Partner of IronGate Capital Advisors, a VC firm focused on early-stage investment in technologies with dual-use applications in national security and the civilian economy. He has 23 years of investment, principal, and advisory experience in the real estate, defense, and technology sectors. Andy was previously a Partner at Maroon Capital Group, a New York-based merchant banking firm, where he focused on the real estate and defense sectors and executed assignments throughout the United States, Asia, and Europe. He serves on multiple non-profit boards, including that of USO Foundation, and serves as an advisor to a number of early-stage companies throughout the United States. Andy earned a BA in Economics from Ohio University, an MS in Finance from Penn State University, an MS in Data Science from Northwestern University, and an MPS in Homeland Security and Defense from Penn State University.

Speakers



JACK MINER, CEO, TEDCO

As TEDCO's Chief Investment Officer, Jack stewards the organization's investment and due diligence processes, leads the Builder, Seed and Maryland Venture Funds, and manages the investment portfolios to maximize financial return and ensure a lasting impact for the State of Maryland. Jack is an experienced entrepreneur, economic development specialist, and subject matter expert for venture-stage technology startups. He successfully partners with R&D teams, strategic investors, and investment colleagues to develop and communicate the vision and launch strategy while optimizing the success of pipeline assets. Jack is adept at vetting companies and teams, evaluating investment strategies, and measuring results. He is focused on designing and implementing corporate venture processes using the most current techniques and trends to attract investors, improve company valuations, and bottom-line return to stakeholders.



KELLY SCHULZ, CEO, MARYLAND TECHNOLOGY COUNCIL, FORMER SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Kelly Schulz is a mother, wife, successful small business owner, and served seven years in Governor Hogan's administration as the Secretary of Labor and Secretary of Commerce. Most recently, as Maryland Secretary of Commerce, Kelly oversaw the state's primary economic development agency. Under Kelly's leadership, the department also served as the largest resource to provide financial assistance to struggling Maryland companies adversely impacted by COVID-19. Kelly was successfully elected to the Maryland House of Delegates, representing Frederick County. As a Delegate, Kelly took her knowledge and experience as a small businesswoman and served on the Economic Matters Committee where she focused on legislation relating to banks and other financial institutions, business occupations and professions, economic development, labor and employment, unemployment insurance, and workers' compensation. Recognized by Governor Hogan for her knowledge and expertise on economic matters, she was appointed as Secretary of the Maryland Department of Labor, Licensing and Regulation in 2015, where she managed nearly 2,000 employees and oversaw an annual budget of \$375 million.



Presenting Companies

ASEELapp - Nasrat Khalid

Flurrent - Vennard Wright

Medwatch - Kelin Kushin

PRIVO - Denise Tayloe

RENDR - AJ Ballatin

Skreens - Marc Todd

VYV - Colleen Costello



Aseel | Buy Good, Do Good

Value Proposition: Aseel is expanding access to the digital economy by providing direct aid to people in humanitarian conditions (Do Good) and empowering artisans to sell their products directly to buyers (Buy Good).

Company Background: ASEEL, Buy Good, Do Good – A global customized digital solutions provider that supports human development through e-commerce while providing crowd and institutional financing for humanitarian relief. Using its proprietary Ferni technology, Aseel designs and leads initiatives, connects people globally and enables them access to new markets and the broader digital economy. ASEEL (adj) means authentic in Farsi, Arabic, Urdu, and Pashto.

Products/Services:

Solution 1: Buy Good, Aseel Handmade enables artisans from underdeveloped and developing countries to sell their products to anyone globally. Aseel successfully created the ASEEL Handmade platform (IOS, Android, Web) and the tools for artisans (Atalan/Enablers (Heroes), Sell with Aseel, Fintech Infrastructure, and Supply chain). 120 Vendors, 840 artisans, and thousands of products transact through Aseel currently. The Aseel Handmade platform is presently being rolled out in Türkiye (Pick-up Country #2) and will be rolled out into two other countries through funding from the Seed round.

Solution 2: Do Good, After the US withdrawal from Afghanistan in August 2021, the Aseel team created a solution to enable the delivery of humanitarian aid to the country. Aseel Do Good (only currently rolled out for Afghanistan) has helped over 250,000 people in the first year. The Do Good initiative consists of food, medical, or other assistance packages that anyone globally can buy for affected people within Afghanistan. The platform (the first of its kind) provides 100% transparency by identifying and providing identification at a beneficiary level using the Omid (Hope) cards. The platform allows people worldwide to create a crowdfunding campaign implemented within the Aseel platform.

Technologies/Special Know-How: Aseel is a technology company and has the below technologies developed to date.

Aseel Platform: Aseel Website, Aseel iOS Mobile App, Aseel Android App. Ferni (Backend), Vendors Campaigns, Heroes Mobile app for deliveries, Hope IDs (identification).

Market: Aseel's Overall Market is currently segmented into two current products:

Buy Good/Handmade Market: 718B USD

Do Good/Humanitarian: Country 1, Afghanistan Yearly Dev Budget: 10B USD, Global ODA Financing: 167B USD Charities: 500B USD Philanthropies: \$150B~

Int'l Development Agencies (Grants, Contracts, Cooperative Agreements): 270B USD.

Competition: Aseel's competition is segmented with two current products; however, our market focuses on the Global South.

Buy Good/Handmade Market: Etsy, Amazon Handmade, Powered by People

Do Good/Humanitarian: GoFundMe, Indiegogo, Classy, and Kickstarter

Revenue Model: Aseel's model covers three aspects (D2C, B2B, and B2G) in both solution areas.

Buy Good/Handmade Market: 15% commission on each e-commerce sale from all countries.

Do Good/Humanitarian: 16% commission on each package/campaign deployment.

B2G, foundations and philanthropies: Expand clients (Current: USAID, Multilaterals, and Charities).

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025	2026	2027
Gross Revenue (Do Good & Buy Good)	\$280,000	\$1,497,370	\$16,700,370	\$72,497,400	\$122,200,400	\$220,000,100	\$243,000,000

Company Name: Aseel Technology Corporation

Headquarters: 2800 South Fern Street, Arlington, VA, 22202

Incorporation: Delaware C Corp

Phone: 2022997136

Email: Nkhalid@aseelapp.com

Website: Aseelapp.com

Industry: Marketplaces, Impact

Number of Employees: 47

Leadership Team: Our experienced leadership team has 130 years of total experience.

CEO: Nasrat Khalid, Ex-world bank, UN, Recipient of Andrew Rice Award in International Dev.

CMO: Hailey Barry, Ex-Deloitte, 15 years of Marketing Experience.

CTO: Zubair Khalid, Ex-SWIFT, 10 years' experience building.

Coverage: [Time Magazine](#), [NPR](#), [AI Jazeera](#), [BBC](#), [PBS](#) and so on.

Current Institutional Funders: USAID, Charities and a Foundation.

Net Expenditure TD: 500K USD Net

Revenue TD: 2M USD

Amount of Financing Sought: 4.7M USD (Seed Round)

Use of Funds: Product Development/Rollout, Markets expansion.



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Vennard Wright, Founder & CEO
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vwright@wavewelcome.com

Industry
IT Professional Services

Certifications
MDOT MBE
CRMSDC MBE
Prince George’s, MD MBE
State of PA MBE
Maryland SBR
Federal SDB

Number of Employees
10 (5 W-2, 5 1099)

Leadership Team Names
Vennard Wright, CEO
Stacey Chisholm, VP of Ops
Sam Smith, Customer Success
Mgr.

Legal Firm
Shulman Rogers

Accounting Firm
Zacharin Consulting

Amount of Investment Round
\$2M

Use of Funds
Marketing & Sales
Product Development
Operations

CORPORATE OVERVIEW

Company Background: Wave Welcome is a one-step technology provider who partners with organizations to deliver digital transformation, IT modernization, cyber risk compliance, and strategic planning services for realizing increased efficiency through the practical application of data analytics, technology, automation, process improvement and people-centric solutions.

Products/Services: Small to medium sized organizations (SMO) are oftentimes overlooked in favor of enterprise level customers who are perceived to be more lucrative. There are more than 32M small businesses in the US. This is further complicated by the fact that most SMBs don’t have to money, time, or expertise to adequately service their needs. Wave Welcome addresses these gaps by proving executive level services to organizations that typically don’t have access.

Technologies/Special Know-How: To automate the social media marketing process, Wave Welcome has developed a platform that provides centralized, self-service online access to digital marketing services that SMOs require to increase brand awareness.

Market: According to the Small Business Administration, there are more than 32 million small businesses in the US. This number and the serviceable market are increasing exponentially every year.

Distribution Channels: We work directly with government, nonprofit organizations, universities, and commercial clients to deliver our IT consulting and support services. We are also partners with Microsoft, Comcast, and other industry leaders.

Competition: There are other firms in the Washington, DC region, such as Hartman Executive Advisors, that offer similar services. What separates Wave Welcome is that we aim to offer the same level of services at a lower cost. We also offer the full lifecycle of services to include IT and cybersecurity managed services.

Leadership Team: Wave Welcome is led by Vennard Wright who served as CTO for EDS, Director of Technology for Hillary Clinton, CIO for Prince George’s County, MD, CIO for WSSC Water, and CIO for Iron Bow Technologies.

FIVE YEAR FINANCIALS

	Year 1	Year 2	Year 3
Revenue	2,000	237,000	900,000



Company Background

MedWatch Technologies, Inc. is a medical device and SaaS manufacturer that is developing a Non-Invasive Continuous Glucose Monitoring (CGM) device and health management platform. The founders are experienced and successful entrepreneurs, business growth professionals, and medical device executives skilled in developing wearable monitoring technology. Founders and Advisors include esteemed 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, creates AI-based health information platforms including the use of wearable sensors.

Sam Zaidspiner, COO, has successfully launched dozens of products and medical devices. In the past decade, he developed, launched, and scaled all operations for a class 2 medical device that has sold over 3,000,000 units.

Jared Jones, PhD, Director of Research, was previously Research Director at UnitedHealth Group and led foundational research into innovative diabetes treatments.

Dr. Kevin Kapov was co-investigator on diabetes-related clinical trials and implemented a large-scale CGM treatment program.

Dr. Geraldine Cunniffe-Conlon, MD, MSc and MBA, an ophthalmic surgeon and KOL internationally experienced with R&D and Data Science for Medical and Digital Health technologies.

Mark Cullivan, CFO, has 25 years corporate management experience including CFO of an AMEX listed company.

Quick Facts

Company Name
MedWatch Technologies, Inc.

Contact
Mike Moore, CEO
Info@medwatchtech.com

Locations
Atlanta, GA
Edmonton, AB
Las Vegas, NV
San Diego, CA

Market Size

There are currently 133 million people with diabetes and pre-diabetes in the US alone. Treatment costs are approaching 1 trillion USD and are projected to grow by 20% by 2030 and by 46% by 2045.

Technologies / Special Know-How

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

Problem

Living with diabetes requires measuring glucose levels many times a day. The standard of care has been piercing the skin and measuring it with a glucose meter (glucometer). This is painful, inconvenient, potentially debilitating, and expensive which leads to poor compliance and significant health consequences.

Competition / Current Solutions

Glucometers require piercing the skin to obtain a blood sample. There are two leading wearable Continuous Glucose Monitors on the market- Dexcom's G6 and the FreeStyle Libre from Abbott Labs. The G6 and Libre use a sensor inserted under the skin to measure interstitial glucose levels every 5 minutes. Patches must be replaced every 10 – 14 days, and these patches cost hundreds of dollars per month.

Our Solution

MedWatch Technologies will lead a new market category of non-invasive CGMs with a sensor that simply sits on the skin and non-invasively measures glucose concentration. Every few minutes, MedWatch will report glucose concentration on its cloud-based multi-sensor platform. The patient and doctor can see a continuous correlation between behavior, eating, sleeping, and glucose readings. This platform will support other MedWatch Technology sensors and monitoring applications to provide patients, their medical providers, family, and friends with actionable health data that is comfortable, pain-free, convenient, and affordable.

Financial Projections from Launch

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Revenue	\$550K	\$46MM	\$147MM	\$294MM	\$537MM	\$1,134MM
EBITDA	\$(380K)	\$20MM	\$97MM	\$193MM	\$317MM	\$735MM

Website

medwatchtech.com

Industry

Health & Wellness

Domain

Medical Device / SaaS Health Platform

Patent Estate

Patents Pending: Blood Glucose Estimation
Exclusive Patent License: Wearable Health Monitors & Methods of Monitoring Health

Law Firms

O&A
Kilpatrick Townsend & Stockton Snell & Wilmer

Bank

Silicon Valley Bank

Disclaimer: The information contained in this Executive Summary does not constitute an offer to sell or solicitation of an offer to buy any securities. No information contained herein should be relied upon as a representation or warranty as to any matter from MedWatch Technologies, Inc., and no liability shall attach to MedWatch Technologies, Inc. as a result of such information. This Executive Summary is provided for informational purposes only, and is subject to updating, amendment, and more complete disclosures.*

Management

Denise Tayloe, CEO
 Paul Trevithick, CTO
 Claire Quinn, CPO
 Thorn Tayloe, VP/Engineering
 Shauna Leff, VP/Marketing
 Jodell Seagrave, VP/Strategic Initiatives

Industry

Digital Identity, Consent Management &
 Privacy Compliance

Team Size

28

Bank

Wells Fargo

Auditor

Selection Underway

Law Firm

Pillsbury Winthrop Shaw Pittman LLP

Amount of Financing Sought

Final \$300k of \$1M Bridge

Current Investors

Private High Net Worth

Use of Funds

Accelerate **age aware**™ launch
 Automate Trustmark Solutions
 Double Revenues & Expand Pipeline

Business Description: Across the planet there are two billion children under the age of 18 and one in 3 Internet users is a minor. Each attempt by one of those children and teens to access a website, app, or digital service with their mobile phone, tablet, or other digital device presents a commercial opportunity for PRIVO. PRIVO software and expertise solve global pain points for large enterprise and consumer brand companies who must comply with complex and expanding minors' digital privacy laws and industry self-regulations. The risks are high for companies as even inadvertent mishandling of minors' data can trigger substantial fines and create lasting reputational damage.

PRIVO's Privacy Tech platform ensures that companies maximize their digital business operations while adhering to relevant regulations. PRIVO's business model includes subscription based trustmark and managed services, delivering digital identity, consent management and privacy compliance *as-a-service*. The company currently has ninety-five customers, including fifteen implementations of PRIVO technology solutions.

Company Background: PRIVO was founded in 2001 and is considered a leading authority in minors' digital privacy. The company was initially funded by the founder and angel investors. More recently, PRIVO has covered the company's operations with revenue and modest debt. This round is a bridge to PRIVO's first institutional financing. The company has circled approximately \$700k of the bridge from a digital identity venture firm and experienced identity executives, and now seeks to close the remaining \$300k. PRIVO is targeting a \$5M minimum institutional round to close in Q3 2023.

Management: PRIVO team members are technology innovators with deep operating experience across digital businesses engaging minors and families, in media, advertising, online communities, gaming, education and more. The PRIVO team's intense understanding of customer needs is a strong foundation for successfully scaling revenue and maintaining exceptionally high customer retention rates.

Products/Services: PRIVO is the ONLY of six FTC authorized COPPA Safe Harbors to also provide compliant, configurable software solutions. In September 2023, PRIVO will expand its robust, privacy tech solutions suite with the activation of a proprietary, global

minors privacy signal service. This launch will bring a transformative solution to a previously unsolved problem; knowing whether a user attempting access to a service is an adult or a child. PRIVO's newest services, "like Ring for digital doors", will enable providers to be "age aware" for the first time in history.

Technologies/Special Know-how: Supporting its identity and age aware solutions, PRIVO holds several issued patents regarding device tracking and data privacy, creating licensing and partnership opportunities with IoT and device manufacturers, and leading players in the identity and age verification markets.

Market: PRIVO solutions solves a major pain point for global consumer brands with products and services designed to *engage* with children and teens. Use Case 1: Let Kids In, e.g., gaming, education, entertainment. And, for companies required to *block* minors' access; Use Case 2: Keep Kids Out, e.g., gambling, pornography, advertising, etc. PRIVO solutions also support engaging or blocking youth for industries with additional specialized privacy and security concerns that extend beyond minors' privacy, including health care, fintech and edtech. PRIVO has identified a TAM of \$52.3B. With additional projected leverage from permissioned minors' data, the company expects revenues to exceed \$100M by Y/E '2027.

Distribution Channels: PRIVO's success will heavily leverage channel partnerships and high-profile marketplaces with leading companies in enterprise customer identity and access management, as well as prioritizing sales and business development focus within the company's identified top ten target verticals, e.g., gaming, entertainment, toys, health care, education and more.

Competition: In the past, PRIVO's primary competition has been selling against the status quo, in which companies turn a blind eye toward minors' data privacy compliance. This is rapidly changing, due to aggressive multi-state, federal and international legislation (e.g. COPPA 2.0, Children's Code, CA AADC, KOSA) coupled with increasing media, legislative and consumer pressure on regulators and policy makers, high profile fines, and mounting evidence that trust drives long-term growth.

	2022	2023	2024	2025	2026
Revenue	\$2.34M	\$4.10M	\$12.30M	\$36.91M	\$73.82M
EBITDA	(\$83.42k)	(\$1.13M)	\$1.76M	\$14.68M	\$37.15M

Planned asset acquisitions and R&D investments will reduce EBITDA in 2024 - 2026



WHAT IS RENDER?

RENDER is a remote engagement tool built to save contractors time and money by streamlining the first step in the renovation process simply and accurately.

RENDER will allow contractors to bid on jobs remotely by inviting homeowners to self-measure their space. Contractors can invite homeowners to scan-to-measure, and the smooth app process generates a floorplan in seconds, within an inch* of exact measurement.

Born from necessity RENDER is the first remote engagement tool for home improvement professionals.

OBJECTIVE

To successfully introduce and integrate a remote engagement strategy to the \$497.1B home remodeling industry.

MARKET

The RENDER GTM strategy focuses on the B2B remodeling marketplace, specifically general contractors: 500,000+ Home Improvement Professionals and 100M+ Annual Home Improvement Projects.

Already with a patent pending, RENDER is a mobile app built by professional contractors, for professional contractors.

Within the \$497.1B U.S. remodeling market (TAM), the serviceable market for RENDER presents a \$4.7B opportunity.

LEADERSHIP TEAM



A.J. BALLANTINE
Founder / CEO



JIM KILLORIN
Co-Founder / COO



JOE VALERI
Advisor / CTO

For investment opportunities or for additional information, please contact:

A.J. Ballantine

P. 301.401.9177

E. aj@render.com

W. render.com

WHERE WE STAND

On November 8, 2022, RENDER launched a full-featured product limited to ~50 exclusive users.

Previous Success in Funding

- Raised \$400K in a Pre-Seed Raise

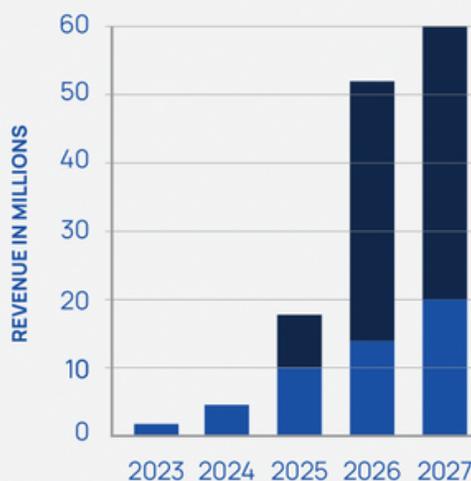
Currently Raising \$2M

- 3-year Convertible Note
- 7% Interest
- \$10M Cap

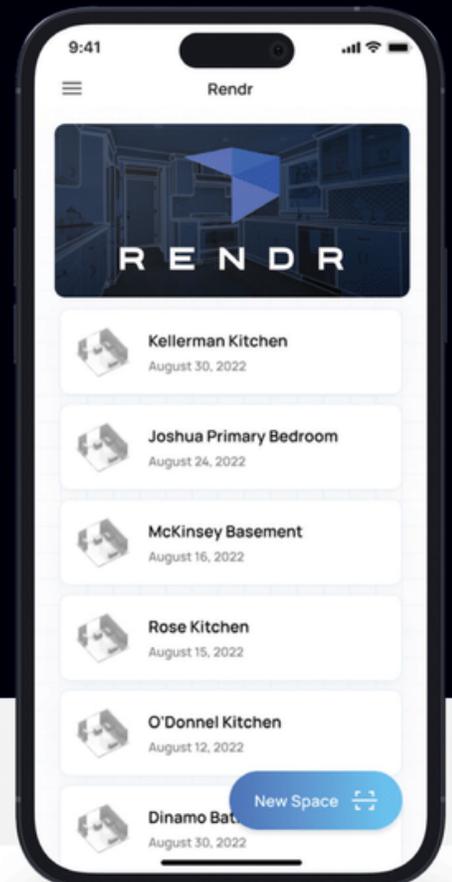
Use of Funds:

- Enhance Product Features
- Key Hires
- Marketing

REVENUE PROJECTIONS



- Subscription Income (ARR)
- Lead Generation Income



*Estimate based on sample set.



Skreens is a live cloud video platform enabling a paradigm shift for interactive, ultra-low latency, personalized viewing experiences. With the platform, live video production and distribution becomes enormously more scalable and economical. The ground-breaking technology enables new disruptive revenue opportunities for content owners based on its ability to deliver live, real-time, interactive, and hyper personalized viewing experiences.

By 2024, **the addressable global video streaming market will be over \$100B.**

Skreens is the only cloud technology that is purpose built to enable a reimagined viewing experience for both mobile and more importantly, the big screen, enabling use cases like in-game betting, personal watch parties, highly targeted advertising on TVs, stats, experiences for each viewer as a premium offering, virtual set top boxes for MSOs, etc.

The company has deep IP and 9 patents

underlying its cloud platform and was founded by a serial entrepreneur who has successfully exited 2 prior companies in semiconductor and video technology (both acquired by larger players in their respective markets).



Skreens live streaming video with mobile real-time controller

(Live demos are available)

Semiconductor company **AMD has invested \$7M in seed funding and will own 17.5% of equity** after our Q1 2023 bridge round. The company left stealth mode in April 2022. A lead customer is one of the largest live broadcasters (\$225k ARR) and has been deployed on the Skreens' platform for over a year. The company has also recently completed a trial with a major US sports league with part of their production team.

Commercial traction is strong. The technology is highly differentiated and relevant to live broadcasters. Skreens anticipated a fundamental paradigm shift in video production, distribution and viewing experience over 5+ years ago and has steadily built patents and technology to take advantage of it. It is positioned to be the disruption to enable the ecosystem to make this transition and create a new level of viewer experiences on top of its platform - becoming **"The Twilio of Video"**.

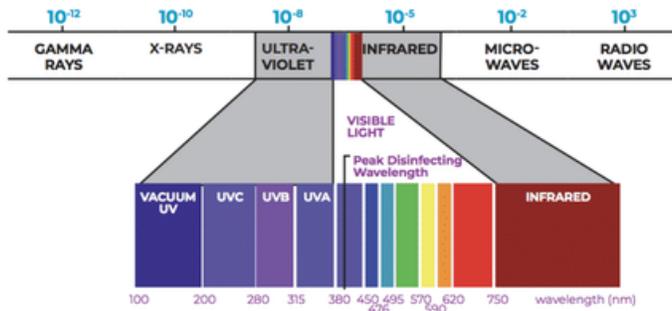
Skreens is currently in discussions with **Twitch (AWS), AMD and Cox** for use of our platform as a virtual set top box. Skreens is also doing a number of live sports trials with two of the largest three US sports leagues, including paid-for trials throughout the upcoming season with one of them. Beyond that, we are receiving **many partnership requests**, including from traditional middleware players in the video production ecosystem. These players realize they are lagging Skreens in cloud and software capabilities and could become customers and channels for Skreens. The company plans a larger **Series A round in H2 2023.**



Bright solutions for a cleaner world.

Vyv's patented antimicrobial lighting technology is non-UV, chemical-free, and unlike other disinfection tools, designed for continuous use even when people are present.

Our visible spectrum LED light simultaneously provides high-quality illumination and always-on protection where people live, work and play. Built to continuously reduce microbial growth and keep occupied indoor environments and surfaces clean, Vyv technology has been rigorously tested and proven effective at killing viruses, bacteria and mold in residential and commercial settings.



UV Light occurs from 100-380nm. Visible Light occurs from 380-750nm.

Why Vyv?

- Prevents microbial growth and regrowth with proven results, for MRSA, *E.coli*, *Strep*, *Listeria*, mold and the virus that causes Covid-19.
- Continuously kills* germs without human interaction. Reduces the frequency of intermittent cleaning and need for harsh cleaning chemicals.
- Unlike UV, our patented technology will not degrade surrounding materials, and is safe for use around people (no restrictions on use).
- Vyv is a proven technology – in use by top consumer brands, including Broan-NuTone, Dorel Juvenile Safety 1st, Delta Air Lines, and many others.

Healthcare



Vyv combats clinically relevant organisms in critical spaces such as operating rooms and trauma bays.

Residential Germicidal Lights



Recessed kitchen and bathroom downlighting combats microbes on surfaces.

Residential Bathroom Ventilation



Standard feature in new builds to deliver Clean Home Technology.

Select Vyv Clients

*Testing on a non-enveloped virus (MS2 bacteriophage) showed a 97.12% reduction in controlled laboratory testing in 8 hours on hard surfaces. Testing on SARS-CoV-2 (enveloped virus) showed a 96.76% reduction in controlled laboratory testing in 8 hours on hard surfaces. Testing on MRSA and E. coli showed 90%+ reduction in controlled laboratory testing in 24 hours on hard surfaces. Results may vary based on the amount of light that reaches the surfaces where the product is installed and the length of exposure. Use of Vyv antimicrobial light is not intended to replace manual cleaning and disinfection practices.

March 9 Attendees

As of 03 08 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur and Opus8, Inc.
Alexander	Triantis	Dean	Johns Hopkins Carey Business School
Jack	Miner	Chief Investment Officer	TEDCO
Kelly	Schulz	CEO	Maryland Technology Council
Maurice	Boissiere	Chief Customer Officer	Datatribe
Mark	Grovic	General Partner and Founder	New Markets Venture Partners
Katherine	Hill Ritchie	Senior Director, Venture Funds	TEDCO
Andy	Magliochetti	Managing Partner	IronGate Capital Advisors
Mark	Haas	CEO	Association for Enterprise Growth
Sara	Clasper	Associate	NEXT, powered by Shulman Rogers

PRESENTERS

First Name	Last Name	Title	Company
Vennard	Wright	President/CEO	Flurrent
Kelin	Kushin	Chief of Staff	Medwatch
AJ	Ballatin	Founder & CEO	Rendr
Marc	Todd	Co-Founder/CEO	Skreens
Nasrat	Khalid	CEO	ASEELapp
Colleen	Costello	CEO & Co-Founder	VYV
Denise	Tayloe	CEO	PRIVO

ATTENDEES

First Name	Last Name	Title	Company
Jawad	Abdi	Growth Lead	ASEELapp
Austin	Abell	CEO	AboundUp
John	Aggrey	Chairman & CEO	The Unicorn Group
Zayeed	Akhter		Johns Hopkins Carey Business School
Mohammad	AL-Abbadi	Founder and CEO	Kaebox, LLC
Yazeed	Al-Katteb	Principal	HopStone Capital
Josh	Ambrose	Director of Student Ventures	JHTV
Aryan	Anand		Johns Hopkins Carey Business School
Pooja	Anandpara		Johns Hopkins Carey Business School
Solomon	Assad	Seed Fund Manager	TEDCO
Marco	Avila	President / Chairman	Maryland Hispanic Chamber of Commerce
Lawrence	Baird	CPO / Investor	7 Mindsets, Inc.
Donna	Balinkie	President	Firedrive Marketing Grou
Craig	Bandes	CEO	Pixelligent
Adam	Beck	Director - Digital Health, Innovation	LifeBridge Health
Shashi	Bellamkonda	Principal Research Dir.	Info-Tech Research Group
Annie	Bender	Board Advisor	Levlz
Brad	Bergersen	CEO	Alexanders Grace
Jake	Bibik	Sr. Scientist	MelaTech, LLC
Ted	Bosse	Financial Services Professional	New York Life
James	Brinkley	CEO	IPGen
Patrick	Bryant	Co-Founder	CODE+/TRUST
Patrick	Burke	Senior Director	Amarex Clinical Research
Craig	Burris	President	Dealer People Cloud
Julia	Catura	Financial Services Professional	New York Life
Jack	Cavanaugh	Partner	Brown Advisory
Gerard	Charlot	CEO	Idhini
Xinyi	Chen		Johns Hopkins Carey Business School
Keyi	Chen		Johns Hopkins Carey Business School
Jason	Cheng	Partner	HopStone Capital
Jeff	Cherry	Managing General Partner	Conscious Venture Partners
Mengting	Chu		Johns Hopkins Carey Business School
Matthew	Cimino	Manager, Business Development	Maryland Dept. of Commerce
Joesph	Clayborne	Entrepreneur	
Katie	Cleasby	CEO	Recspert

Jacquie	Cohen Roth	Founder/CEO	CannabizMD
Deborah	Cole	Marketing Manager	Amarex Clinical Research
Bill	Collins	Vice Chairman	NAS Labs
Shannon	Collins	COO	Lightwork Publishing
Christine	Collins	Senior Director of Strategic Communications	Johns Hopkins Carey Business School
Susan	Coots	Financial Services Professional	New York Life
Radames	Cordero	CEO and Co-founder	MelaTech, LLC
Tasha	Cornish	Executive Director	Cybersecurity Association of MD
Judy	Costello	Office of County Exec.	Montgomery County Govt.
Marjie	Cota	Director of Entrepreneurial Services	bwtech @ UMBC
Branden	Crouch	Investor	Savano Capital Partners
Wendy	Crowley	Assistant Director of Student Engagement	Johns Hopkins Carey Business School
John	Curry	Founder	Parman Tech
Dee	Cutler	CEO	Tri-IT Solutions
Gina	Dauberman	Paralegal	Shulman Rogers
JP	DeGross	CRO	Volo Technologies
Hector	Del Castillo	Chief Product Officer	Byond LLC
Brian	DeMuth	Co-Founder and General Partner	Riphean Investments.
Kate	DeNatale		Johns Hopkins Carey Business School
Jennifer	Deng		
Devina	Desai	CEO	Kinometrix
Doug	Donegan	President - CEO	Storage Strategies Inc
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Nancy	Duan	Investor	
Mayumi	Eiraku		Johns Hopkins Carey Business School
Mark	Esposito	Client Relationship Exec.	EY
Idong	Essiet-Gibson	Principal	The Idyeas Group
Herb	Ezrin	CEO	Potomac Business Group
James	Faison	Partner	Faison Law Group LLC
Henry	Fawell	CEO	Campfire Communications
Zachary	Feldman	CEO	Volo Technologies
Alex	Ferguson	CEO / Investor	Kaang, Inc.
Keith	Fisher	Managing Director	G-Squared Partners, LLC
Justin	Fong	CEO	Hue.ai
Peter	Frank	SVP	Amarex Clinical Research
Chuck	Franklin	Vice President	USI
Natasha	Fray		Johns Hopkins Carey Business School
Lisa	Friedlander	Marketing and Business Development	NEXT powered by Shulman Rogers
Chris	Galloway	Advisor	Tigress Financial
Dereese	Getnet	CEO	Simmbion
Jameson	Gibbons	Ventures Analyst	Mindgrub Ventures
James	Gibbons	Founder/Wealth Manager	Alpha Pointe Capital
Hillel	Glazer	CEO	Entinex, Inc.
Dev	Goyal		Johns Hopkins Carey Business School
Chandi	Gracey		Johns Hopkins Carey Business School
Teddy	Gresser	Investment Analyst	TEDCO
Stephen	Gulliford	COO	JustBard Technologies
Ajay	Gupta	Founder & CEO	healthsolutionsresearch
Cassy	Haber	Associate Director, Marketing & Communications	TEDCO
Mahsin	Habib MD	CEO	Next Health Inc
Hunter	Haines	Associate Attorney	NEXT powered by Shulman Rogers
Celeste	Harrison		Johns Hopkins Carey Business School
Arbaaz	Hashmy		Johns Hopkins Carey Business School
Sofia	Haskelson		Johns Hopkins Carey Business School
Chris	Haug	CEO	360° Venture Management Group
Chris	Havener	President, Americas	Richmond Liquidity Management
Steve	Hiegel	President	JustCollegeFootball/Basketball
Joy	Hoffman	VMS Project Manager	Maryland Tech Council
Dr. Lewis	Hofmann	Advisor	The Pinea Group, LLC
Shuxian	Hua		Johns Hopkins Carey Business School
Arafat	Kabir		Johns Hopkins Carey Business School
Dhruv	Kacker		Johns Hopkins Carey Business School
Marcel	Kaminstein	Sr. Mgr., International	BIO
Ethan	Kazi	CEO	Canton Group
Mehaque	Kohli		Johns Hopkins Carey Business School
Kevin	Kubit	Chief Operating Officer	Creative Engineering, LLC

Vijay	Lakshman	Managing Director	Mindgrub Ventures
Alfred	Landik		Johns Hopkins Carey Business School
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Matthew	Lee	CEO	FastTech
Bruce Wayne	Lichorowic	President & CEO	Galen Robotics
Jim	Liew	President	SoKat Consulting
John	Lindenmuth	Client Relationship Exec	Cohn Reznick
Eugene	Liu	CEO	VTRY Inc.
Brad	Love	President	Kang Capital
Stephen	Luttrell	Partner	Whiteford, Taylor & Preston
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Sunita	Mahtabfar	Advisory Board Member	Kaebox, LLC
Karina	Mandel	Business Attraction	Baltimore Development Corp.
Todd	Marks	Founder & CEO	Mindgrub
Dave	Maxfield	CEO	NAS Labs
Brian	Meritt	Managing Director	Global Deployment Partners
Anthony	Millin	Founder & Chair	NEXT powered by Shulman Rogers
Mahdi	Moeini		Outsider24
Kay	Mok	Senior Partner	Gobi Ventures
Matt	Moran	VP of Finance	DataTribe
Rodger	Moss	Partner	Brown Rudnick, LLP
Jeffrey	Mund	Co-Founder	MCVC Partners
Tets	Nagamoto	Advisor	Kyoto University Innovation Capital
Charles	Nahabedian	CEO	VK Digital Health
Laura	Neuman	Venture Partner	NextGen Venture Partners
Michelle	Nguyen	CEO	Timely Partner
Thuylinh	Nguyen	CEO	Karter Schools
Doug	Nguyen	Founder	GigMarket.com
Bryan	Nicholson	President	NeuroIntact
Steen	Nissen	CEO	Conarium Bioworks Inc.
Brian	Ogle	Senior Manager	RSM
Marvellous	Olubela		Johns Hopkins Carey Business School
Ramin	Omerpoor	Growth Assistant	ASEELapp
Joe	O'Rourke	Banker	J.P. Morgan
Jeanette	Ortegon	CEO	Waverly Technology LLC
Terri	Orts	VP Operations	Karter Schools
Andrea	Pais	CEO	Novel Microdevices
Rohan	Pais	Co-Founder	Novel Microdevices
Julia	Pak		Johns Hopkins Carey Business School
Jean-Luc	Park	Sr. Dir., Social Impact Funds	TEDCO
Ashley	Parmentier	Executive Director	Alexanders Grace
Jill	Pecon-Slattery	Founder and CEO	Cornerstone Genomics Inc.
Yuqian	Peng		Johns Hopkins Carey Business School
Steve	Pennington	VP, Tech & Innovation	Maryland Tech Council
James	Peterson	VP	M&T Bank
Pramod	Raheja	CEO	Airgility
Nyna	Ramamurthy	Growth Specialist	ASEELapp
Aishwarya	Rao		Johns Hopkins Carey Business School
Allyson	Redpath	Director, Entrepreneurship	Maryland Department of Commerce
Maria	Riadova		Johns Hopkins Carey Business School
Norman	Rogers	CEO	Kno
Mike	Rolfes	VP of Sales - IT	1RIVET
Chris	Ross	Managing Director	Truist Financial
Oleg	Russo		Johns Hopkins Carey Business School
Andrew	Sachs	CEO/Founder	Nobel Learning
Rosemarie	Savino	COO	AEG
Edwin	Schmierer	COO & Co-founder	Rotational Labs
Curt	Schwab	CEO	Celerity
Rachel	Shapiro	Principal	HopStone Capital
Tim	Sharkey	Regional Sales Director	VYV
Taijasi	Sharma		Johns Hopkins Carey Business School
Paul	Shim	President	Magicsoft Corporation
Leana	Silverberg		Johns Hopkins Carey Business School
George	Spears	CEO	Atero
Harshita	Srinivasan		Johns Hopkins Carey Business School
Chris	Steele	Director	US Army Medical R&D Command

Scott	Szeliga	Office Managing Partner	Cohn Reznick
Jem	Tacadena		Johns Hopkins Carey Business School
Sravasti	Talukdar	Managing Partner	SB Ventures Partners LLC
Jack	Taormino		EVP, CC&A Strategic Media
Ash	Tarran-Jones	Business Development Director	BDO
Jose	Teixeira	Professor	University of Maryland
Wade	Tetsuka	President	U.S. TRANSACTIONS CORP
Chelsea	Thomas		Johns Hopkins Carey Business School
Deb	Tillett	CEO	D. Tillett Consulting
Dhruti	Vadodaria		Johns Hopkins Carey Business School
Evandro	Valente	CTO	Airgility
Jun	Wang	CEO	Phycin
Joseph	Weaver	President	GLOBAL DESIGN INTERACTIVE
Barry	Weinbaum	Financial Services Professional	New York Life
Isabel	Wen	Manager, E3	TEDCO
Jordan	Weymouth	Founder	Levlz
Mike	Wolk	Principal Consultant	Expense Reduction Analysts
Humayun	Zadran	ASEEL Advisor	ASEELapp
Carrie	Zhang	CEO	Markeny

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TEDCO

TEDCO is Maryland's leading source of funding for early-stage, technology-based businesses. Our mission is to enhance economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Over the last 24 years, TEDCO has provided significant value to the state's start-up community by supporting over 10,400 Maryland jobs and generating more than \$2.3 billion in statewide economic activity as of 2021. Learn more by visiting us at tedcomd.com.



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ANTHONY MILLIN, NEXT CHAIR AND PARTNER, NEXT powered by SHULMAN ROGERS

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. "Anthony has had a tremendous impact on the success of my company since we were in the startup phase," says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. "He has not only provided sound and creative legal support but has also served as a key business advisor throughout the growth of my company." Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients.



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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.

Our Partners

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. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and agility. His consulting includes leadership training for Tanzanian energy executives, developing curricula to train consultants in 40 countries for an international bank, crafting strategy and innovative business models for a \$120 million nonprofit, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



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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.



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Thank you to our Host Committee!



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Jeff Cherry
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Tasha Cornish
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Cybersecurity
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Chris Haug
CEO
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Managing Director
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Pramod Raheja
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Truist Financial

Thank you to our Prep Team!



MALI PHONPADITH
CEO
SOAR Community
Network



INES LEBOW
CEO
Enterprise Transformation
Solutions



JACKIE LUO
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TCV Growth Partners



EVAN SHUBIN
Pres. and Founder
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Upcoming Events

2023 IN-PERSON

April 20, 2023
D.C.

2023 VIRTUAL

March 30
April 27

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