

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

**VIRTUAL ROCKET PITCH  
+ POWER NETWORKING**

**September 28, 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**

**11:15-12:25pm | ROCKET PITCH SESSION Companies will be  
introduced by:**

**- MARK HAAS, CEO, AEG**

**- HUNTER HAINES, Associate, NEXT powered by Shulman  
Rogers**

**12:25-1:00pm | BREAKOUT ROOMS & NETWORKING**

**(Breakout rooms hosted by presenting companies)**

**1:00-2:00 pm - MASTER CLASS: "Fueling Startup Success:  
Supercharge your marketing to crush Q4 and hit the  
ground running in 2024"**

**September 28, 2023**

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# SPEAKERS



**TIEN WONG, CEO, OPUS8, INC. @tienwong**

Tien is CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, a leader in corporate tech training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with nearly \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest-growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

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

# PRESENTING COMPANIES

**Caring Closures International -  
Milton Cohen, President and CEO**

**Coagulation Sciences -  
Sheldon Goldstein, CEO**

**CommerceBlitz -  
Hugh Sinclair, CEO**

**Everix Optical Filters -  
Hooman Banaei, CEO and Co-Founder**

**Inhalio, Inc. -  
Keith Kelsen, CEO**

**JuneBrain -  
Dr. Samantha Scott, Founder and CEO**

**TAGFI -  
Sheila Malhotra, Founder and CEO**

**Company Details**

>200 Customers  
9 Employees and 5 Contractors  
2023E | 2024 Revenue: \$524k | \$1.2M

**Traction Since '21 Healthcare Launch**

50% Quarterly Customer Growth  
3x & 4x Rev Growth in '22A & '23E  
>80% of 2023E Rev Sold or Awarded as of Jul

**Distribution Partners**



**Recognition & Selected Media**

NACCHO Best Practice Designation 2023  
Colorado INNO Award 2022  
Most Fundable Companies 2021  
Colorado Company to Watch 2020  
NACDS (Pharmacy) Innovation 2017



**Clinical Studies (Org, Results Timing)**

Multicounty OH (Union Cty DoH - Complete)  
State University of NY (SUNY - '23)  
OH Statewide (Bloomberg School - '24)  
Indian Health Service (Bloomberg/CDC - '24)  
Medicare & Medicaid (Mountain Pacific - '24)

**Competitive Advantages**

10x Manufacturing Cost Advantage  
6x Workflow Cost Advantage  
12 Issued and 1 Pending Patents

**Investment Highlights**

14B Unit Annual Market Potential  
\$6B Total Global Revenue Opportunity  
3x & 4x Revenue Growth Pre-Reimbursement  
Reimbursement Accelerator in '23-'24  
Established Scaling Plan  
Unassailable IP Portfolio  
(12 Issued Patents with Global Coverage)  
Category-Killer Cost Advantages  
Proven Management Team

**Fundraising & Investors**

\$8M Raised Since COVID Restructuring  
Investors include healthcare & pharmacy sector execs, family offices, impact funds, and YPO colleagues and prior investors of CEO

*\$500 - \$750K left in \$3M Convertible Note/SAFE (oversubscription expected)*

*Seeking mission-aligned family office for upcoming larger round*

**Caring Closures International Overview**

With its patented platform technology in access control, Caring Closures (CCI) is transforming public health and consumer product safety by modernizing one of the most successful interventions in global public health history. Starting in the US prescription vial market, the Company's initial Safe Rx® locking prescription vial (LPV) product line closes a perilous gap in the security of the controlled substance supply chain that has been a major contributor to the opioid epidemic.

**Initial Safe Rx Locking Vial Product Line**

**Problem: Pilfering Diversion and Resulting Excess Costs of Care**

- Controlled substance security is regulated and audited by the DEA through the entire supply chain, until dispensed for patient use by the pharmacy into simple child-resistant vials
- The lack of security beyond the pharmacy counter enabled pilfering (sneaking a few pills at a time) to become a leading source of diversion in multiple household and institutional settings, and the #1 source for teen drug misuse and initiation in the country since 2012

**The US healthcare system incurs excess treatment cost of \$3 billion annually due to pilfering**

**Safe Rx Solution: Impact & Health Economics**

CCI's Safe Rx® locking prescription vial (LPV®) line is sold to over 200 customers in multiple pharmacy and healthcare verticals for use in pharmacy dispensing and patient medication safety. LPVs extend controlled substance security beyond the pharmacy counter and are clinically proven to eliminate pilfering, with 100% reductions in missing medication.



Pre- insurance reimbursement, the product line revenue grew 3x in 2022 and is on pace for 4x growth in 2023, with state Medicaid coverage expected to start and expand in 2024, catalyzing a significant acceleration in growth, and generating improved outcomes and substantial system cost savings:

- 21M teens and young adults prevented from initiating abuse over 10 years
- Compelling stakeholder economics at tested reimbursement rates
  - 390% ROI to health insurers/PBMs/employer health plan sponsors
  - 50% pharmacy profit margin



**Safe Rx Growth - Key Inflection Points & Scale Timing**

	2023	2024	2025	2026	2027	2028
<b>Revenue</b>	\$524k	\$1.2M	\$7.0M	\$32.1M	\$88.8M	\$206.2M
<b>Key Growth Inflection Points</b>	Trial Results Proved LPV Efficacy	Medicaid MAT Coverage	Medicare & Medicaid Controlled Substance Coverage	Commercial Payor Controlled Substance Coverage	Payor and Product Coverage Expansion	
			Chain Drug Initiation	Chain Drug Expansion		

CCI can scale on a capital-light basis, with multiple pre-qualified contract manufacturers, and already-contracted pharmacy wholesalers handling fulfillment.

**Monetization: Safe Rx Exit and Continued IP Licensing in Packaging**

<b>Near-Term</b>	<b>Long-Term</b>
Exit Safe Rx Vial Business	License IP into Consumer Packaging
<ul style="list-style-type: none"> <li>Expected \$1B+ exit after chain drug implementations, otherwise \$600M exit at 10x 2028E EBITDA</li> </ul>	<ul style="list-style-type: none"> <li>-\$889 million in annual EBITDA for every \$0.10 in average royalty rate at mature market shares</li> </ul>



# COAGULATION SCIENCES

## Breakthrough in Blood Transfusion Management

### INTRODUCTION/ ONE-PAGE 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 from the study will be used to improve the MCTS 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. MCTS results are available rapidly and are easy-to-interpret, and will aid physicians in the management of bleeding patients, improving patient outcomes and decreasing costs.

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

**COMMERCEBLITZ**
**Value Proposition**

CommerceBlitz's value proposition lies in its ability to simplify and streamline logistics operations for businesses. It saves time, increases profit, and improves customer satisfaction through its innovative approach to data management, order accuracy, and inventory optimization.

**Company Background:** *CommerceBlitz is a comprehensive SaaS platform that specializes in inventory and distribution management for eCommerce businesses. Seamlessly integrating D2C and B2B operations, we equip businesses with enhanced control, scalability, and efficiency. Our state-of-the-art features and real-time data enable streamlined inventory management, optimized order fulfillment, and unlock untapped growth potential. Our distinctive platform automates manual processes to effectively route, balance, and consolidate products, inventory, and orders.*

**Leadership Team:** *Hugh Sinclair, the Founder and CEO, brings over 10 years of expertise in the eCommerce industry, and a strong track record of delivering market-driven solutions. Harj Bilan, CTO has 25+ years of experience in e-commerce, IT and logistics. Edouard Biron, CFO brings 20 years of experience in corporate finance, logistics and D2C. Chad Jardine, CMO has a 20-year track record in Marketing. Stephen Lehtonen, CRO brings over 20 yrs in sales..*

**Products/Services:** *CommerceBlitz is a comprehensive inventory and distribution management SaaS solution. It helps eCommerce businesses synchronize their sales and inventory sources effectively. The platform integrates data from various channels allowing businesses to optimize inventory management, minimize inefficiencies, and improve customer satisfaction.*

**Technologies:** *CommerceBlitz boasts an array of advanced features designed to revolutionize E-commerce business operations. Completely cloud-based, the company claims its solution offers unrivaled accessibility and scalability. Its user-friendly information dashboard provides comprehensive insights, making data-driven decisions effortless. Location zones and dynamic storage allocation enable optimal organization and utilization of your inventory, while channel-specific cataloging*

**Market:** *CommerceBlitz is strategically targeting the apparel industry, the automotive (auto parts) sector, and the home goods market. CommerceBlitz has a very distinct 3x3 customer value proposition, tailored specifically for businesses operating across three or more sales channels. Our TAM is 10M online seller, SAM is 50K and SOM is 14K.*

**Distribution Channels:** *Our strategy primarily revolves around digital channels, marketing assisted sales outbound, online platforms, software vendors and 3PLs.*

**Competition:** *While some competitors may focus on providing specialized solutions for 1 or 2 specific aspects of inventory and distribution management, CommerceBlitz stands out by offering a unified and controlled platform that seamlessly integrates D2C and B2B operations.*

**Quick Facts**

**Company Name:** CommerceBlitz

**Contact:** Hugh Sinclair  
**Address:** 1167 Route US-22  
 Mountainside, NJ 07092

**Phone:** 908-264-2951  
**Email:** [Hugh@logisticsforhire.com](mailto:Hugh@logisticsforhire.com)  
**Website:** [www.CommerceBlitz.com](http://www.CommerceBlitz.com)  
**Industry:** Logistics Software  
**Domain:** <https://commerceblitz.com/>

**Bank:** TD Bank

**Law Firm:** Richard A. Catalina  
 Jardim, Meisner & Susser, P.C.  
 Scott Alderton- Stubbs Alderton &  
 Markiles, LLP

**Patent Estate:** Assignment of IP

**Number of Employees:** 19

**Leadership Team:** Hugh Sinclair-  
 CFO, Harj Bilan- CTO, Edouard  
 Biron- CFO, Chad Jardine- CMO  
 and Steve Lehtonen-CRO

**Financing Sought:** 1.5M

**Current Investors:** Harj Bilan,  
 Zhiwei Jiang and Ron Blatt

**Use of Funds:** Sales/Marketing,  
 Product R&D and IT  
 Infrastructure



**Book a Demo**

**Financial Projections (Unaudited):**

	2023	2024	2025	2026	2027
Revenue	108	4,753	15,346	29,230	43,692
EBIT (dollars in thousands)	(742)	155	7,114	17,847	31,017

**Everix enables OEMs and devices manufacturers to enter new markets, decrease production costs, save energy, and miniaturize devices. We have developed a 70x more energy efficient way to produce ultra-thin optical filters that are 20x more compact, 60x lighter, 100x cheaper to make at scale than their traditional alternatives.**

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

**Solution:** Our novel manufacturing (with 36 patents) provides 20X more compact filter solutions for the most challenging device designs, in both flexible and rigid forms, and with at least 30X better economies of scale, necessary for consumer-oriented uses.

**Company Name:**

City, State: Orlando, FL  
 Phone: (407) 923 - 3260  
 Website: www.everixopticalfilters.com  
 Presenter: Hooman Banaei, PhD.  
 Email: hooman@everix.co  
 #Of Employees: 23 FTE

**Funding and Deal Terms:**

Current Round: A convertible note of \$1M as a part of \$5m total equity round.  
 Conditions for the convertible: 20% discount, 10% interest, \$30M Cap.

**Use of funds:** Reaching operational profitability, key sales hires, strategic IP portfolio expansion, commercialization of already proven product concepts that are not market ready yet.

**Financials:**

Revenue: 7-figures cumulative revenue from initial product sales and PoC.  
 Grants: \$1.4M in development grants including SBIR Phase 1 and Phase 2.

**Market:**

TAM: \$50B+  
 Beachhead markets: Consumer Medtech (\$1.6B), Consumer Electronics (\$4.3B)  
 Future markets: eyewear, IoT Sensors and LiDAR, cameras & proximity sensors, smart glass, solar control, solar generation, display/cinema.

**3-Year Revenue Forecast:**

Year (2024): \$1.1M  
 Year (2025): \$4.9M  
 Year (2026): \$11M

**Team:**

**Hooman Banaei, PhD, CEO/Co-founder** – Family manufacturing business with 500 employees.  
**Justin Boga, Dir. Eng. & Automation / Co-founder** – 9 years in optics industry incl. OptiGrate  
**Jason Mulliner, CFO** - 20+ years in optical industry incl. Edmund Optics and Alluxa  
**Gary Lauder, Board Observer** – investor, 35+ years in hard tech VC (Lauder Partners)  
**Jim Northup, Board Director** – 30 years of experience incl. VP at VIAVI (#1 traditional filters manufacturer)

**Technology & Products**

**Technology:** To meet the need for lower-cost, high-volume optical filters, we have developed a process that replaces traditionally expensive vacuum deposition with a much less expensive thermal drawing tower. Like the process for drawing glass optical fibers from cylindrical preforms, we create planar preforms and draw the layers to sub-wavelength thicknesses needed to create any desired interference filtering effect.

**Product Lines (filters):** Notch, Bandpass, Dichroic, Edge, Absorptive, Hybrid.

**Unique Value Proposition**

Device miniaturization (e.g., smart watches); New form factors (e.g., ingestible sensing capsules); Enabling price-elastic markets (e.g., home-based personal infection/cancer testers); Short lead time for high volume (time sensitive consumer electronic product release); Freedom of material choice (to meet application-based requirements).

**Business Model**

Traditional markets (defense, aerospace) - ignore, not a focus.  
Emerging markets - wearable devices, AR/VR, sensors. 2 models:  
 A) Distribution – standard & low volume. Partners at 3 continents.  
 B) Direct OEM Sales of high volumes of products as components to OEM customers each with >\$1M annual revenue potential.  
Blue Ocean Markets (eyewear, smart glass, solar) - B2B - Strategic partnerships model to enter these markets and create a \$B dollar company.

**Competition**

Everix has a unique, patented technology, which fills the gap between:  
 1. Traditional vacuum coating companies, all using patent-expired technologies (Viavi Solutions, Materion, Semrock, Alluxa, Omega, Chroma).  
 2. Multilayer film extrusion industry – primarily for non-filter applications and low-performance filtering (such as display back-reflectors) due to process nature limitations (3M, PeakNano, Toray).

**Milestones**

So far, we have proven the technology, started commercialization, signed distribution partnerships on 3 continents, filled 36 patents (15 granted), realized PoCs with multiple Fortune 100 companies, added 50+ opportunities to our pipeline with LTV>\$20M.

**Impact**

70X more energy efficient manufacturing method compared to traditional filters.; 20X thinner & lighter than industry standard filters, translating to lower power consumption in devices.  
 Addressing Sustainable Development Goal 3 – Good health and well-being and SDG 9 – Industry, Innovation and Infrastructure.

**Exit Strategy**

4 groups of potential acquirers: Traditional filter companies or optics conglomerates (e.g. Enpro, Materion, Halma, Viavi); Consumer Electronics companies (Apple, Meta, Google, Sony, Amazon); Materials conglomerates (3M, Corning, Eastman), Eyewear companies (ZEISS, HOYA, ExxilorLuxottica),

## Value Proposition

Inhalio has created a Digital Scent Platform for companies delivering fine fragrances, essential oils, and functional scents in the automotive and smart home markets. The Platform transforms product experiences, provides detailed usage insights, reduces delivery costs, and creates long-tail revenue streams. Inhalio licenses its technology to device manufacturers and businesses that sell to consumers. The Cloud-based platform enables companies to see what consumers are using and when in real-time, the desired emotional state of the consumer, usage data for predictive supply chain management and business trend analysis, while also providing a lock-and-key for cartridge sales much like Nespresso pods, and a business model of razors and razor blades. The Inhalio Dry-Air molecular technology is safer for families to breathe, unlike competitors who use atomized droplets or heat for scent delivery, and families benefit from every delivery of scent cadenced over time to prevent nose blindness.

**Company Background:** Inhalio spent 5 years in the development of a secure digital dry-air platform. In 2022, Inhalio licensed its platform to Philips exclusively in the Automotive segment. In 2023, worldwide consumer launches began. Aqua di Parma, an LVM brand, licensed the technology in 2020 and released product in 2021 for its fine fragrance customers in smart homes. From this, Inhalio is generating \$1.2M of trailing revenue annually.

### Leadership Team:

**Keith Kelsen CEO**, Veteran of business and building international companies and multiple start-ups. Held numerous CEO, Chairman positions and built successful worldwide SaaS and media companies. Mr. Kelsen is the Visionary of Inhalio.

**Yvan Regeard CTO** He provides the technical management of the 3.0 Scent Platform. He is a recognized expert in fragrance hardware and software development, and has a strong knowledge of the scent market.

**Yves Cotarmanac'h COO** – Has a master's degree in finance and accounting from ESCM, and more than 10 years of experience as CFO/COO. Yves manages the European operations for Inhalio and oversees multiple markets.

**Mike Foster CMO** Silicon Valley experienced marketer of SaaS-based platforms, Mike has significant brand marketing, product marketing, and partner marketing expertise. B2B is his specialty, creating successful partner programs and materials for go-to-market activities.

**Products/Services:** Inhalio licenses the Platform and creates ARR on every device at an average \$20 per year. Inhalio charges for Payload and a Data Fee for every cartridge. Each cartridge has a Scent Diffusion Profile which creates a unique individual cartridge that is tracked in the cloud.

**Technologies/Special Know-How:** Inhalio has 3 Patents Granted and 4 pending applications. Inhalio developed a complete technology platform including Infusion, algorithms, reference designs for diffusers, UX/APP interfaces, and a significant data model in the cloud.

**Market:** Inhalio is focused on the largest markets of Automotive and Smart Home totaling \$28.9B with 5.8% average CAGR. Inhalio's technology has been successfully launched in both these markets. Other Markets include Hospitality and Metaverse.

**Distribution Channels:** Strategic partnerships are critical to the success of Inhalio. Philips supplies 90% of the lighting in the Automotive Market and have an exclusive (with Guaranteed Revenue) to deliver manufactured product to car manufactures and aftermarket consumers. The Philips OlfaPure solution successfully launched in S. Korea and is launching in Europe and China in October with US release in November. Inhalio just signed a multi-year Smart Home agreement with GLS who sells 4M home diffusers a year in the US.

**Competition:** The competitors in the marketplace have an APP that releases scent usually by heating oils or droplets of oil heated in water. They are also selling directly to Consumers and are limited by the product they manufacture. Puris is one example of a smart diffuser. Inhalio has significant advantages by licensing the whole ecosystem to large brands.

### Financial Projections (Unaudited):

	Current	2024	2025	2026	2027	2028
Revenue	\$1,276M	\$1.715M	\$4.808M	\$9.769M	\$24.546M	\$44.1M
EBIT (dollars in thousands)	(\$493K)	(\$607K)	\$1.526M	\$3.933M	\$18.612M	\$27.1M

### Quick Facts

**Company Name:** INHALIO, INC

**Contact:** Keith Kelsen

#### Address:

5610 Scotts Valley Dr. Suite B111  
Scotts Valley, CA 95066

**Phone:** 831.818.0584

**Email:** keith.kelsen@inhalio.com

**Website:** www.inhalio.com

**Industry:** Digital Scent Technology

**Domain:** www.inhalio.com

**Bank:** Wells Fargo, BNP France

**Law Firm:** Steve Gasser

**Patent Estate:** 3 Issued

**Number of Employees:** 11

#### Leadership Team:

Keith Kelsen, CEO

Yvan Regeard, CTO

Yves Cotarmanac'h, COO

Mike Foster, CMO

**Amount of Financing Sought:**

\$3M

#### Current Investors

Intel, 808, Visor, Keith Kelsen, and Private \$4.8M

**Use of Funds:** 42% Ops Support, 43% Software, 15% Sales & Marketing.



# JuneBrain

## Executive Summary

### CONTACT INFORMATION

JuneBrain Inc.  
875 Hollins Street, STE 102  
Baltimore, MD 21201

### COMPANY INFORMATION

URL: [www.junebrain.com](http://www.junebrain.com)  
Founded in: 2017  
Employees: 5

### FUNDING HISTORY

**Total Raised to Date:** \$2.9M (\$813k dilutive, \$2.1 M non-dilutive)

**Total Seeking:** \$2M (Seed); may be eligible for 50% investment tax credit

**Committed Funds:** \$813k

#### Use of Funds:

- 50% = Clinical + safety testing for 510k
- 30% = Product development
- 20% = Salaries + overhead

### FINANCIALS

#### Pre-Revenue

**Burn Rate:** \$80k/month  
**Cash Flow Positive in:** 2025

#### Market Size

**TAM:** \$20.9B  
**Estimated Reach:** 0.15% (\$32M) by 2027

#### 3-Year Revenue Forecast

**Year 1 (2024):** \$737k (pre-FDA)  
**Year 2 (2025):** \$4.6M (post-FDA)  
**Year 3 (2026):** \$21M (post-CE Mark)

### MANAGEMENT Team

**Founder & CEO: Samantha Scott, PhD.**  
Biomedical engineer and scientist with 15 years of experience in medical device tech + commercialization for retinal and neurodegenerative diseases.

[samantha.scott@junebrain.com](mailto:samantha.scott@junebrain.com)



JuneBrain is **revolutionizing** retinal imaging by offering an **accessible, AI-driven solution** to improve brain and eye health.

**Pain:** 1.3 billion people worldwide are affected by eye and brain diseases each year. However, **quickly detecting and treating these diseases is challenging**, particularly in under-resourced communities. Optical coherence tomography (OCT) is a widely-used technology for imaging changes in the eye, but current machines are heavy, expensive, and complex to operate, requiring trained technicians to obtain quality images. This has made it difficult for physicians to monitor changes in eye and brain health in any setting. **There is a critical need for a technology that enables timely and accessible monitoring of disease in order to help clinicians tailor medical care for each patient.**

**Solution:** JuneBrain's *Neuro-i SS-OCT* is a **wearable OCT system that uses AI** to monitor changes in the retina. This helps clinicians track disease progression and patient responses to treatment, either in the clinic or remotely. Early detection leads to better outcomes for patients. Our technology is:

- High resolution** to capture biomarkers of *neuroinflammation* and *neurodegeneration*
- Automated** for patient self-use, thus reducing labor costs and the risk of human error
- Portable** for use inside or outside the clinic
- Low-cost** for greater accessibility and ROI for clinics
- Driven by AI** to help doctors deliver data-informed, personalized treatment decisions

### Technology

**Product Stage:** Clinical testing (prototypes developed)

**Technology Description:** High resolution, wearable 250kHz swept-source OCT system with deep-learning segmentation algorithm and HIPAA-compliant cloud platform

**Collaborating Institutions:** University of Maryland, Baltimore (*clinical testing*), Texas A&M (*UI/UX development*), Johns Hopkins University (*AI software development*)

### Milestones/Traction To-Date

- \$300k in Neuro-i sales backlog**, including LOIs from 6 major neurology and eye clinics in the US and Canada (including [Stanford University](#), [Georgetown University](#), and [University of Toronto](#))
- Demonstration of repeatability in a pilot clinical study** of the *Neuro-i* device and software
- Receipt of \$1.7M in SBIR funding** from the National Science Foundation (NSF)
- Receipt of multiple awards**, including \$50k grand prize in Int'l Alpha Lab Gear Hardware Cup

### Competition

Ophthalmic manufacturers like **Zeiss, Heidelberg Engineering, and Topcon** sell legacy OCT devices that cannot support telehealth opportunities, while other pre-FDA startups (e.g., **Notal Vision, Lumedica, and Compact Imaging**) are developing portable OCT machines for use in the field. **Unlike these companies, JuneBrain's product matches the performance of clinical devices while being specifically designed for use in clinical and non-clinical settings.**

### Defensibility

**Regulatory Strategy:** JuneBrain is targeting **510(k) clearance** for its **software in Q4 2023** and for its **device in Q4 2024**. We have **received pre-submission feedback** from the FDA to significantly de-risk our path to FDA clearance and recently applied for **Breakthrough Device Designation**.

**Intellectual Property:** 2 utility patents issued by USPTO, pending in EU + Canada; exclusive, worldwide license to our AI-driven algorithm

**Scale:** We have carefully selected components that result in a **40% COGS discount at scale**

**Reimbursement:** CPT codes provide clinics with **up to \$74.50/patient per exam** with the *Neuro-i*

### Revenue Model

- Leasing Model:** Down payment + monthly lease fee for the device. We will recoup the cost of each device within 2 years.
- Subscription Model:** Monthly or annual fee for access to JuneBrain's AI analytics

JuneBrain expects to generate **1<sup>st</sup> revenue from our software in Q4 2023**.

### Go-To-Market Strategy

JuneBrain has conducted **300+ stakeholder interviews** to validate the need for our technology and inform our business model. We will sell to the following customer segments:

- Year 1 [pre-FDA clearance]:** Clinical trials studying retinal disease like [macular degeneration](#) and neurological diseases like [multiple sclerosis](#), [Alzheimer's disease](#), and [Parkinson's disease](#)
- Year 2 [post-FDA clearance]:** Neurology clinics, eye care retail centers, and diagnostic labs
- Year 3:** Individual patients for home health monitoring



Web, iOS and Android

## Local Businesses are hurting

Local businesses spend \$2,500-\$10,000 per month to reach, engage with, and retain their customers. Global platforms don't provide the business tools and the hyper-target local reach.

## Introducing Urban Local platforms.

Hyper local platforms providing businesses with the software and marketing tools to reach, engage with and retain customers.

## Revenue Model

Business SaaS: \$100-\$500/year  
 Marketing Upgrades: \$2,000- \$20,000  
 Partner Affiliate Marketing: 60-40 Rev-share  
 Ads & Email: \$5/1000 views & \$0.15 per email

## Marketing & Scale

- Launch 3 branded local platforms/region per quarter
- Acquire local businesses & partners by region
- Sell business software and marketing services
- Marketing of the local sites
- Each local site is optimized with local SEO content that over a 6 month period generates organic traffic to the site thereby reducing marketing costs

## Funding

Convertible Note  
 \$2M target raise  
 \$580K committed



	TAGFI	nextdoor	crab	Urban Local
HQ / Founded	NYC / 2019	SF / 2010	SF / 2004	UK / 1968
Stage / Valuation	Seed+	\$4.3 Billion	\$3.5B	IPO
Capital Raised	\$3M	\$472M	\$250M	\$26M
Hyper-local brand presence	✓	✓	✓	✓
Customizable listings discoverable on major search engines	✓	✓	✓	✓
Customer engagement features	✓	✓	✓	✓
Business software events, offers, services and blogs	✓	✓	✓	✓
Marketing services	✓	✓	✓	✓
Partner Marketing Channels	✓	✓	✓	✓

VC- Backed Seed Stage \$320k/ARR rapidly approaching \$1M/ARR

## Why local businesses sign up fast:

### Local-Branded Platforms

- Activating the business listing costs only \$100/year)
- Instantly boosts their listing on Google
- Software enables business to receive messages, post local offers, services, blogs and events
- Businesses receive free workshops on how to grow their local business
- Businesses can upgrade to receive marketing services and partner email marketing

## Our Advantage

- Current platforms are not serving local businesses well. There is a white space in the market
- We are solving a major pain point by providing customer engagement software and marketing solutions for local businesses
- Branded Platforms for each region enable us to have an SEO advantage for local keywords and searches so our marketing costs are lower
- Regional partner affiliates increase our revenue and market opportunity

## Team

				
Sheila Malhotra Founder & CEO	John Kavvouras CRO	Huzaifa Majeed CMO	David Kinnear CLO	Omar Sayed CTO
Serial entrepreneur who has sold 4 profitable businesses Founded TAGFI to empower like-minded communities Relentless drive & leadership	Decades of experience as a sales executive and leader in the securities and emerging technology sectors	Growth marketing expert with deep experience in online communities and expertise in campaign management	Experienced Entrepreneur & Legaltech Founder Award-winning Barrister & International Legal Counsel   Owner & Publisher of HPC.law	Founder of Sitebuilder.com, one of the first major eCommerce platforms, serving over 100,000 entrepreneurs

## 5 Year Projections

	2024	2025	2026	2027	2028	Total	% of Total
Marketing Services/Sponsors	\$528,000	\$2,586,000	\$7,458,000	\$17,280,000	\$34,518,000	\$62,370,000	40%
Business SaaS	\$396,206	\$1,941,409	\$5,605,866	\$13,003,641	\$26,000,694	\$46,947,816	30%
Affiliate Partner Rev Share	\$263,736	\$1,292,306	\$3,731,465	\$8,655,736	\$17,307,275	\$31,250,518	20%
Ads & Email Monetization	\$132,235	\$647,952	\$1,870,751	\$4,339,304	\$8,676,113	\$15,666,355	10%
	\$1,320,177	\$6,467,667	\$18,666,082	\$43,278,680	\$86,502,083	\$156,234,689	

# 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](http://ShulmanRogers.com).



## **ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS**

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



## **BUZZY ROCKET**

Buzzy Rocket was founded 12 years ago with the mission to help startups grow and scale their businesses. Debbie and Victoria do this with their decades of marketing experience combined with their first hand experience founding, growing and scaling successful startups. They only work with 6 startups at any given time so they can provide 1:1 attention to you and your team. The Buzzy Rocket team is also made up of web developers, graphic designers and copywriters so they can help you easily execute the marketing strategy they create. Learn more about their services at [BuzzyRocket.com](http://BuzzyRocket.com).

# PARTNERS



## TRUIST WEALTH MANAGEMENT

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



## CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

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



## **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.

# PARTNERS

## **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.



## September 28 Attendees

### As of 09 29 23

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

PRESENTERS			
First Name	Last Name	Title	Company
Milton	Cohen	President & CEO	<b>Caring Closures International</b>
Sheldon	Goldstein	CEO	<b>Coagulation Sciences</b>
Hugh	Sinclair	CEO	<b>CommerceBlitz</b>
Hooman	Banaei	Co-founder/CEO	<b>Everix Optical Filters</b>
Keith	Kelsen	CEO	<b>Inhalio, Inc.</b>
Dr. Samantha	Scott	Founder & CEO	<b>JuneBrain</b>
Sheila	Malhotra	Founder and CEO	<b>TAGFI</b>

ATTENDEES			
First Name	Last Name	Title	Company
Peter	A Michel	Investing Partner	NextGen Venture Partners
Femi	Adisa	Analyst	SmartLabs
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Manish	Agarwal	Managing Partner	Attain Nextgen Ventures
Hamed	Ahmadi	CEO	Medsien
Jean	Ahwesh	President	Ahwesh & Associates
WD	Allen		University of Missouri
Parsa	Amiri	Venture Fellow	IndieBio NY
Paul	Armijo	President & CEO	Armijo Innovations LLC
Julia	Asoni	Owner	Double Bottom Consulting
AJ	Attavar	Founder	NPS, Inc
Saerome	Bae	CEO	VWell
Daniel	Ballin	Chief Executive	Ideas Crucible
Hooman	Banaei	CEO	Everix
Josh	Barnes	Co-Founder & COO	Harbor Designs and Manufacturing LLC
Lisa	Barnett	Insurance Agent	WFG
Alexander	Barrett	CEO	Ifinca
Thomas	Bascom	President	LinkSpace, LLC
Kyle	Bayliss	Managing Director	Maryland Small Business Development Center
Jay	Beam	Managing Director	Adasel Global Partners
EIshadey	Bekele	Physician	CNH
Chris	Bennett	Founder / Attorney	T-I-L(R)
Ernest	Benson	Partner	Culhane Meadows PLLC
Abdessabour	Benzegane	CEO	Eurl AFIND
Reinhard	Berger	CEO	Pecunio VC
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Hana	Besbes	Investor	Heal Capital
Eric	Betts	Director	Constant Solutions, Inc.
Namadev	Bhuvanandaram	Founder	Techy Geeks
Charlie	Birney	Founder / President	Podville Media
Emilia	Bletsas	Venture Capital Intern Analyst	Wavemaker three sixty health
Larry	Boodin	Business Development Director	Thompson Financial Group
Cathy	Bradley	CEO	CBE
Henry	Bridgers	Research Analyst Intern	Creative Investment Research
Luca	Brilliet	Investment Analyst	Karista
Doug	Brown	Principal	DAB Holdings LLC
William	Brucato	President / CEO	Byrne and Bruce, LLC
Dwika	Budhyantara	Founder	Hata Indonesia Sejahtera
Damien	Budnick	Growth orchestrator	Kalmans forge
Wade	Byrd	Founder / CEO	Qepr
Jungwook	Byun	CEO	SIDPARTNERS
Anthony	Cammarata	Outsourced CFO	Startupcannon
Bob	Carey	Chief Bottle Washer	National Defense Committee
Joe	Carlin	Principal	JonXeone Capital
Sue	Carr	President	CarrTech
Hepzel	Castro	Independent IP Consultant	
Youngn	Chanlam	Vice President	SafeQual
Shailesh	Chavan	Chief Medical Officer	HepQuant
Xingyue	Chen	Partner	Key2China
Angus	Chen	Founder	Kerberos
Annie	Chen	AI Trainer	Scale AI

Marcus	Cohn	CEO	Spectalix
Edward	Cologna	President	Cologna Production
Brian	Colsell	CEO	Cheqbook
Dan	Conley	Angel	Angels + Life.Sci Investors
Jim	Cook	GM	Cook's Outsourcing Network LLC
Tom	Cook	Angel	
Jeffrey	Cooper	Founder	CooperSoft
Dan	Corcoran	CEO and Founder	SafeQual
Amy	Cousins	Financial Advisor	BluePoint Financial
Albert	Crews	VP of New Ventures and Innovation	St Jude
William	Cunningham	Economist	Creative Investment Research
Vincent	Darago	Vice President	High Security Cloud Services
Hector	Del Castillo	Chief Product Officer	Byond
Matthew	DeLibero	Owner	DeLibero Management L.P.
George	DeVaux	President	AptAvian, Inc.
Rebecca	Deveaux	Founder	
Mamta	Dhanuka	Director	KiwiTech
Cosmo	Di Tucci	Founder & CEO	AbleOne systems
Heidi	Diamond	CEO	Diamond Enterprises
Juli	Dillon	SVP Engineering	Coagulation Sciences
John	Egan	Director	Socraticx
Tom	Eggleston	Managing Director	Charmides Capital
Adry	Elmilady	Investment Principal	Samsung Catalyst Fund
Maybelle	Enriquez	Head of Partnerships	THRIVE!
Martin	Erim	CEO	First Renaissance Ventures
Maria	Ermolova	Managing Director	Weild & Co.
Idong	Essiet-Gibson	Principal	The Idyeas Group
Matt	Evans	Mentor	SCORE
Herb	Ezrin	CEO & President	Potomac Business Group
Rana	Ezz	Entrepreneurship & VC Specialist	MSMEDA
Branda	Fan	Founder	Nowy Inc
Dan	Farrell	Vice President	Skypoint Ventures
Faraidun	Fathullah	CEO	Managing Of Future Eng.
Richard	Faulkner	CEO / Founder	IQ Exchange LLC
Adrian	Fernandez	Founder & BDR	Cloudreams
Leslie	Ferry	Founder	Brize
Tressa	Fisher	CEO	Farmers Plus
Trish	Flannery	Project coordinator	Piesoft
Comrie	Flinn	Founder	Loupt Crowdfunding
Roselle	Foley	Sr. Director, Business Development	NACD
Adae	Fonseca	CEO / Founder	ManaQi Holdings
Italo	Fonseca	CEO and Founder	SRMV
Mike	Foster	CMO	Inhalio, Inc.
Nathan	Fu	Engineer	The Human Diagnosis Project
Sathish Kumar	G	Associate	SBSS & Associate
Robert	Gahagan	Chief Success Officer & Founder	CCSI-Corporate Consulting Services, Inc.
William	Galle	President	DPS
Gabe	Galvan	CEO	Gabriel
Dr Edward J	Gerety	Director	MEJE
Jameson	Gibbons	Business Analyst	Mindgrub Ventures
Kaitlyn	Glancy	Partner	Eclipse
Kirill	Gorbounov	CEO	Your Skyline llc
Carl	Grant	CEO	Capital Raise
Paul	Griffiths	CEO	MY ONLINE MEMOIR
Kristin	Gross	Founder	Navdee
David Miro	Grund	Office Manager	Motorskins GmbH
Jennyfer	Guerrero	Head of Sales	CommerceBlitz
Kofi	Gumbs	Lead Software Engineer	TriumphPay
Mark	Haas	CEO	AEG
Jim	Hadley	Founder / CEO	Tiber Solutions, LLC
Mary	Haim	Program Manager	Flexnode
Fizie	Haleem	Business Solutions Manager	Montgomery College
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Tawanna	Hardy-Ventress	Business Coach	GOBE
Edgar	Harrell	President	Edggar c Harrell Associates Inc
Qaizar	Hassonjee	President	Angel Star Ventures
John	Hauck	President	Scarecrow Technologies, Inc.
Aziz	Hazizi	Founder	Cicada Sign
Stacey	Helbig	VP Services	Staples
Brian	Heller	Partner	Outside GC
Bill	Henry	CEO	Gander
Browning	Herbert	Managing Director	Ringbolt Capital
Ryan	Herd	CEO	Caregiver Smart Solutions
Michael	Hess	Chairman	ABS Advisory Services Group, Inc.
Andrew	Heyman	Partner	GoPoint Ventures
Ben	Hickey	Associate	Lincoln Property Company
Jacqueline	Hines	CEO	SenSanna Incorporated

N	Hodges	Campaign Manager	Leukemia & Lymphoma Society® (LLS)
Joy	Hoffman	Project Manager	MD Tech Council
Mark	Holmes	Owner	Bowler Pons Solutions Consultants, llc
Alyse	Holstein	CEO	HPG Partners, LLC
Jennifer	Hotai	Co-Founder	CauseVerse
Anqi	Hu	Investment Analyst	DSG Consumer Partners
Zvi	Huber	CEO	Medio Labs
Brandon	Hunter	Director	Center for Advancing Innovation
Paul	Iacovacci	CIO	Enascor Capital
Dave	Izuka	Venture Accelerator	Venture Acceleration Services
Ben	Jen	Investor	1435 Capital Management
Jack	Jendo	Founder	Brain Digits
Carl	Johnson	Owner	Owl Light Media
Melissa	K	Owner - Bookkeeper	Pathway Strategic Solutions
Nina	Kamanova	Investor Relation & Partnership Management	Danube Angels
Arshdeep	kaur		Kaya17
Mokhtar	Kazzalbach	CEO	Partake 7 inc/ MK Technologies
Keith	Kelsen	CEO	Inhalio, Inc.
Howard	Kern	Managing Director	Wedbush
Joe	Kessler	Managing Partner	Next-Stage Development Group
Miheer	Khona	Founder	Cactus Holding Corporation
Gene	Kim	Founder	DragonStartups
Raymond	Kim	VP / Business Banking	M&T Bank
Ruth	Kim	Business banker	M&T Bank
Ted	Koblick	Vice President	Net-AV
Martin	Koef	Manager	Koef Brothers
Ellen	Koh	Marketing Director	Raycom
Velibor	Koprivica	Chief Strategy Officer	Enfinia Growth Partners
Judy	Kosovich	Strategic planning advisor	NDUP
Nick	Kovacic	Managing Partner	Nicholas Companies LLC
David	Kratochil	Managing Partner	Vista Capital
David	Kratochvil	Managing Partner	Vista Capital
Meghan	Krause	Founder	Krause Analytics
Allan	Kullen	President	Americans All
Nikhil	Kumtha	Director	CLA
Norman	Lai	BOD	USMedigene
Vijay	Lakshman	Managing Director	Mindgrub Ventures
Ellie	LaPosha	Marketing Manager	Aravenda
Vern	Larson	Director	Capital Q Ventures
Ines	LeBow	CEO / Founder	Enterprise Transformation Solutions, LLC
Bongmin	Lee	Technical manager	Kyocera
Steven	Lehat	Principal	Regulatory World
George	Letscher	Principal	Swish IP
Michelle	Levister	Founder & Executive Leadership Coach	Perceive LLC
Thomas	Lin	Community Builder	Emboulden
Azriel	Listenberg		American University
Kaylin	Lo	Entrepreneur Associate	Keiretsu Forum
Bruno	Lorenzelli	CEO	Exchange Robotics
Harlan	Lovestone		Art Haus Project
Amrita	Madabushi	Founder	BioNexus LLC
Ned	Malik	CTO	GREEN BUILDING GROUP
Patrick	Manning	CEO	Diagnostox
Sabrina	Mapp	CEO	Astrid Digital, LLC
Harrison	Marick	Lead Data Scientist	Tiber Solutions
Janine	Marill	President	Janine Marill Consulting
Kym	Martin	HCM Advisor / Account Manager	
Dan	Mattock	EVP	Securis
Mark	McMahon	CEO	AudioOne
Jeff	McQuilliams	VP Sales	SafeQual
Fay	Mehr	CEO	TraXel
Idan	Meir	Co-Founder, CEO	RightHear
Robert	Mendralla	President, Investments	RM Enterprises
Eric	Miller	Head Coach	EMC
Kayan	Mishra	President	KAI Venture Partners
Judy	Mod	CEO / Founder	Innovations Domain, LLC
Pouya	Monfared	Software Engineer	Pouya
Patti	Morehouse	Principal	Beauty Is, Inc.
Marco	Morgado	Founder	Vicente
John	Morgan	Managing Partner	Morgan Global
Tina	Moriarty	Operations Manager	Malloy Industries
Roy	Morris	Partner	STI
Lou	Morsberger	Principal	LJM Associates - Growth-Stage Strategies
Kevin	Mullenex	CEO and Co-Founder	iotaBEAM, Inc.
Jason	Mulliner	CFO	Everix
Dale	Murphy	Professor	Georgetown University
Marie-Louise	Murville	CEO	GoalsHabitsSkills, LLC
Silvana	Nani	Chief Innovation Officer	Korabi ConsultingK

Matey	Nedkov	President	ICE
Noha	Negm	Research Lead	Unstuck Labs
Paul	Nemirovsky	Advisor	Advisory
Allies	Netwo	Manager	AlliesDC
Glenn	Noble	CEO	Proudly
Kelly	Nugent		
Kellie	O hara	Operational Partner	Reciprocity ROI LLC
Defne Naz	Özer		Marmara university
Gautham	Pasupuleti	CEO	Biodesign Innovation Labs
Nawaz	Pathan	Sr. Strategic Partnership Manager	KiwiTech
Evgenya	Pechenkina	Marketing manager	Besample
Shai	Perednik	Founder / CEO	Kalman's Forge
Tom	Perkins	Director, Portfolio Development	Highlight Tech
Matthew	Philistine	Investment Adviser	
Jeff	Ploetz	Sr. Program Manager	GE
Zach	Pogue	Owner	Pogue Consulting
Joel	Price	VP of Product Innovation	Core Source Technologies
Xiaofa	Qin	Founder	GI Biopharma Inc
George	Radmilovic	CFO	Zimmerive4u
Soheil	Raissi	CEO	Maptics
Joe	Reddix	President and CEO	The Reddix Group
Ervin	Reeves	CEO	NGO 1 Stop Corporation
Tom	Reynolds	Founder CEO	EdenFiftyOne
Lil	Rhee	Producer	Lil Rhee
Victor	Rhoder	VP of Channels and Strategic Partnerships	AtWork Systems LLC
John	Rice	Founder	Chain Gang Labs
William	Richards	CTO	NDUP
Tim	Richardson	FRC	VisualPT.ai
Sydney	Rodman	CEO	Leave no Plant Behind
Mary	Rose	University Tech Transfer	George Washington University
Ruwan	Salgado	Principal	Strat8gy International
Arthur	Salindong	CEO	Trabus Technologies
Ikhelowa	Sanni	CSO	Sybal Corp
Christine	Sanni	CEO	Sybal Corp
Rosemarie	Savino	COO	AEG
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Kristina	Schmelter	Principal	Cultivation Capital
Kirsten	Scholte	Director of Growth	Cortex Design Inc.
Judy	Schramm	CEO	ProResource, Inc.
Gerhard	Schwandt	Cerified Executive Coach	Gerhard B. Schwandt
Victoria	Schwinning	EVP	Suvarna Partners LLC
Samantha	Scott	CEO	JuneBrain Inc.
Pothiraj	Selvaraj	CEO	St Jardins Inc
Son	Sheridan		
Shian-Jiun	Shih	CEO	Cellentia
Hugh	Sinclair	CEO	CommerceBlitz
Harjinder	Singh	MD	ANB Technologies
Kent	Slowinski	Co-Founder	M+M
Mike	Smith	CEO	MSBD, Inc.
Mike	Smith	Partnerships	Wolters Kluwer
Anna	SMITH	Vice President	Atlas
Navneet	Sodhi	Founder	Bookshelf Builder
Karandeep	Sodhi	Sr. Manager	KiwiTech
Tom	Solitario	Corporate Development	Tom, Inc.
Mark	Spencer	Owner	Spencer Sales Solutions
Vikash	Srivastava	Director	Triazine Software Pvt. Ltd.
Michael	Stora	Accountant	Citrin Cooperman
David	Straut	Former Managing Director	Wells Fargo Commerical Banking
Tess	Sun	Managing Director	Guangdong-Hong Kong-Macao Greater Bay Area Family Office Association Limited
Ning	Sung	Investor	Sand Hill Angels
David	Swintosky	Founding Managing Director	Dunning Capital, LLC
Venkat	Tadakamalla	President	ITSYS Inc
Kafuti	Talahumbu	Senior Principal Technology Consultant	GWU
Monita	Tarazi	Marketing Manager	Georgetown University
Regina	Thomas	Software Consultant	QiSoftware
Hugo	Tranzer	Analyst	Adelie
Rosemarie	Truman	Founder and CEO	The Center for Advancing Innovation
Wai	Tsang	Principal	IEI
Joe	Van Cleve	VP	Van Cleve & Associates, Inc.
Karl	Varner	Managing Director	Varner Intl Group
Roy	Vella	Managing Director	Vella Ventures
Mark	von Kesztycki	Dir. Marketing Communications	247Solar Inc.
Jordan	Wahbeh - SV Venture gr	Managing Partner	SV Venture Group
Francine	Wallace	HR Administrator	Merito Group
Perliter	Walters-Gilliam	President	NBBE Consulting
Kirk	Watkins	CEO	Promethean Risk Solutions
Peter	Watson	Senior Consultant	Response Generators

Michele	Weatherly	Director	Prince William County Department of Economic Development
Barry	Weinbaum	Financial Services Professional	New York Life
Robert	Weissman	President	R Weissman Consulting
Rashad	West	CVO	BTE Analytics
David	Westman	CIO	BancFirst
Jordan	Weymouth	Founder & CEO	Levlvz: The Social Adventure Mobile App
Jack	Whelan	Director of Business Development	International Accelerator
Laurie	Wiggins	CEO	Byond
Steve	Wilburn	Owner	Windy City Images
Julian	Woellner		University
Karolina	Wojtas	Director of Strategic Development	Everix
Carl	Wooten	CEO / Founder	GivGo
Natasha	Wright	Founder	The bread + butter company
Randy	Xu	COO	ARV Technologies
Yi	Yang	Managing Partner	WaterStar Capital
Ting	Yin	VP	Cologna Productions
John	Yoakum	Principal Expert	Adept Opinion
Stella	Zhang	Investor	Conductive Ventures
Fiona	Zhu	Audit Senior Manager	Forvis
Jeff	Zika	CEO	AirGO.Ai
Raymond	Zoeller	Investor & Advisor	Zoeller Associates
Bill	Zonghetti	EVP	Colliers
Nick	Zwierlein	Client Relations Manager	Koffman Southern Tier Incubator

# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
SVP  
Equifi



**INES LEBOW**  
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**MARISSA LEVIN**  
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Successful Culture  
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**BOB LONDON**  
CEO  
Chief Listening Officers



**JET LU**  
Customer Solutions  
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**JOHN MORGAN**  
General Partner  
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**EVAN SHUBIN**  
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**MICHAEL RIEMER**  
CEO & Board Member  
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Email Skylar Rallison at  
[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2023 Calendar

Oct. 26	Nov. 30	Dec. 20
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## 2024 Calendar

Jan. 25	Feb. 29	Mar. 28
Apr. 25	May 30	June 27
July 25	Aug. 29	Sept. 26