

**Big Idea**  
**CONNECTpreneur**

**VIRTUAL ROCKET  
PITCH + POWER  
NETWORKING**

**29  
AUGUST  
11AM - 1PM EDT**

**CONNECTPRENEUR.ORG**

# AGENDA

**11:00 - 11:05 AM**

## VIRTUAL NETWORKING

**11:05 - 11:15 AM**

## WELCOME & INTRODUCTIONS

- TIEN WONG, Founder and Host, CONNECTpreneur Community
- SKYLAR RALLISON, Community Manager, CONNECTpreneur

**11:15 - 12:00 PM**

## ROCKET PITCH SESSION

Companies will be introduced by:

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

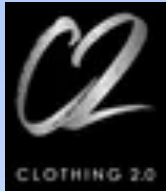
**12:00 - 1:00 PM**

## PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

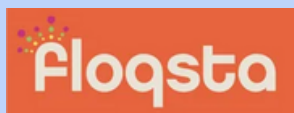
# PRESENTING COMPANIES



**AiM Medical Robotics** - Gregory Fischer



**Clothing 2.0** - Jordan Schindler



**Floqsta** - Dasha Kuksenko



**20/20 Gene Systems** - Jonathan Cohen



**General Biologics** - Jeff Way



**Hedonia USA** - Gary Schwartz



**PreFix** - James Bilodeau



**Vidac Pharma** - Max Herzberg



**Myoptechs** - Paul Grimm

# 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.



## **SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTPRENEUR**

Skylar Rallison is a dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. She graduated from The Marriott School of Business at Brigham Young University with a degree in Entrepreneurial Management. She has many years of experience in Business Management, Social Media Marketing/Management, Data Analytics, Business Leadership, and Project Management. With a diverse skill set and a passion for facilitating connections and driving business growth, Skylar thrives in the intersection of Community Management and Strategic Analysis.

Skylar enjoys her current role at CONNECTpreneur, which hosts the world's largest monthly investor pitch events as well as 1/2-day Forums with upwards of 900 RSVPs, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Skylar is pivotal in fostering engagement and building relationships within the investor and entrepreneur community. She creates inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network. Her role includes but is not limited to, team management, event coordination, project management, and marketing.

She also enjoys her current role as a business analyst at Opus8. Opus8 assists companies and fund managers (private equity, VC, and hedge funds) raise private capital from family offices, UHNW individuals, and institutions. Skylar leverages her analytical mindset and attention to detail to provide valuable insights for Opus8. Through her meticulous analysis of investment opportunities and industry research, Skylar helps drive informed decision-making, enabling Opus8 to curate high-quality events that bring together investors and promising ventures.



# AiM Medical Robotics

**Value Proposition:** Intraoperative soft tissue imaging using MRI enables tracking of target anatomy, instrumentation, and critical structures. AiM overcomes the hurdles of using high quality MRI imaging during surgery with a compact MRI-compatible robotics stereotactic frame. We improve accuracy, consistency, and speed, while reducing cost.

**Company Background:** AiM Medical Robotics is developing a neurosurgery robot that brings high levels of precision, automation, and efficiency, to stereotactic neurosurgery, while at the same time reducing hospital costs, improving throughput, and enhancing patient quality of life.

**Leadership Team:**

Founder & CEO Dr. Fischer is an expert in surgical robotics and has led substantial >\$15M in NIH-funded research related to MRI-compatible surgical robotics. Dr. Pilitsis is a co-founder and a thought leader in functional neurosurgery. Dr. Sackier is CMO and has had multiple successful exits. Samantha Surrey has substantial medtech startup experience with successful exits. John Gomes is a well-established expert in sales and marketing of neurosurgical instrumentation. *We have more experience and demonstrated success than anyone in MRI-compatible surgical robotics, we have a top-notch and engaged clinical advisory board, and we have strong experience in bringing products to market.*

**Products/Services:** Our approach combines real-time intraoperative soft tissue imaging with the precision of robotics to guarantee that surgical procedures are performed as planned despite intraoperative changes. Parkinson’s patients must undergo very long, traumatic, awake surgical procedures to have neurostimulators placed in the brain, and still have a 34% chance that they will need to be removed or revised in another brain surgery procedure. Our approach enables patients to have asleep procedures that are substantially shorter and GUARANTEE perfect targeting every time through the use of intraoperative MRI for guidance and confirmation.

**Technologies/Special Know-How:** AiM's unique and patent-protected (5 granted patents, 12 active patent families) compact and MRI-compatible robotic platform overcomes challenges associated with efficient, accurate, safe intracranial delivery of neuromodulation (e.g. DBS for Parkinson’s and Epilepsy), brain tumor ablation, and targeted drugs by enabling intraoperative MRI guidance to become mainstream and routine, and in the process improve hospital throughput, procedural consistency, and patient outcomes. Our initial target market is neuro, but with an eye towards other clinical targets with our proprietary platform technology for MRI-compatible surgical robots.

**Market:** TAM for initial market supporting stereotactic neurosurgery is \$4.3B. We have substantial traction with key partners and potential acquirers including Medtronic, Boston Scientific, Siemens, GE Healthcare, and Novo Nordisk.

**Distribution Channels:** We will use a direct sales force with strong domain knowledge. We will initially target academic hospitals, expand to sites currently performing intraoperative MRI procedures, then expand broadly to regional hospitals. Partnerships with key strategics also support sales.

**Competition:** Traditional procedures, whether with decades-old frames or modern robots in the operating room, cannot account for changes that happen in the brain during surgery. Intraoperative soft tissue imaging using MRI enables tracking of target anatomy, instrumentation, and critical structures. AiM overcomes the hurdles of using high quality MRI imaging during surgery with a compact MRI-compatible robotics stereotactic frame. We improve accuracy, consistency, and speed, while reducing cost and increasing throughput of very highly reimbursed (\$36k/pt) procedures.

**Financial Projections (Unaudited):**

	2024	2025	2026	2027	2028
Revenue (dollars in thousands)		\$3,488 <i>Launch Q4 '25</i>	\$13,730	\$38,596	\$66,811
EBIT (dollars in thousands)	(\$2,495)	(\$8,903)	(\$6,106)	\$1,945 <i>Profitable by '27</i>	\$12,004

**Quick Facts**

Company Name:  
**AiM Medical Robotics**

Contact:  
**Gregory Fischer, PhD  
Founder & CEO**  
<https://www.linkedin.com/in/gregfischer/>

Address: **50 Prescott Street  
Worcester, MA 01605, USA**

Phone: **+1 (617) 203-5560**

Email: [info@aimmedrobotics.com](mailto:info@aimmedrobotics.com)

Website: <https://www.aimmedicalrobotics.com/>

Industry: **Medical Device**

Domain: **Robotic Neurosurgery**

Bank: **Chase, Relay**

Law Firm: **Sheppard Mullin**

Patent Estate: **Taylor English**

Number of Employees: **12**

Leadership Team:  
**Julie Pilitsis, MD, PhD, MBA  
Jonathan Sackier, MD  
Samantha Surrey  
John Gomes**

Amount of Financing Sought:  
**\$6M Series A (inc. bridge notes)**

Current Investors:  
**IQ Capital, Surrey Capital  
Partners, Sontag Foundation,  
Lambda Fund, Keiretsu NW**

Use of Funds:  
**Reach clinical milestone  
confirming key metrics in a 20-  
patient first-in-human trial at  
BWH/Harvard Med for DBS  
lead placement in Parkinson’s  
patients.**

Auditor:  
**Katz, Nannis + Solomon**



CLOTHING 2.0

**Contact:** Jordan Schindler  
**Address:** 301 Conover Station  
Southeast, Conover, NC 28613  
**Phone:** 520.668.6907  
**Email:** Jordan@Clothing2.com

**Management:**  
CEO, Jordan Schindler  
VPM, Brad Seese  
CRO, Larry Kass  
CFO, Matt Soule  
PhD Scientist, Chen Zhang

**Industry:**  
Health & Wellness; Biotechnology;  
Smart Textiles; Wearables; Apparel

**Year Founded:**  
2014

**Number of Employees:**  
FT: # 12  
PT: # 0  
Contractors: # 2

**Past Financing:**  
\$1M grant from MIT and DoD  
(AFFOA). Notable investors include  
Charlotte Angel Fund, former Belk  
CEO, Keiretsu Forum, NCSU  
Wolfpack Fund, High Country  
Angels, part owners of New York  
Yankees and Pittsburgh Pirates.

**Business Description:**

*We are the only company in the world that infuses doses of proven medicines, vitamins and supplements into yarn to create laundry-safe, reusable healthy garments and textiles.*

*Clothing 2.0 is a state-of-the-art drug delivery system, that incorporates leading medications, OTCs and topical ingredients directly into yarn (and subsequent clothing); with efficacy lasting through numerous regular consumer wash cycles. We literally put medicine into clothing. Seriously.*

**Problem Solved:**

*Tired of sticky, messy, ineffective creams that consumers have to remember to reapply multiple times per day? Our technology enables putting topical medications directly in the clothing and accessories you wear, alleviate the need for creams, patches or pills. Our products are proven to last for an entire day's worth of wear and 15+ wash cycles all while providing a consistent dose of medicine to the target area.*

**Products/Services:**

*Clothing 2.0 has numerous issued patents around the ability to deliver a controlled dose of medications through garments. This technology is reshaping how consumers think about their clothing; instead of simply buying a garment based on color or size or brand, it's now about the health benefit you want to achieve. Be it a topical analgesic infused compression sleeve to reduce pain, anti-cellulite yoga pants, anti-acne pillowcases or moisturizing maternity products. We are defining a new category called HealthWear.*

**Traction:**

- Products available in 12,000 stores nationwide
- 1.4 million units sold
- Partner Products sold in 5 Major Retailers (Walmart, Target, CVS, Walgreens, Cardinal and more)
- Outperforming competitive brands in the category from IRI data

**Market Size:**

- Our products are ideal for demographics that struggle to take daily medications due to age, mental health status or physical limitations. We are solving for patient compliance.
- The global pain management drugs market was valued at \$71,431.85 million in 2019 (One of many OTC verticals we can target)

**Competitive Environment:**

*We are at the intersection of two distinct industries; pharmaceuticals and apparel. However what we are achieving has never been done before, so we are defining a new category: HealthWear.*

**Revenue Model and Go-To-Market Approach:**

*We are an ingredient brand (i.e. Gore-Tex) that adds functionality and differentiation to apparel and pharmaceutical brands; i.e. a Nike sock with IcyHot or a LuluLemon garment with Olay moisturizer.*

**Why You Win:** (suggested 40-50 words)

*Clothing 2.0 has multiple patents around the ability to deliver a controlled dose of medication through garments. Pain relief is just one vertical of many. The intersection between Pharmaceuticals and Apparel is a multi-billion dollar opportunity.*

**Value Proposition:**

**A unique social travel platform connecting like-minded people for travel adventures with AI-enabled social matching algorithms**

**Company Background:** Floqsta Inc. was incorporated in DE, U.S. in 2021. A strong diverse founding team with extensive experience in travel, social media and technology, supported by board members and advisors with executive travel industry experience. App is live in US market since 2023. Signed revenue contracts with several travel industry partners.

**Leadership Team:**

**Dasha Kuksenko**, founder & CEO - travel industry business and technology  
**Michael Huynh**, co-founder - travel technology, product & development  
**Gordon Locke**, co-founder - consumer brand, marketing & social media  
**Alan Walker** - AI/ML, data scientists, travel technology & architecture  
**Simon Elder** - travel business, technology, product management  
**Hugh Jones**, board director - travel industry executive, former CEO of Travelocity, former COO & President of Sabre

**Products/Services:** Young generations view travel as a lifestyle but often lack companions for frequent travel – over 50% want to make new friends through travel. Floqsta addresses a major social travel trend and is a solution to the fundamental need for connection between people and combats loneliness through travel. Floqsta connects like-minded people, creates harmonious travel “flocs” and enables them to craft their adventures collaboratively. We present curated contextual travel recommendations from our travel partners. Floqsta connects people for travel dynamically, proactively and intelligently, which is unique.

**Technologies/Special Know-How:** The key differentiation is AI-enabled proprietary social matching algorithms that are designed to proactively connect like-minded travelers with shared interests into socially compatible groups. Based in group psychology and behavioral science, compatibility scoring algorithms are ML-trained inspecting user data and interactions.

**Market:** Targeted at Gen Z and young millennials demographics (age 20-40) with geographic focus on US and other Western markets. Expansion to other select global markets and other age groups. \$30B addressable market: 200M target consumers with over \$1T annual travel spend with 8% travel spend growth. Floqsta monetization is based on commissions & advertising from travel partners, and premium subscription.

**Distribution Channels:** Consumers: social media, travel micro-influencers, travel clubs/communities, co-branding and co-marketing with travel brands. Growth approach through interest based clusters. Travel partners: affinity programs, direct relationships, travel eco-system

**Competition:** Floqsta is positioned at the intersection of travel and social/dating platforms, fueled by significant growth in social travel concept. Uniquely different from other social travel apps (direct competitors) by intelligently connecting people into groups for social experiences. Potential competition – dating apps, large social and meet up platforms who do not presently have travel focus or specialization.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	0	0	35	3,700	45,000
EBIT (dollars in thousands)	(435)	(477)	(957)	(2,500)	7,750

**Quick Facts**

**Company Name:** Floqsta, Inc.

**Contact:** Dasha Kuksenko

**Address:** 361 Newbury Street 3rd floor, Boston, MA 02115, USA

**Phone:** (617) 459-2777

**Email:**  
dasha.kuksenko@floqsta.com

**Website:** www.floqsta.com

**Industry:** Travel, Social networks

**Bank:** First Citizens, Mercury

**Law Firm:** Woods Oviatt Gilman

**Trademarks:** “floqsta”, “unlock your floq”, “The FloQ”

**Number of Employees:** 10

**Leadership Team:**

Dasha Kuksenko, Michael Huynh, Gordon Locke, Simon Elder

**Amount of Financing Sought:**  
USD 1.1M

**Current Investors:** 24 angel investors/travel industry leaders

**Use of Funds:** product development, consumer acquisition

**Auditor:** Mongio and Associates CPAs LLC



**20/20 GeneSystems, Inc.**  
15810 Gaither Dr., Suite 235  
Gaithersburg, MD 20877

[www.2020gene.com](http://www.2020gene.com)  
[www.OneTestforCancer.com](http://www.OneTestforCancer.com)

### **Key Strengths**

- *No. 2 leader in fast growing market for multi-cancer early detection blood testing ([www.OneTest.AI](http://www.OneTest.AI)).*
- *2023 Inc.5000 Fastest Growing Company in Maryland*
- *Growing adoption among employers and consumers. +250% yearly sales growth*
- *Competitive advantages over Grail's ctDNA test includes much lower price, better sensitivity and easy access at pharmacies and at home.*
- *Growing patent estate.*
- *Lead institutional investor committed \$23 million by September 2024*
- *Pilot w/ leading supermarkets*

### **Contact:**

[investors@2020gene.com](mailto:investors@2020gene.com)  
(240) 453.6339 ext. 102

## **Executive Summary**

June 2024

20/20 GeneSystems is the #2 leader in the U.S. in the fast-growing market for multi-cancer early detection (MCED) blood tests. Our patented approach is substantially more **affordable, accessible, and accurate** for early stage detection than that of the leading incumbent, Grail.

### **OneTest™: A New AI Powered Multi-Cancer Blood Test for Broad Spectrum Early Cancer Detection**

- Measures a panel of **tumor antigens** (CEA, AFP, CA-19.9, CA-125, Ca-15.3, Cyfra, PSA) plus **inflammatory markers** (in *OneTest Premium*)
- Biomarkers common for cancer screening in **East Asia**
- **Strong patent position** covering screening w/ machine learning + tumor antigens
- Useful in early detection of multiple deadly types of cancer (lung, liver, pancreas, etc.)
- Utilizes FDA approved instruments and kits (immunoassay)
- **Powered by machine learning algorithm** built with outcome data from over 40,000 previously tested individuals
- Over 15,000 tests sold to date

### **MCEDs Gaining Government Support**

**Congress**—Hundreds of healthcare organizations urge Congress to pass the Medicare MCED Screening Coverage Act. Co-sponsored by over 300 members of Congress (bipartisan) to expedite coverage of MCEDs.

**The White House**—President Biden has declared that MCEDs are a core component of his “Cancer Moonshot” initiative.

**The U.S. National Cancer Institute**—The NCI will sponsor large randomized clinical trials of MCEDs in early 2025 as part of implementing the White House Cancer Moonshot initiative (20/20 has applied for inclusion in these clinical trials).

**States**—Funding MCEDs for their employees at highest risks for cancers—firefighters

### **Substantial, Multi-Billion Dollar Revenue Opportunity**

We estimate that half of all adult Americans will receive a yearly MCED test before the end of this decade resulting in a revenue opportunity for 20/20, the current #2 market leader of **over \$2.5 billion**.

### **2024 Financings Underway**

- Raising **\$50 million** from combined **retail** and **institutional** investors
- **Sophisticated PE firm lead**. Committed \$23 million to date.
- **Raising \$5 million under Reg. CF on Wefunder** (offering complimentary blood tests as Perks)
- Building market share in **acquisitive arena**
- **IPO ready** when market conditions are optimum



**Value Proposition.** General Biologics seeks \$1.5M in investment to bring our lead product, GB-002, to a successful pre-IND discussion with the FDA within 1 year of investment. Within 5 years, we expect to develop this product through Phase IIa clinical trials, at which point investors would exit with a company valuation of several \$billion, and the stake of first-round investors will have increased by about 40-fold (under reasonable assumptions).

**Company Background:** *General Biologics, Inc. is a protein engineering company with a platform technology that targets proteins to RBC precursors and mature red blood cells. The Company is a spinoff from Harvard Medical School and is currently housed in biotech incubator space at Harvard.*

**Leadership Team:**

*Jeffrey Way (CEO). 25 years in biotech and big pharma drug development. 15 years developing the underlying technology for the Company's lead product.  
R. Rogers Yocum (CSO). 40 years in biotech; founder and IPO experience.*

**Products/Services:** *Our lead product, GB-002, is for treatment of Chronic Obstructive Pulmonary Disease (the 3<sup>rd</sup>-leading cause of death in the world) and other hypoxic disorders. Peak sales of this therapeutic protein are expected to be at least \$30B/year.*

**Technologies/Special Know-How:** *Current treatments for COPD address bronchitis (narrowing of bronchi) but not emphysema (destruction of alveoli). GB-002 acts downstream of the lungs to enhance oxygen delivery and make tissues resilient against hypoxia. No other COPD treatments have these properties.*

*GB-002 is protected by two patents. Our product is based on erythropoietin, but has been engineered to remove blood-clotting side effects and have increased safety. This will enable us to capture very large markets for which erythropoietin itself is not approved.*

**Market:** *Our initial target market is COPD patients with moderate to severe anemia. In the US alone, this group comprises 2 million people out of 16 million total COPD patients. Patients with both anemia AND COPD have a severe deficiency in oxygen delivery, and we expect rapid approval in this market. We ultimately expect to capture a portion of the remaining COPD market. About 500 million people worldwide suffer from COPD.*

*Moderate anemia of aging is another large market – about 3 million in the US alone. Anemia due to kidney failure and cancer are markets where erythropoietin is currently used but has serious side effects. Niche markets such as Covid-19 patients on ventilators and cystic fibrosis – these would allow for rapid approval. Our revenue model is health insurance-reimbursable sales.*

**Distribution Channels:**

*We would use the same sales techniques used by pharma companies to sell, for example, monoclonal antibody therapies. However, we expect that early-stage investors will exit before the Company begins to sell its product.*

**Competition:** *Our drug would be used in combination with current treatments, which are not competitors but act synergistically. Current treatments include inhaled combination therapies (Breztri, Trelegy) that treat bronchitis and not emphysema, as well as long-term oxygen therapy, which is extremely burdensome.*

**Financial Projections:** *General Biologics will not earn revenue from its lead product until about 4 years after exit, either by acquisition or IPO. We expect to have a valuation of \$5B at exit, before revenues from our lead product.*

**Quick Facts**

**Company Name:**  
General Biologics, Inc.

**Contact:** Jeffrey Way

**Address:**

**Lab:** 240 Longwood Ave  
Building C Suite 125  
Boston, MA 02115

**HQ:** 108 Fayerweather St.  
Cambridge, MA 02138

**Phone:** 617-372-2019

**Email:**

jeff.way@genbiologics.com

**Website:** www.genbiologics.com

**Industry:** Biotechnology

**Domain:** Drug development

**Banks:** JPMorgan and  
Bank of America

**Law Firm:** Latham & Watkins

**Patent Estate:** Exclusive licenses  
to WO2022272026 and  
US9879090.

**Number of Employees:** 2

**Leadership Team:**  
Jeffrey Way – CEO  
R. Rogers Yocum - CSO

**Amount of Financing Sought:**  
\$1.5M

**Current Investors:** Founders

**Use of Funds:** Finalize lead  
product and hold a successful  
pre-IND meeting with the FDA.

**Auditor:** Analyze Accounting

# EXECUTIVE SUMMARY



## VALUE PROPOSITION

Hedonia is a revolutionary product, an all-natural, first-of-its-kind medical food. It is specially formulated to address the unique nutritional needs of people suffering from depression, without the need for a prescription and without the side effect profile associated with pharmacological agents.

Hedonia™ is not a drug. It is not a supplement. It is a unique patented 3-in-1 product classified as a medical food. Hedonia is specifically formulated to address the unique nutritional imbalances and or deficiencies of people with depression, which cannot be managed by an ordinary diet alone. The nutrients (Omega-3, SAmE, and L-methylfolate) occur naturally in your body but may be out of balance in your brain if you suffer from depression. Hedonia works by raising the levels of these critical nutrients to normal, healthy levels. Medical foods have been used since the 1950s. They have been developed for many diseases, such as Crohn's, ulcerative colitis, gastroesophageal reflux, insomnia, Alzheimer's, and Parkinson's. Examples of Medical foods include Pedialyte, Ensure, Glucerna, and Pulmocare.



## LEADERSHIP TEAM

- Alexander Vuckovic, M.D.** Founder, Inventor & Chief Scientific Officer
- Dany Sfeir**, Chief Executive Officer
- Bengt Persson**, Chief Operating Officer
- Shepard Kramer**, Chief Marketing Officer

## SCIENCE BOARD OF ADVISORS

- Alexander Vuckovic, MD** Founder & CSO
- Dr. Joseph Firth, PhD** University of Manchester
- Derek Tobin, PhD** Clinical Science Manger Epax Norway
- Prof. Jerome Sarris, PhD** Psycae Institute

## COMPANY BACKGROUND

Hedonia USA, Inc. was incorporated in January 2021 in the State of Delaware. The company was founded by Dr. Alex Vuckovic, a Harvard Medical School Psychiatrist and Psychopharmacologist, based upon his over 40 years of treating patients with depression as well as substantial published research by many practitioners.

## COMPETITION

There has never been a product like Hedonia on the market and as we sit here today there is no competition and will not be for a long time because of our patent protection.

## DISTRIBUTION CHANNELS

We intend to launch Hedonia in mid Q3 2024 and will initially be marketed as medical food and sold as direct to consumer (D2C) via our website. After the launch of the medical food product, we will market Hedonia selling to select retailers. Within 2 years we will execute our full retail strategy, working with pharmacies and large retailers to sell Hedonia both as a medical food and in alternate formulation with a family of supplements to address the 80 million USA residents who take supplements daily.

## PATENTS

Hedonia has patents that protect the product through 2037 both domestically and internationally as well as in an supplement version. In addition, the company has a patent on its special dual capsule delivery system.



## ADDRESSABLE MARKET

The World Health Organization (WHO) estimates there are one billion people globally suffering from depression, or about 1 in every 5 people. In the United States, 31 million people have mild to intermittent depression. At an average cost of \$2,200 for a one-year supply of Hedonia would be a \$6.82 billion in market just in the USA.



## ASK

Hedonia USA, Inc. has raised \$2.9 million to date both in seed capital and a Series A round. Currently, we are seeking \$10 million in Series B financing. The capital will be used as follows:

Marketing and Media	52%
Manufacturing and raw material	22%
Talent acquisition	11%
Research & development	15%
<b>Total</b>	<b>100%</b>

**Contact:** James Bilodeau  
**Address:** 611 S. Congress Ave., #505  
**Phone:** (917) 328-3357  
**Email:** james.bilodeau@prefixinc.com  
**Website:** [www.prefixinc.com](http://www.prefixinc.com)

The logo for Prefix, featuring the word "Prefix" in white sans-serif font on a blue square background.

### Business Description:

PreFix is a tech-enabled service that eliminates the hassles of home ownership, saves homeowners up to 50% off home maintenance costs, and creates a data-driven “operating system” for the home.

### Management:

James Bilodeau – Founder and CEO  
Justin Braund – Director of Operations  
Nick Stirling – Head of Product  
JC Ferrer – Lead Developer

### Industry:

PropTech

### Commercial Launch:

2017

### Number of Employees:

FT: 56

PT: 0

Contractors: 2

### Past Financing:

\$13M

Capital Factory, Chicago Ventures, Firebrand Ventures, Matchstick Ventures, Moonshots Capital, Techstars

### Current Raise:

\$1.5M

Extension to fully subscribed SAFE

\$25M cap

20% discount

Led by Chicago Ventures in follow on

### Financial Projections (ARR)

2024 - \$10.8M

2025 - \$38.2M

2026 - \$79.7M

### Problem Solved:

The average homeowner spends 30 hours and \$3000/yr. on home maintenance hassle. We eliminate the hassle, reduce cost by 30-50% and create a data-driven operating system for the home.

### Products/Services:

A fully trained, dedicated Home Manager fixes most things for a low copayment. Seasonal preventive maintenance on all appliances and systems is included, which pays for the cost of the service on its own. For only the most complex repairs we use our vetted contractors at low, negotiated rates with no mark up. Our custom-built tech platform drives the efficiency of the service and provide other tech/data-enabled services to homeowners.

### Traction:

- Annualized revenue of \$6.0M
- Now in four major metro areas: Austin, San Antonio, Houston Dallas.
- Launched fully co-branded commercial partnership with USAA in July, 2024 in which USAA will distribute PreFix to their members in Texas, Colorado and other states.
- Executed contracts with strategic partners will get us to 30,000 homes and Series C metrics at essentially \$0 CAC.
- NPS of 87 - our newest cities have higher NPS than Austin where initially launched.
- Average annualized revenue retention by cohort of 89%.

### Market Size:

Our core home maintenance market is greater than \$20B in the US. Adjacent markets into which we've started expanding represent an additional \$55B. Our ideal customer is located in urban core neighborhoods, single family homeowner, older Millennial, younger GenX. However, we've demonstrated a high degree of addressability across a number of segments.

### Competitive Environment:

Our main competitors fall into two categories: 1) marketplaces (like Angi) and 2) home warranties (like American Home Shield). Neither creates superior customer service experiences or trusted relationships.

### Revenue Model and Go-To-Market Approach:

We make money from a monthly subscription and copayments for core services we perform. We continue to add on additional services and have doubled ARPU since 2021. Customer acquisition was initially through our own D2C playbook, but growth has now become geometric at \$0 CAC through commercial contracts with strategic partners.

### Our Moat:

We have created a completely new category that addresses the real customer pain points in this space. In doing this we have tackled the considerable operational complexity needed to deliver an exceptional customer experience. We can now monetize our uniquely trusted relationship with homeowners in a number of ways

**“Pioneering a new class of anti-cancer small molecules: “Non violent Chemotherapy”**

**Company Background:** Vidac Pharma is an Israel-based clinical-stage biopharmaceutical company developing first-in-class oncologic and onco-dermatologic therapies.

**Leadership Team:**

Our team is composed of seasoned managers who each have a wealth of experience and worked together in previous successful ventures.

Prof Max Herzberg PHD – co-founder and CEO

Dr. Yuval Sagiv PhD – Chief Technology Officer

Sandra Gamzon MBA – HR & COO

Shuki Cohen CPA- CFO

**Products/Services:**

Vidac’s breakthrough technology reverts the abnormal metabolism characteristic of all cancer cells, harboring the promise of a fundamentally new way of treating a wide range of types of cancer, and of becoming a routine part of oncology combination therapy. Our drugs are specific to Cancer cells.

VDA-1102 is post Phase 2 clinical under FDA trials on humans for two indications of skin cancer It has shown a positive effect against advanced Actinic Keratosis (AK), a very widely spread disease, and in Israel demonstrated favorable interim results in Cutaneous T-cell Lymphoma (CTCL) in January of 2024. Going to Phase 3 and other NMSC (Non Melanoma Skin Cancer).

[VDA-1275](#) is a powerful new drug candidate which we believe can become a blockbuster that is part of any anti-cancer cocktail. Testing is at the advanced pre-clinical stage, with first-in-human tests expected within 12-15 months. VDA-1275 has shown extremely promising synergistic results in testing in liver cancer organoids, which could reduce the dose of chemotherapy that are now routinely applied in such cases.

**Technologies/Special Know-How:**

Vidac holds a dominant IP position with a broad intellectual property portfolio, protected by seven patent families running to up to 2045. These protect Vidac’s unique mode of action: preventing the wrong anchoring of the Hexokinase 2 (HK2) isozyme to mitochondrial channels specific to Cancer Cells to restore the normal metabolism, take away the cancer-enhancing characteristics of the tumor microenvironment, and restore programmed cell death – all without affecting the surrounding healthy tissue.

**Market:**

The market for both assets is in the multi-billion size and will each represent an important asset for an acquirer. The complementary effect of our drugs makes Vidac a target for acquisition and/or co- development by big pharma.

**Distribution Channels: Acquisition** ,Partnership with Pharma – licensing deals

**Competition:** Current Marketed therapeutics have severe side effects or poor efficacy.

**Quick Facts**

**Company Name:** Vidac Pharma Ltd.

**Contact:** Max Herzberg, founder and CEO

**Address:** Oppenheimer 7 Rehovot, Israel

**Phone:**+972544257381

**Email:**[maxherzberg@vidacpharma.com](mailto:maxherzberg@vidacpharma.com)

**Website:** [www.vidacpharma.com](http://www.vidacpharma.com)

**Industry:** Biotechnology

**Domain:** Oncology and *onco-dermatology*

**Bank:** Bank Hapoalim

**Law Firm:** Horn & Co

**Patent Estate:**7 Patent families

**Number of Employees:**

**Leadership Team:**

Prof Max Herzberg, PHD – Founder and CEO

Dr. Yuval Sagiv, PhD – CTO

Sandra Gamzon – MBA-HR & COO

Shuki Cohen CPA- CFO

**Amount of Financing Sought:**

We are looking for a bridge financing of \$5M in preferred shares

**Current Investors: Founders and private investors. Vidac Pharma Holding Plc (Public company)**

**Use of Funds:**

Advance clinical trials to bring Vidac’s two assets to the inflection point making them a fantastic target for big pharma

**Auditor:** AuditHelp UK



# Shaping the focus of myopia control

## INTRODUCTION

What's the most prevalent disease you will hear about this year? Diabetes? No. Heart Disease? No. COPD? No. It's Myopia! 28.3% of the global population currently has myopia and the World Health Organization has labeled it a health epidemic.

But really? Myopia? Yes. Commonly known as nearsightedness, Myopia is a chronic, progressive eye disease, that is characterized by a negative-powered refractive error and excessive eye elongation. Besides visual degradation, the elongated eye is susceptible to long-term, pathological complications with significant risks to eye health and vision. Any degree of myopia increases the risk of sight-threatening complications, including glaucoma, retinal detachment, and myopic macular degeneration, with certain complications leading to blindness in adulthood. Myoptechs is developing a platform of optical correction that slows the progression of myopia, thereby reducing the short- and long-term vision implications of the disease.

## CATEGORY AND SOLUTION

A new category of optical correction has been clinically proven to slow myopia progression in children. Multifocal optics generate myopic defocus which is a stop signal for eye growth. Myopic defocus means less eye elongation which means less myopia progression and complications.

The value proposition for Myoptechs is its unique and patent pending Faceted Optical System™ designed to provide a superior stop signal, which should offer an improved clinical result. In simulated retinal imaging, the Myoptechs design demonstrated greater than a 3-fold improvement in myopic defocus vs. a conventional design. This is modeled to reduce myopia progression by 60% over current technology.

## PROGRESS, VELOCITY, AND OPPORTUNITY

Myoptechs has exclusive, worldwide license to the technology invented at The Ohio State University by Dr. Tom Raasch. Within a year of finalizing the license, the Company confirmed the differentiation of the Intellectual Property with its outside legal counsel, filed patent applications in priority markets, designed and finalized the first prototype, proved repeatable cast-molding manufacturability, and finished its first vision pilot with strong results. The second vision pilot is currently underway.

This is THE time to be investing in myopia control. The future TAM for myopia control optical correction is projected at \$20B. Eyecare multinationals have already invested in conventional technology, and the next level of innovation is needed to advance the standard of care. The Myoptechs Faceted Optical System provides the next generation of myopia control, and the company is currently raising its Seed Round to complete its early clinical development program.

### FINANCIALS

**COMPANY STAGE:** Seed Round

**CAPITAL SEEKING:** \$2,500,000

### MANAGEMENT TEAM

**CEO:** Paul Grimm. An accomplished sales and marketing executive with 18 years of leadership in pharmaceuticals, medical devices, medical nutrition, and healthcare consumer packaged goods, including contact lenses.

**Head of Technology:** Tom Raasch, OD, PhD. Inventor. An experienced educator and researcher, with 30+ years in academia. He holds a Doctor of Optometry degree and a PhD in Vision Science.

**CFO:** Brad Beasecker. A successful, seasoned entrepreneur with a 30+ year career. He has held several "C" level executive positions including President and CEO as well as COO and CFO.

### CONTACT

7720 Rivers Edge Drive Ste 101  
Columbus, Ohio 43235  
(614) 468-1661  
conciierge@myoptechs.com  
www.myoptechs.com

**Disclaimer:** Statements have not been evaluated by the FDA and the device is not currently available for purchase or use in the United States. Investing in startups, especially early-stage startups, involves a very high degree of risk. Any information, recommendation or explanation is taken at your own risk.

# 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 "Time Machine" for business leaders. We accelerate development of trust, driving fast and efficient referrals to accelerate business development and growth. We are a values-based membership organization of three communities (1) CEOs of \$20M+ companies in diverse industries, (2) elite advisors in complementary disciplines, and (3) regional centers of influence including economic development, trade associations and media.



## **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.



## **MODUS CREATE @ModusCreate**

We built our company with an ethos of open source, recruiting and retaining the best individual contributors, regardless of location. We are thought leaders who share what we learn and help steer the direction of our open source communities of practice.

We're not just dreamers or doers; we're partners and teachers. We help you instill a culture of learning, innovation, and unlocked potential throughout your organization.

In short, we help you transform your products, platforms, and processes to facilitate organisation-wide digital transformation.

# PARTNERS



## **PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE**

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of Mind Share, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



## **PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT**

The Prince William County Department of Economic Development and Tourism works hard to create a pro-business, globally-competitive environment that generates new, high-quality, and sustainable job opportunities for our residents and destination-driven attractions for our visitors. The department engages in a broad portfolio of services, partnerships, and strategic alliances to benefit the business community, including small businesses, startups, and entrepreneurs.



## **MICHELE WEATHERLY, DIRECTOR OF EXISTING BUSINESS AND ENTREPRENEURSHIP, PRINCE WILLIAM COUNTY**

Michele Weatherly currently serves as the Director of Existing Business and Entrepreneurship with Prince William County Department of Economic Development and Tourism. Michele is a Washington DC Metro area Business Development professional with a track record of successful leadership in trade associations and economic development. Michele specializes in workforce and business development programs and marketing with a strong network of industry colleagues in the DC metro region and beyond the beltway.

Michele currently serves on the Board of Directors for Virginia Career Works, Committee for Dulles, Virginia Serious Game Institute, and the Career Technical Education Program Advisory Council for Prince William County Schools.



## **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.



## **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.



# PARTNERS



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

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community.



**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.



# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
SVP  
Equifi



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**BOB LONDON**  
CEO  
Chief Listening Officers



**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Founder  
BAM Advisory



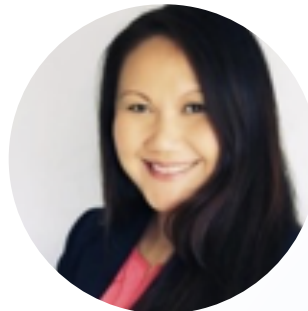
**MICHELLE MILLER**  
Founder  
MRM Consulting



**JOHN MORGAN**  
General Partner  
Morgan Global



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



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
Vocinity

**Big Idea**  
**CONNECTpreneur**

**VIRTUAL ROCKET  
PITCH + POWER  
NETWORKING**

**29  
AUGUST  
11AM - 1PM EDT**

**CONNECTPRENEUR.ORG**

# AGENDA

**11:00 - 11:05 AM**

## VIRTUAL NETWORKING

**11:05 - 11:15 AM**

## WELCOME & INTRODUCTIONS

- TIEN WONG, Founder and Host, CONNECTpreneur Community
- SKYLAR RALLISON, Community Manager, CONNECTpreneur

**11:15 - 12:00 PM**

## ROCKET PITCH SESSION

Companies will be introduced by:

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

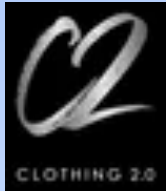
**12:00 - 1:00 PM**

## PRESENTING COMPANY BREAKOUT ROOMS & VIRTUAL NETWORKING

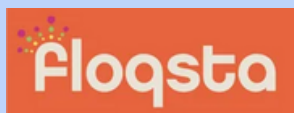
# PRESENTING COMPANIES



**AiM Medical Robotics** - Gregory Fischer



**Clothing 2.0** - Jordan Schindler



**Floqsta** - Dasha Kuksenko



**20/20 Gene Systems** - Jonathan Cohen



**General Biologics** - Jeff Way



**Hedonia USA** - Gary Schwartz



**PreFix** - James Bilodeau



**Vidac Pharma** - Max Herzberg



**Myoptechs** - Paul Grimm

# 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.



## **SKYLAR RALLISON, COMMUNITY MANAGER, CONNECTPRENEUR**

Skylar Rallison is a dynamic professional who wears multiple hats as the Community Manager for CONNECTpreneur and Business Analyst for Opus8. She graduated from The Marriott School of Business at Brigham Young University with a degree in Entrepreneurial Management. She has many years of experience in Business Management, Social Media Marketing/Management, Data Analytics, Business Leadership, and Project Management. With a diverse skill set and a passion for facilitating connections and driving business growth, Skylar thrives in the intersection of Community Management and Strategic Analysis.

Skylar enjoys her current role at CONNECTpreneur, which hosts the world's largest monthly investor pitch events as well as 1/2-day Forums with upwards of 900 RSVPs, featuring VIP guests, speakers, exciting presenting companies, and the best CXO to CXO networking on the East Coast. Skylar is pivotal in fostering engagement and building relationships within the investor and entrepreneur community. She creates inclusive digital spaces where members can share insights, collaborate on opportunities, and build a supportive network. Her role includes but is not limited to, team management, event coordination, project management, and marketing.

She also enjoys her current role as a business analyst at Opus8. Opus8 assists companies and fund managers (private equity, VC, and hedge funds) raise private capital from family offices, UHNW individuals, and institutions. Skylar leverages her analytical mindset and attention to detail to provide valuable insights for Opus8. Through her meticulous analysis of investment opportunities and industry research, Skylar helps drive informed decision-making, enabling Opus8 to curate high-quality events that bring together investors and promising ventures.



# AiM Medical Robotics

**Value Proposition:** Intraoperative soft tissue imaging using MRI enables tracking of target anatomy, instrumentation, and critical structures. AiM overcomes the hurdles of using high quality MRI imaging during surgery with a compact MRI-compatible robotics stereotactic frame. We improve accuracy, consistency, and speed, while reducing cost.

**Company Background:** AiM Medical Robotics is developing a neurosurgery robot that brings high levels of precision, automation, and efficiency, to stereotactic neurosurgery, while at the same time reducing hospital costs, improving throughput, and enhancing patient quality of life.

**Leadership Team:**

Founder & CEO Dr. Fischer is an expert in surgical robotics and has led substantial >\$15M in NIH-funded research related to MRI-compatible surgical robotics. Dr. Pilitsis is a co-founder and a thought leader in functional neurosurgery. Dr. Sackier is CMO and has had multiple successful exits. Samantha Surrey has substantial medtech startup experience with successful exits. John Gomes is a well-established expert in sales and marketing of neurosurgical instrumentation. *We have more experience and demonstrated success than anyone in MRI-compatible surgical robotics, we have a top-notch and engaged clinical advisory board, and we have strong experience in bringing products to market.*

**Products/Services:** Our approach combines real-time intraoperative soft tissue imaging with the precision of robotics to guarantee that surgical procedures are performed as planned despite intraoperative changes. Parkinson's patients must undergo very long, traumatic, awake surgical procedures to have neurostimulators placed in the brain, and still have a 34% chance that they will need to be removed or revised in another brain surgery procedure. Our approach enables patients to have asleep procedures that are substantially shorter and GUARANTEE perfect targeting every time through the use of intraoperative MRI for guidance and confirmation.

**Technologies/Special Know-How:** AiM's unique and patent-protected (5 granted patents, 12 active patent families) compact and MRI-compatible robotic platform overcomes challenges associated with efficient, accurate, safe intracranial delivery of neuromodulation (e.g. DBS for Parkinson's and Epilepsy), brain tumor ablation, and targeted drugs by enabling intraoperative MRI guidance to become mainstream and routine, and in the process improve hospital throughput, procedural consistency, and patient outcomes. Our initial target market is neuro, but with an eye towards other clinical targets with our proprietary platform technology for MRI-compatible surgical robots.

**Market:** TAM for initial market supporting stereotactic neurosurgery is \$4.3B. We have substantial traction with key partners and potential acquirers including Medtronic, Boston Scientific, Siemens, GE Healthcare, and Novo Nordisk.

**Distribution Channels:** We will use a direct sales force with strong domain knowledge. We will initially target academic hospitals, expand to sites currently performing intraoperative MRI procedures, then expand broadly to regional hospitals. Partnerships with key strategics also support sales.

**Competition:** Traditional procedures, whether with decades-old frames or modern robots in the operating room, cannot account for changes that happen in the brain during surgery. Intraoperative soft tissue imaging using MRI enables tracking of target anatomy, instrumentation, and critical structures. AiM overcomes the hurdles of using high quality MRI imaging during surgery with a compact MRI-compatible robotics stereotactic frame. We improve accuracy, consistency, and speed, while reducing cost and increasing throughput of very highly reimbursed (\$36k/pt) procedures.

**Financial Projections (Unaudited):**

	2024	2025	2026	2027	2028
Revenue (dollars in thousands)		\$3,488 <i>Launch Q4 '25</i>	\$13,730	\$38,596	\$66,811
EBIT (dollars in thousands)	(\$2,495)	(\$8,903)	(\$6,106)	\$1,945 <i>Profitable by '27</i>	\$12,004

**Quick Facts**

Company Name:  
**AiM Medical Robotics**

Contact:  
**Gregory Fischer, PhD  
Founder & CEO**  
<https://www.linkedin.com/in/gregfischer/>

Address: **50 Prescott Street  
Worcester, MA 01605, USA**

Phone: **+1 (617) 203-5560**

Email: [info@aimmedrobotics.com](mailto:info@aimmedrobotics.com)

Website: <https://www.aimmedicalrobotics.com/>

Industry: **Medical Device**

Domain: **Robotic Neurosurgery**

Bank: **Chase, Relay**

Law Firm: **Sheppard Mullin**

Patent Estate: **Taylor English**

Number of Employees: **12**

Leadership Team:  
**Julie Pilitsis, MD, PhD, MBA  
Jonathan Sackier, MD  
Samantha Surrey  
John Gomes**

Amount of Financing Sought:  
**\$6M Series A (inc. bridge notes)**

Current Investors:  
**IQ Capital, Surrey Capital  
Partners, Sontag Foundation,  
Lambda Fund, Keiretsu NW**

Use of Funds:  
**Reach clinical milestone  
confirming key metrics in a 20-  
patient first-in-human trial at  
BWH/Harvard Med for DBS  
lead placement in Parkinson's  
patients.**

Auditor:  
**Katz, Nannis + Solomon**



CLOTHING 2.0

**Contact:** Jordan Schindler  
**Address:** 301 Conover Station  
Southeast, Conover, NC 28613  
**Phone:** 520.668.6907  
**Email:** Jordan@Clothing2.com

**Management:**  
CEO, Jordan Schindler  
VPM, Brad Seese  
CRO, Larry Kass  
CFO, Matt Soule  
PhD Scientist, Chen Zhang

**Industry:**  
Health & Wellness; Biotechnology;  
Smart Textiles; Wearables; Apparel

**Year Founded:**  
2014

**Number of Employees:**  
FT: # 12  
PT: # 0  
Contractors: # 2

**Past Financing:**  
\$1M grant from MIT and DoD  
(AFFOA). Notable investors include  
Charlotte Angel Fund, former Belk  
CEO, Keiretsu Forum, NCSU  
Wolfpack Fund, High Country  
Angels, part owners of New York  
Yankees and Pittsburgh Pirates.

**Business Description:**

*We are the only company in the world that infuses doses of proven medicines, vitamins and supplements into yarn to create laundry-safe, reusable healthy garments and textiles.*

*Clothing 2.0 is a state-of-the-art drug delivery system, that incorporates leading medications, OTCs and topical ingredients directly into yarn (and subsequent clothing); with efficacy lasting through numerous regular consumer wash cycles. We literally put medicine into clothing. Seriously.*

**Problem Solved:**

*Tired of sticky, messy, ineffective creams that consumers have to remember to reapply multiple times per day? Our technology enables putting topical medications directly in the clothing and accessories you wear, alleviate the need for creams, patches or pills. Our products are proven to last for an entire day's worth of wear and 15+ wash cycles all while providing a consistent dose of medicine to the target area.*

**Products/Services:**

*Clothing 2.0 has numerous issued patents around the ability to deliver a controlled dose of medications through garments. This technology is reshaping how consumers think about their clothing; instead of simply buying a garment based on color or size or brand, it's now about the health benefit you want to achieve. Be it a topical analgesic infused compression sleeve to reduce pain, anti-cellulite yoga pants, anti-acne pillowcases or moisturizing maternity products. We are defining a new category called HealthWear.*

**Traction:**

- Products available in 12,000 stores nationwide
- 1.4 million units sold
- Partner Products sold in 5 Major Retailers (Walmart, Target, CVS, Walgreens, Cardinal and more)
- Outperforming competitive brands in the category from IRI data

**Market Size:**

- Our products are ideal for demographics that struggle to take daily medications due to age, mental health status or physical limitations. We are solving for patient compliance.
- The global pain management drugs market was valued at \$71,431.85 million in 2019 (One of many OTC verticals we can target)

**Competitive Environment:**

*We are at the intersection of two distinct industries; pharmaceuticals and apparel. However what we are achieving has never been done before, so we are defining a new category: HealthWear.*

**Revenue Model and Go-To-Market Approach:**

*We are an ingredient brand (i.e. Gore-Tex) that adds functionality and differentiation to apparel and pharmaceutical brands; i.e. a Nike sock with IcyHot or a LuluLemon garment with Olay moisturizer.*

**Why You Win:** (suggested 40-50 words)

*Clothing 2.0 has multiple patents around the ability to deliver a controlled dose of medication through garments. Pain relief is just one vertical of many. The intersection between Pharmaceuticals and Apparel is a multi-billion dollar opportunity.*



**Value Proposition:**

**A unique social travel platform connecting like-minded people for travel adventures with AI-enabled social matching algorithms**

**Company Background:** Floqsta Inc. was incorporated in DE, U.S. in 2021. A strong diverse founding team with extensive experience in travel, social media and technology, supported by board members and advisors with executive travel industry experience. App is live in US market since 2023. Signed revenue contracts with several travel industry partners.

**Leadership Team:**

**Dasha Kuksenko**, founder & CEO - travel industry business and technology  
**Michael Huynh**, co-founder - travel technology, product & development  
**Gordon Locke**, co-founder - consumer brand, marketing & social media  
**Alan Walker** - AI/ML, data scientists, travel technology & architecture  
**Simon Elder** - travel business, technology, product management  
**Hugh Jones**, board director - travel industry executive, former CEO of Travelocity, former COO & President of Sabre

**Products/Services:** Young generations view travel as a lifestyle but often lack companions for frequent travel – over 50% want to make new friends through travel. Floqsta addresses a major social travel trend and is a solution to the fundamental need for connection between people and combats loneliness through travel. Floqsta connects like-minded people, creates harmonious travel “flocs” and enables them to craft their adventures collaboratively. We present curated contextual travel recommendations from our travel partners. Floqsta connects people for travel dynamically, proactively and intelligently, which is unique.

**Technologies/Special Know-How:** The key differentiation is AI-enabled proprietary social matching algorithms that are designed to proactively connect like-minded travelers with shared interests into socially compatible groups. Based in group psychology and behavioral science, compatibility scoring algorithms are ML-trained inspecting user data and interactions.

**Market:** Targeted at Gen Z and young millennials demographics (age 20-40) with geographic focus on US and other Western markets. Expansion to other select global markets and other age groups. \$30B addressable market: 200M target consumers with over \$1T annual travel spend with 8% travel spend growth. Floqsta monetization is based on commissions & advertising from travel partners, and premium subscription.

**Distribution Channels:** Consumers: social media, travel micro-influencers, travel clubs/communities, co-branding and co-marketing with travel brands. Growth approach through interest based clusters. Travel partners: affinity programs, direct relationships, travel eco-system

**Competition:** Floqsta is positioned at the intersection of travel and social/dating platforms, fueled by significant growth in social travel concept. Uniquely different from other social travel apps (direct competitors) by intelligently connecting people into groups for social experiences. Potential competition – dating apps, large social and meet up platforms who do not presently have travel focus or specialization.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	0	0	35	3,700	45,000
EBIT (dollars in thousands)	(435)	(477)	(957)	(2,500)	7,750

**Quick Facts**

**Company Name:** Floqsta, Inc.

**Contact:** Dasha Kuksenko

**Address:** 361 Newbury Street 3rd floor, Boston, MA 02115, USA  
**Phone:** (617) 459-2777

**Email:**  
dasha.kuksenko@floqsta.com

**Website:** www.floqsta.com

**Industry:** Travel, Social networks

**Bank:** First Citizens, Mercury

**Law Firm:** Woods Oviatt Gilman

**Trademarks:** “floqsta”, “unlock your floq”, “The FloQ”

**Number of Employees:** 10

**Leadership Team:**

Dasha Kuksenko, Michael Huynh, Gordon Locke, Simon Elder

**Amount of Financing Sought:**  
USD 1.1M

**Current Investors:** 24 angel investors/travel industry leaders

**Use of Funds:** product development, consumer acquisition

**Auditor:** Mongio and Associates CPAs LLC



**20/20 GeneSystems, Inc.**  
15810 Gaither Dr., Suite 235  
Gaithersburg, MD 20877

[www.2020gene.com](http://www.2020gene.com)  
[www.OneTestforCancer.com](http://www.OneTestforCancer.com)

### **Key Strengths**

- *No. 2 leader in fast growing market for multi-cancer early detection blood testing ([www.OneTest.AI](http://www.OneTest.AI)).*
- *2023 Inc.5000 Fastest Growing Company in Maryland*
- *Growing adoption among employers and consumers. +250% yearly sales growth*
- *Competitive advantages over Grail's ctDNA test includes much lower price, better sensitivity and easy access at pharmacies and at home.*
- *Growing patent estate.*
- *Lead institutional investor committed \$23 million by September 2024*
- *Pilot w/ leading supermarkets*

### **Contact:**

[investors@2020gene.com](mailto:investors@2020gene.com)  
(240) 453.6339 ext. 102

## **Executive Summary**

June 2024

20/20 GeneSystems is the #2 leader in the U.S. in the fast-growing market for multi-cancer early detection (MCED) blood tests. Our patented approach is substantially more **affordable, accessible, and accurate** for early stage detection than that of the leading incumbent, Grail.

### **OneTest™: A New AI Powered Multi-Cancer Blood Test for Broad Spectrum Early Cancer Detection**

- Measures a panel of **tumor antigens** (CEA, AFP, CA-19.9, CA-125, Ca-15.3, Cyfra, PSA) plus **inflammatory markers** (in *OneTest Premium*)
- Biomarkers common for cancer screening in **East Asia**
- **Strong patent position** covering screening w/ machine learning + tumor antigens
- Useful in early detection of multiple deadly types of cancer (lung, liver, pancreas, etc.)
- Utilizes FDA approved instruments and kits (immunoassay)
- **Powered by machine learning algorithm** built with outcome data from over 40,000 previously tested individuals
- Over 15,000 tests sold to date

### **MCEDs Gaining Government Support**

**Congress**—Hundreds of healthcare organizations urge Congress to pass the Medicare MCED Screening Coverage Act. Co-sponsored by over 300 members of Congress (bipartisan) to expedite coverage of MCEDs.

**The White House**—President Biden has declared that MCEDs are a core component of his “Cancer Moonshot” initiative.

**The U.S. National Cancer Institute**—The NCI will sponsor large randomized clinical trials of MCEDs in early 2025 as part of implementing the White House Cancer Moonshot initiative (20/20 has applied for inclusion in these clinical trials).

**States**—Funding MCEDs for their employees at highest risks for cancers—firefighters

### **Substantial, Multi-Billion Dollar Revenue Opportunity**

We estimate that half of all adult Americans will receive a yearly MCED test before the end of this decade resulting in a revenue opportunity for 20/20, the current #2 market leader of **over \$2.5 billion**.

### **2024 Financings Underway**

- Raising **\$50 million** from combined **retail** and **institutional** investors
- **Sophisticated PE firm lead**. Committed \$23 million to date.
- **Raising \$5 million under Reg. CF on Wefunder** (offering complimentary blood tests as Perks)
- Building market share in **acquisitive arena**
- **IPO ready** when market conditions are optimum

**Value Proposition.** General Biologics seeks \$1.5M in investment to bring our lead product, GB-002, to a successful pre-IND discussion with the FDA within 1 year of investment. Within 5 years, we expect to develop this product through Phase IIa clinical trials, at which point investors would exit with a company valuation of several \$billion, and the stake of first-round investors will have increased by about 40-fold (under reasonable assumptions).

**Company Background:** *General Biologics, Inc. is a protein engineering company with a platform technology that targets proteins to RBC precursors and mature red blood cells. The Company is a spinoff from Harvard Medical School and is currently housed in biotech incubator space at Harvard.*

**Leadership Team:**

*Jeffrey Way (CEO). 25 years in biotech and big pharma drug development. 15 years developing the underlying technology for the Company's lead product.  
R. Rogers Yocum (CSO). 40 years in biotech; founder and IPO experience.*

**Products/Services:** *Our lead product, GB-002, is for treatment of Chronic Obstructive Pulmonary Disease (the 3<sup>rd</sup>-leading cause of death in the world) and other hypoxic disorders. Peak sales of this therapeutic protein are expected to be at least \$30B/year.*

**Technologies/Special Know-How:** *Current treatments for COPD address bronchitis (narrowing of bronchi) but not emphysema (destruction of alveoli). GB-002 acts downstream of the lungs to enhance oxygen delivery and make tissues resilient against hypoxia. No other COPD treatments have these properties.*

*GB-002 is protected by two patents. Our product is based on erythropoietin, but has been engineered to remove blood-clotting side effects and have increased safety. This will enable us to capture very large markets for which erythropoietin itself is not approved.*

**Market:** *Our initial target market is COPD patients with moderate to severe anemia. In the US alone, this group comprises 2 million people out of 16 million total COPD patients. Patients with both anemia AND COPD have a severe deficiency in oxygen delivery, and we expect rapid approval in this market. We ultimately expect to capture a portion of the remaining COPD market. About 500 million people worldwide suffer from COPD.*

*Moderate anemia of aging is another large market – about 3 million in the US alone. Anemia due to kidney failure and cancer are markets where erythropoietin is currently used but has serious side effects. Niche markets such as Covid-19 patients on ventilators and cystic fibrosis – these would allow for rapid approval. Our revenue model is health insurance-reimbursable sales.*

**Distribution Channels:**

*We would use the same sales techniques used by pharma companies to sell, for example, monoclonal antibody therapies. However, we expect that early-stage investors will exit before the Company begins to sell its product.*

**Competition:** *Our drug would be used in combination with current treatments, which are not competitors but act synergistically. Current treatments include inhaled combination therapies (Breztri, Trelegy) that treat bronchitis and not emphysema, as well as long-term oxygen therapy, which is extremely burdensome.*

**Financial Projections:** *General Biologics will not earn revenue from its lead product until about 4 years after exit, either by acquisition or IPO. We expect to have a valuation of \$5B at exit, before revenues from our lead product.*

**Quick Facts**

**Company Name:**  
General Biologics, Inc.

**Contact:** Jeffrey Way

**Address:**

**Lab:** 240 Longwood Ave  
Building C Suite 125  
Boston, MA 02115

**HQ:** 108 Fayerweather St.  
Cambridge, MA 02138

**Phone:** 617-372-2019

**Email:**

jeff.way@genbiologics.com

**Website:** www.genbiologics.com

**Industry:** Biotechnology

**Domain:** Drug development

**Banks:** JPMorgan and  
Bank of America

**Law Firm:** Latham & Watkins

**Patent Estate:** Exclusive licenses  
to WO2022272026 and  
US9879090.

**Number of Employees:** 2

**Leadership Team:**  
Jeffrey Way – CEO  
R. Rogers Yocum - CSO

**Amount of Financing Sought:**  
\$1.5M

**Current Investors:** Founders

**Use of Funds:** Finalize lead  
product and hold a successful  
pre-IND meeting with the FDA.

**Auditor:** Analyze Accounting

# EXECUTIVE SUMMARY



## VALUE PROPOSITION

Hedonia is a revolutionary product, an all-natural, first-of-its-kind medical food. It is specially formulated to address the unique nutritional needs of people suffering from depression, without the need for a prescription and without the side effect profile associated with pharmacological agents.

Hedonia™ is not a drug. It is not a supplement. It is a unique patented 3-in-1 product classified as a medical food. Hedonia is specifically formulated to address the unique nutritional imbalances and or deficiencies of people with depression, which cannot be managed by an ordinary diet alone. The nutrients (Omega-3, SAmE, and L-methylfolate) occur naturally in your body but may be out of balance in your brain if you suffer from depression. Hedonia works by raising the levels of these critical nutrients to normal, healthy levels. Medical foods have been used since the 1950s. They have been developed for many diseases, such as Crohn's, ulcerative colitis, gastroesophageal reflux, insomnia, Alzheimer's, and Parkinson's. Examples of Medical foods include Pedialyte, Ensure, Glucerna, and Pulmocare.



## LEADERSHIP TEAM

- Alexander Vuckovic, M.D.** Founder, Inventor & Chief Scientific Officer
- Dany Sfeir**, Chief Executive Officer
- Bengt Persson**, Chief Operating Officer
- Shepard Kramer**, Chief Marketing Officer

## SCIENCE BOARD OF ADVISORS

- Alexander Vuckovic, MD** Founder & CSO
- Dr. Joseph Firth**, PhD University of Manchester
- Derek Tobin**, PhD Clinical Science Manger Epax Norway
- Prof. Jerome Sarris**, PhD Psyche Institute

## COMPANY BACKGROUND

Hedonia USA, Inc. was incorporated in January 2021 in the State of Delaware. The company was founded by Dr. Alex Vuckovic, a Harvard Medical School Psychiatrist and Psychopharmacologist, based upon his over 40 years of treating patients with depression as well as substantial published research by many practitioners.

## COMPETITION

There has never been a product like Hedonia on the market and as we sit here today there is no competition and will not be for a long time because of our patent protection.

## DISTRIBUTION CHANNELS

We intend to launch Hedonia in mid Q3 2024 and will initially be marketed as medical food and sold as direct to consumer (D2C) via our website. After the launch of the medical food product, we will market Hedonia selling to select retailers. Within 2 years we will execute our full retail strategy, working with pharmacies and large retailers to sell Hedonia both as a medical food and in alternate formulation with a family of supplements to address the 80 million USA residents who take supplements daily.

## PATENTS

Hedonia has patents that protect the product through 2037 both domestically and internationally as well as in an supplement version. In addition, the company has a patent on its special dual capsule delivery system.



## ADDRESSABLE MARKET

The World Health Organization (WHO) estimates there are one billion people globally suffering from depression, or about 1 in every 5 people. In the United States, 31 million people have mild to intermittent depression. At an average cost of \$2,200 for a one-year supply of Hedonia would be a \$6.82 billion in market just in the USA.



## ASK

Hedonia USA, Inc. has raised \$2.9 million to date both in seed capital and a Series A round. Currently, we are seeking \$10 million in Series B financing. The capital will be used as follows:

Marketing and Media	52%
Manufacturing and raw material	22%
Talent acquisition	11%
Research & development	15%
<b>Total</b>	<b>100%</b>

**Contact:** James Bilodeau  
**Address:** 611 S. Congress Ave., #505  
**Phone:** (917) 328-3357  
**Email:** james.bilodeau@prefixinc.com  
**Website:** [www.prefixinc.com](http://www.prefixinc.com)

The logo for Prefix, featuring the word "Prefix" in white sans-serif font on a blue square background.

### Business Description:

PreFix is a tech-enabled service that eliminates the hassles of home ownership, saves homeowners up to 50% off home maintenance costs, and creates a data-driven “operating system” for the home.

### Management:

James Bilodeau – Founder and CEO  
Justin Braund – Director of Operations  
Nick Stirling – Head of Product  
JC Ferrer – Lead Developer

### Industry:

PropTech

### Commercial Launch:

2017

### Number of Employees:

FT: 56

PT: 0

Contractors: 2

### Past Financing:

\$13M

Capital Factory, Chicago Ventures, Firebrand Ventures, Matchstick Ventures, Moonshots Capital, Techstars

### Current Raise:

\$1.5M

Extension to fully subscribed SAFE

\$25M cap

20% discount

Led by Chicago Ventures in follow on

### Financial Projections (ARR)

2024 - \$10.8M

2025 - \$38.2M

2026 - \$79.7M

### Problem Solved:

The average homeowner spends 30 hours and \$3000/yr. on home maintenance hassle. We eliminate the hassle, reduce cost by 30-50% and create a data-driven operating system for the home.

### Products/Services:

A fully trained, dedicated Home Manager fixes most things for a low copayment. Seasonal preventive maintenance on all appliances and systems is included, which pays for the cost of the service on its own. For only the most complex repairs we use our vetted contractors at low, negotiated rates with no mark up. Our custom-built tech platform drives the efficiency of the service and provide other tech/data-enabled services to homeowners.

### Traction:

- Annualized revenue of \$6.0M
- Now in four major metro areas: Austin, San Antonio, Houston Dallas.
- Launched fully co-branded commercial partnership with USAA in July, 2024 in which USAA will distribute PreFix to their members in Texas, Colorado and other states.
- Executed contracts with strategic partners will get us to 30,000 homes and Series C metrics at essentially \$0 CAC.
- NPS of 87 - our newest cities have higher NPS than Austin where initially launched.
- Average annualized revenue retention by cohort of 89%.

### Market Size:

Our core home maintenance market is greater than \$20B in the US. Adjacent markets into which we've started expanding represent an additional \$55B. Our ideal customer is located in urban core neighborhoods, single family homeowner, older Millennial, younger GenX. However, we've demonstrated a high degree of addressability across a number of segments.

### Competitive Environment:

Our main competitors fall into two categories: 1) marketplaces (like Angi) and 2) home warranties (like American Home Shield). Neither creates superior customer service experiences or trusted relationships.

### Revenue Model and Go-To-Market Approach:

We make money from a monthly subscription and copayments for core services we perform. We continue to add on additional services and have doubled ARPU since 2021. Customer acquisition was initially through our own D2C playbook, but growth has now become geometric at \$0 CAC through commercial contracts with strategic partners.

### Our Moat:

We have created a completely new category that addresses the real customer pain points in this space. In doing this we have tackled the considerable operational complexity needed to deliver an exceptional customer experience. We can now monetize our uniquely trusted relationship with homeowners in a number of ways

**“Pioneering a new class of anti-cancer small molecules: “Non violent Chemotherapy”**

**Company Background:** Vidac Pharma is an Israel-based clinical-stage biopharmaceutical company developing first-in-class oncologic and onco-dermatologic therapies.

**Leadership Team:**

Our team is composed of seasoned managers who each have a wealth of experience and worked together in previous successful ventures.

Prof Max Herzberg PHD – co-founder and CEO

Dr. Yuval Sagiv PhD – Chief Technology Officer

Sandra Gamzon MBA – HR & COO

Shuki Cohen CPA- CFO

**Products/Services:**

Vidac’s breakthrough technology reverts the abnormal metabolism characteristic of all cancer cells, harboring the promise of a fundamentally new way of treating a wide range of types of cancer, and of becoming a routine part of oncology combination therapy. Our drugs are specific to Cancer cells.

VDA-1102 is post Phase 2 clinical under FDA trials on humans for two indications of skin cancer It has shown a positive effect against advanced Actinic Keratosis (AK), a very widely spread disease, and in Israel demonstrated favorable interim results in Cutaneous T-cell Lymphoma (CTCL) in January of 2024. Going to Phase 3 and other NMSC (Non Melanoma Skin Cancer).

[VDA-1275](#) is a powerful new drug candidate which we believe can become a blockbuster that is part of any anti-cancer cocktail. Testing is at the advanced pre-clinical stage, with first-in-human tests expected within 12-15 months. VDA-1275 has shown extremely promising synergistic results in testing in liver cancer organoids, which could reduce the dose of chemotherapy that are now routinely applied in such cases.

**Technologies/Special Know-How:**

Vidac holds a dominant IP position with a broad intellectual property portfolio, protected by seven patent families running to up to 2045. These protect Vidac’s unique mode of action: preventing the wrong anchoring of the Hexokinase 2 (HK2) isozyme to mitochondrial channels specific to Cancer Cells to restore the normal metabolism, take away the cancer-enhancing characteristics of the tumor microenvironment, and restore programmed cell death – all without affecting the surrounding healthy tissue.

**Market:**

The market for both assets is in the multi-billion size and will each represent an important asset for an acquirer. The complementary effect of our drugs makes Vidac a target for acquisition and/or co- development by big pharma.

**Distribution Channels: Acquisition** ,Partnership with Pharma – licensing deals

**Competition:** Current Marketed therapeutics have severe side effects or poor efficacy.

**Quick Facts**

**Company Name:** Vidac Pharma Ltd.

**Contact:** Max Herzberg, founder and CEO

**Address:** Oppenheimer 7 Rehovot, Israel

**Phone:**+972544257381

**Email:**[maxherzberg@vidacpharma.com](mailto:maxherzberg@vidacpharma.com)

**Website:** [www.vidacpharma.com](http://www.vidacpharma.com)

**Industry:** Biotechnology

**Domain:** Oncology and *onco-dermatology*

**Bank:** Bank Hapoalim

**Law Firm:** Horn & Co

**Patent Estate:**7 Patent families

**Number of Employees:**

**Leadership Team:**

Prof Max Herzberg, PHD – Founder and CEO

Dr. Yuval Sagiv, PhD – CTO

Sandra Gamzon – MBA-HR & COO

Shuki Cohen CPA- CFO

**Amount of Financing Sought:**

We are looking for a bridge financing of \$5M in preferred shares

**Current Investors: Founders and private investors. Vidac Pharma Holding Plc (Public company)**

**Use of Funds:**

Advance clinical trials to bring Vidac’s two assets to the inflection point making them a fantastic target for big pharma

**Auditor:** AuditHelp UK



# Shaping the focus of myopia control

## INTRODUCTION

What's the most prevalent disease you will hear about this year? Diabetes? No. Heart Disease? No. COPD? No. It's Myopia! 28.3% of the global population currently has myopia and the World Health Organization has labeled it a health epidemic.

But really? Myopia? Yes. Commonly known as nearsightedness, Myopia is a chronic, progressive eye disease, that is characterized by a negative-powered refractive error and excessive eye elongation. Besides visual degradation, the elongated eye is susceptible to long-term, pathological complications with significant risks to eye health and vision. Any degree of myopia increases the risk of sight-threatening complications, including glaucoma, retinal detachment, and myopic macular degeneration, with certain complications leading to blindness in adulthood. Myoptechs is developing a platform of optical correction that slows the progression of myopia, thereby reducing the short- and long-term vision implications of the disease.

## CATEGORY AND SOLUTION

A new category of optical correction has been clinically proven to slow myopia progression in children. Multifocal optics generate myopic defocus which is a stop signal for eye growth. Myopic defocus means less eye elongation which means less myopia progression and complications.

The value proposition for Myoptechs is its unique and patent pending Faceted Optical System™ designed to provide a superior stop signal, which should offer an improved clinical result. In simulated retinal imaging, the Myoptechs design demonstrated greater than a 3-fold improvement in myopic defocus vs. a conventional design. This is modeled to reduce myopia progression by 60% over current technology.

## PROGRESS, VELOCITY, AND OPPORTUNITY

Myoptechs has exclusive, worldwide license to the technology invented at The Ohio State University by Dr. Tom Raasch. Within a year of finalizing the license, the Company confirmed the differentiation of the Intellectual Property with its outside legal counsel, filed patent applications in priority markets, designed and finalized the first prototype, proved repeatable cast-molding manufacturability, and finished its first vision pilot with strong results. The second vision pilot is currently underway.

This is THE time to be investing in myopia control. The future TAM for myopia control optical correction is projected at \$20B. Eyecare multinationals have already invested in conventional technology, and the next level of innovation is needed to advance the standard of care. The Myoptechs Faceted Optical System provides the next generation of myopia control, and the company is currently raising its Seed Round to complete its early clinical development program.

### FINANCIALS

**COMPANY STAGE:** Seed Round

**CAPITAL SEEKING:** \$2,500,000

### MANAGEMENT TEAM

**CEO:** Paul Grimm. An accomplished sales and marketing executive with 18 years of leadership in pharmaceuticals, medical devices, medical nutrition, and healthcare consumer packaged goods, including contact lenses.

**Head of Technology:** Tom Raasch, OD, PhD. Inventor. An experienced educator and researcher, with 30+ years in academia. He holds a Doctor of Optometry degree and a PhD in Vision Science.

**CFO:** Brad Beasecker. A successful, seasoned entrepreneur with a 30+ year career. He has held several "C" level executive positions including President and CEO as well as COO and CFO.

### CONTACT

7720 Rivers Edge Drive Ste 101  
Columbus, Ohio 43235  
(614) 468-1661  
concierge@myoptechs.com  
www.myoptechs.com

**Disclaimer:** Statements have not been evaluated by the FDA and the device is not currently available for purchase or use in the United States. Investing in startups, especially early-stage startups, involves a very high degree of risk. Any information, recommendation or explanation is taken at your own risk.

# 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 "Time Machine" for business leaders. We accelerate development of trust, driving fast and efficient referrals to accelerate business development and growth. We are a values-based membership organization of three communities (1) CEOs of \$20M+ companies in diverse industries, (2) elite advisors in complementary disciplines, and (3) regional centers of influence including economic development, trade associations and media.



## **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.



## **MODUS CREATE @ModusCreate**

We built our company with an ethos of open source, recruiting and retaining the best individual contributors, regardless of location. We are thought leaders who share what we learn and help steer the direction of our open source communities of practice.

We're not just dreamers or doers; we're partners and teachers. We help you instill a culture of learning, innovation, and unlocked potential throughout your organization.

In short, we help you transform your products, platforms, and processes to facilitate organisation-wide digital transformation.



# PARTNERS



## **PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE**

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of Mind Share, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



## **PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT**

The Prince William County Department of Economic Development and Tourism works hard to create a pro-business, globally-competitive environment that generates new, high-quality, and sustainable job opportunities for our residents and destination-driven attractions for our visitors. The department engages in a broad portfolio of services, partnerships, and strategic alliances to benefit the business community, including small businesses, startups, and entrepreneurs.



## **MICHELE WEATHERLY, DIRECTOR OF EXISTING BUSINESS AND ENTREPRENEURSHIP, PRINCE WILLIAM COUNTY**

Michele Weatherly currently serves as the Director of Existing Business and Entrepreneurship with Prince William County Department of Economic Development and Tourism. Michele is a Washington DC Metro area Business Development professional with a track record of successful leadership in trade associations and economic development. Michele specializes in workforce and business development programs and marketing with a strong network of industry colleagues in the DC metro region and beyond the beltway.

Michele currently serves on the Board of Directors for Virginia Career Works, Committee for Dulles, Virginia Serious Game Institute, and the Career Technical Education Program Advisory Council for Prince William County Schools.



## **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.



## **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.

# PARTNERS



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

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community.



**RYAN & WETMORE, P.C. @RyanWetmorePC**

Ryan & Wetmore is a full-service accounting and management consulting firm, servicing the Northeast/ Mid-Atlantic region since 1988. What makes us different from other accounting firms is our proactive approach. We work hard to earn our clients' confidence by encouraging open communication year-round. This approach has enabled us to help clients become more efficient, more competitive, and more profitable. Through our numerous management engagements, we have become trusted, unbiased advisors.



**PETE RYAN, CO-FOUNDER & PARTNER, RYAN & WETMORE**

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit, and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals. Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association.



**ENTERPRISE TRANSFORMATION SOLUTIONS  
INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1**

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



## August 29 Attendees As of 08 27 24

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Mark	Haas	CEO	AEG
Sara	Clasper	Associate	NEXT powered by Shulman Rogers

PRESENTERS			
First Name	Last Name	Title	Company
Gregory	Fischer, PhD	Founder & CEO	<b>AiM Medical Robotics</b>
Jordan	Schindler	CEO & Founder	<b>Clothing 2.0</b>
Dasha	Kuksenko	Co-Founder & CEO	<b>Floqsta, Inc.</b>
Jonathan	Cohen	President and CEO	<b>20/20 Gene Systems</b>
Jeff	Way	President	<b>General Biologics</b>
Gary	Schwartz	CFO	<b>Hedonia USA, Inc.</b>
James	Bilodeau	Founder & CEO	<b>PreFix</b>
Max	Herzberg PhD	Active Chairman	<b>Vidac Pharma</b>
Paul	Grimm	CEO	<b>Myoptechs</b>

ATTENDEES			
First Name	Last Name	Title	Company
Rudi	Abraham	Director	AML P Media
Terry	Adams	Director of Tech Innovation & Entrepreneurship	Worcester Polytechnic Institute
Suprim	Adhikari	Auditor	National Futures Association
Gulmohar	Ahluwalia	CEO	Nyxara
Raza	Ahmad	CEO	Communiify
Mikhail	Aleksandrov	Co-Founder & CEO	N.O.A.H.
Malachi	Alexander	Co-Founder	Numente
Mausmi	Ambastha	Founder	Zapscale
Joseph	Anders	President	LeoSat Enterprises
Chandni	Ansari	Designer Head	Pixabulous Designs
Paul	Armijo	President & CEO	Armijo Innovations LLC
AJ	Attavar	Investor	NPS, Inc
Darrin	Auito	Partner	HEA Law PLLC
Alexander	Austin	CEO	Bkola Industries
Ahsan	Awan	Vice President of Clinical Development and Digital	Genlantis Diagnostics, INC.
D'vyne	B	Business Consultant	Devyne Business Consulting
Naomi	Baer	Business Development Consultant	MilliporeSigma
Erika	Baez-Grimes	Business Broker   M&A Advisor	Transworld Business Advisors
Alex	Bamford	Technical Director	Eyoto
Ole Henrik	Bang-Andreasen	Investment Analyst	Avant Bio
Ole Henrik	Bang-Andreasen	Investment Analyst	Avant Bio
John	Barbacena	Deputy Assistant, IRO	Royal Belle Equity Firm
John	Barbacena	Deputy Assistant, IRO	Royal Belle Equity Firm
Tyler	Bauer	Business Owner	
Jay	Beam	Managing Director	Adasel Global Partners LLC
Chris	Bennett	Founder / Attorney	T-I-L-Group
Kyle	Berger	Chief Technology Officer	GCISD
Raghav	Beriwala	Partner	Equinox Consultancy Group
Oliver	Berquez	CEO	Berquez Property Ventures
Laura	Berry	Client Relationship Manager	Bowers R&D Associates
Victor	Beshidze	CEO	VB SOLUTIONS
Marcy	Betts	Trademark Attorney	Darden Betts
Maitrey	Bhaskar	Partner	Equinox Consultancy Group
Sushant	Bhatia	Network engineer	GTA
Alkshay	Bhuva	CEO	Kitchenery
Teddy	Bichon	Chairman	Bichon Holdings
Matty	Bickerton	CTO	Omura
Lauren	Bigelow	Managing Partner	GCN
Colin	Blair	Co-founder	Sensurance
Austin	Bliss	CEO	Sensar Marine US, Inc.
Austin	Bliss	CEO	Sensar Marine US, Inc.
Stephanie	Brandford	Validation Consultant	Brayearst Validation Consulting
Jan	Breukers	CEO	First Choice Bio, Inc.
Keith	Brooks	Founder	Communications Systems, Inc.
Doug	Brown	Principal	DAB Holdings LLC
Tom	Buckley	Principal	Ponteo
Tridonna	Bullock	OA	BFG
Patrick	Burke	Dir. Business Development	Amarex Clinical Research

Wade	Byrd	Founder/ CEO	QEPR, Inc
Alexius Paul	Cabral	Business Chief Officer	SD Holdings
Alexius	Cabral	Co-Founder	CBRL Corp
Anthony	Cammarata	Outsourced CFO	Startupcannon
Shane	Cannon	Founder	Vidgo
Antonio	Canovas	Business Developer	Inspiralia USA
Joe	Carlin	Principal	Jonxeone Capital
Sue	Carr	CEO	CarrTech Corp
Hepzel	Castro	Independent Consultant	HCH Consulting
Sebright	Chen	Founder, CEO	Summer Atlantic Capital
Catherine	Cheng	Founder	Climate Quest
Olive	Chiacchia	Venture Partner	Fundworthy
Nelson	Chick	CAO	Foil Flyer
Nelson Hyde	Chick	CAO	Foil Flyer
Jiyoung	Choi	Senior Manager	NetTargets
Sheena	Chopra	CEO	AIONSITE Feedback Services Corp.
William	Classen	AVP	Colliers
Regina	Cohen	Shaman	Eagle venture
Andrew	Collier	CRO	Kitchenery
Simon	Collingridge	MD	Eyoto
Victoria	Collins	Founder	Buzzy Rocket
Michael	Cooper	Director	America-Eurasia Business Coalition
Colleen	Costello	CEO	Vyv
Shaniece	Craigs	Bookkeeper Services	Mindful Growth Print
Albert	Crews	VP of Product Innovation and New Ventures	St Jude
Karen	Cuthrell	CEO	The Feelings Company
Kassra	Daneshmir	Assistant CFO	Sienza Inc.
William	Davis	Owner	R&B maintenance
Ricardo	De Alba	CEO	Meiogenix
Paramita	Debbarman	Founder	PDCC
Yisong	Deng	Scientist	Arcturus Therapeutics
Hastikaben	Devda	Strategist	HKD Cancer Immunotherapy Solns Inc
Poorva	Dharkar	Chief Executive Officer	Ziva Consulting
Lorena	Diaz	Founder	Avanti Verso
Rachael	Dilks	Business Owner	Koalaa Digital
Sheila	Dixon	Principal	Gigology Strategy & Solutions , LLC
Mike	Dolphin	CEO	GuideStar Medical Devices
Ashley	Dowden	CEO	Dowden Consulting LLC
Radha	Duttgupta	VP, Clinical Affairs	Nucleix
Susan	Eddington, PhD	CEO	IMAGES-IMAGES
Peter	Egli	Executive Director	LGT Capital Partners
Stephen	Elliott	CEO	NeuroBright
Jonathan	Elliott	Investment Manager	Ejtemai Family Office
Reginald	Emordi	RIA	Merrill
Reginald	Emordi	Wealth Management Advisor	Merrill Lynch
Egidio	Enea	Founder	POE Interactive
Brad	Enneking	CIO	HTLF
Maria	Ermolova	Investment Banking Managing Director	Weild & Co.
Idong	Essiet-Gibson	Principal	The Idyeas Group
Azin	Etamadimanesh	CEO	Dione.Health
Idorenyin	Etim	Product Manager	Hy-Initiative
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Advisor	
Azin	Fahimi	CTO	Sienza Inc
Sina	Faridimehr	CEO	Enerytics
Emily	Fenush	Marketing Coordinator	CONNECTpreneur
Gregory	Fischer	Founder & CEO	AIM Medical Robotics
M	Fisher	Managing Partner	KHP LLC
Mark	Fling	Founder / Senior Consultant	Tech Infinity Consulting
Cindy	Fraley	Membership Director	Keiretsu Forum Southern California
Anna	Freeman	Commercial Director	Eyoto
Ray	Freeman	Game Developer	TooEasy Games
Frederik	Frifeldt	Founder	eduvo.io
Sathish Kumar	G	Associate	SBSS & Associates
William	Galle	Predident	DPS
Tina	Garyantes	COO	Linnaeus Therapeutics
Chris	George	Principal	SAIC Ventures
Alexey	Gerasimov	COO	VistaXM, Inc
Julie	Gerber	CEO	ShadowGen
Gregory	Giammittorio	Chief Strategy Officer	AlphaTech Health Solutions LLC
D.	Gladstone	CEO	Gladstone companies
Gerald	Gnat	Director IT ERP Applications	Powers Health
Jeremiah Genrev	Gonzaga	Co-Founder	Nexus Pro Solutions
Henry	Green	Junior Marketing Consultant	VTMember

Henry	Green	Junior Marketing Consultant	VTMember
Chasity	Greene	Wealth Advisor	Shirley Luu & Associates
Chasity	Greene	Wealth Advisor	Greene Financial Solutions
John	Gregg	CEO	BalinBac Therapeutics, Inc.
Federico	Grego	Co-Founder and CEO	VB Devices
Paul	Grimm	CEO	Myoptechs
Manthan	Gupta	Founder	Conture Media
Dr. Kenneth	Gustin, Ph.D.	President, CEO, Owner	Independent Research and Risk Advisory LLC
Allen	Hakimi	Managing Director	Technomark Life Sciences
Fizie	Haleem	Business Solutions Manager	Montgomery College
Steve	Hamrick	Senior Attorney	Trow and Rahal, P.C.
Henry	Han	BD Head	Epientrx
Malcolm	Handelsman	ED	DIR
Bryan	Hankins	Dev	Celestial Code LLC
Darla	Harris	Vice president Sr. Business Consultant	JPMorgan Chase
Shiori	Hasegawa	Associate	Vision Platform
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures
Lizeth	Hernandez	Founder	Lazy Hype
Max	Herzberg	Chairman	Vidac Pharma Ltd
Enoch	Hill	Owner	EJH CONSULTING LLC
Eddie	Hill	Director, Mason Enterprise Center Network	George Mason University
Elena	Hinderliter	Entrepreneur	my own
laura	Hong	CEO	AlaCura Biotherapeutics
Laura	Hong	CEO	AlaCura Bio
Mike	Huska	Chief Technology Officer	Vistra Business Solutions
Paul	Iacovacci	CIO	Enascor Capital
Uchenna	Ibekwe	CEO	SifaCore Technology LLC
Tracy	Inc	CIO	NeuroEM Therapeutics Inc
Anthony M	Irudhayanathan	President / CEO	Zillion Technologies, Inc
Jessica	Ives	CAO	Renaissance Venture Capital
Andy	Jacques	COO	Synergy Consulting
Oli	Jin	PM	Cantata Bio
Carl	Jones	Managing Partner	Inhite Ventures
Ramarr	Jordon	Owner	Chicago Be Free Tours
Ramin	Kakavandi	Founder	AdAstro
Sergei	Kalitov	Consultant	GGW
Fehmida	Kapadia	President	Kapamed Consulting
Parisa	Karimi	Physician Scientist	Sanofi Pharmaceuticals
Sean	Kearney	CFO	Genomenon
Joe	Kessler	Managing Partner	Next-Stage Development Group, LLC
Amrita	Keswani	Senior Consultant	Avasant
Amrita	Keswani	Senior Consultant	Avasant
Josh	Kim	CTO	Sotirion Bio
Gene	Kim	Founder	DragonStartups
Bianca	King	Associate	SIC Venture Studio
Danil	Kislinskiy	GP	GGW Ventures
Jessica	Klimczak	CMO	Grub Lab
Andrea	Knight	Employer Branding Consultant	Independent Contractor
Sebastian	Knorr	CEO	Knørr Tech as
Jay	Ko	Founder	Epivara
Ted	Koblick	Vice President	Net-AV
Martin	Koev	Manager	Koev Brothers
Ellen	Koh	Director of Marketing	Raycom Communications Solutions, Inc.
Stewart	Kohnberg	Country Mgr	Honeywell Int'l
Velibor	Koprivica	Chief Strategy Officer	Enfinia Growth Partners
Naviya	Kothari	Co-Founder/Partner	District Angels
Nick	Kovacic	Partner	DealMaker.tech
Victoria	Kozyreva	Jr Venture	Go Global World
Jason	Kreisberg	Associate Director	Sanford Labs
Mahesh	Krishnamurthi	Co-Founder	Vayu Robotics
Michael	Kull	Founder and President	Amplifi Consulting and Executive Strategy
Jeff	Lafave	Managing Director	HQ
Norman	Lai	BOD	USMediGene Inc
Norman	Lai	BOD	USMedigene Inc
Jenna	Lamb	IT Project Manager	Ithaca College
Greg	Laptevisky	Founder	Myro
Bob	Leach	Business Advisor	Braintree Business Development Center
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions, LLC
Anita	Lee	CEO	Twin Weavers
Steven	Lehat	Senior Regulatory Counsel	Regulatory World
Basile	Lemba	CEO	The Networking Institute
Don	Lin	CIO	Telesair, Inc.
Justin	Lipsky	Founder	First Link China
Justin	Lipsky	Founder	First Link China

Tripti	Lochan	CEO	TriptiLochan
Frank	Long	Vice President	Innovative Research
Landon	Long	Managing Partner	Fusion Strategies
Emith	Lopez	Director Business Development	Aquillius Corporation
Brendan	Lough	Senior Vice President	JLL
George	Luniv	Founder/ Director, CEO	Alomega Inc
Jingsen	Ma	Vice President	Dynaflow, Inc.
Kiran	Maan	Virtual Assisant	kiranmva
Rabin	Maharjan	Director of Product	KTM Labs Pvt Ltd
Josh	Maldonado	CEO	ProActive Performance
Marc	Mallett	Owner/Investor/CRO	Berkshire23, Steadfast LLC, SB Live Sports
Usman	Mani	Software developer	maniwebdev
Patrick	Manning	CEO	Diagnostox
Subhi	Marwari	Founder	Click Tx
Dorsa	Maskouki	Business Development Manager	Sparkbridge
Jon	Mason	Founder	REALM Bio
John	Mattison	CMIO	ACP
Aisha	McCain	CEO	Casual Recovery Enterprises
Mike	McCormick	President	CorRen Medical, Inc.
Ryan	Melissinos	Chief Executive Officer	Nova Microsystem Inc.
Elias	Mendoza	Partner	Ubinnx
Robert	Mendralla	President, Investments	RM Enterprises
Lily	Meng	CEO	CoCarting
Glenn	Miller	Coach Glenn	Coach Glenn
Randi	Miller	President	VentureEsq LLC
Vishal	Mistry	CEO	Thinkinno Technologies Private Limited
Judy	Mod	Founder & CEO	Innovations Domain, LLC
Max	Mohr	Fundraising Team	Start Engine
Beth	Monahan Brown	FD	Eyoto
Christopher	Monski	Senior Advisor	Jewett and Company
Armando	Montano	Partner	Strategy Professionals
Jalisa	Montgomery	Founder	Social rout3
Martha	Montoya	CEO	Agtools Inc
Alicia	Moran	Director, Innovation and Entrepreneurship	PGCEDC
Tina	Moriarty	Chief of Staff	Malloy Industries
Antoine	Morin	Cofounder	Team&Tonic
Antoine	Morin	Cofounder	Team&Tonic
Roy	Morris	Partner	STI
Hamid	Motahari	Founder and CEO	UpBrains AI
Chelsey	Moter	Founder	BLKBOOK
Aaron	Mottern	CEO	AGOGIE
Kevin	Mullenex	CEO & Co-Founder	iotaBEAM, Inc.
Kevin	Mullenex	CEO and Co-Founder	iotaBEAM, Inc.
Greg	Nagy	COO	MDisrupt
Eta	Nahapetian	Manager, Innovation Programs	Fairfax County
Awut	Ni Mhurchu	HR Consultant	HR Services Ltd
Rusty	O'Bryan	Business Performance Advisor	Insperty
Dusty	O'Bryen	Founder/Writer	Dusty Situation New-Media
Reginald	Oliver	President	KMT Services Group
Nara	Orban	CEO and Co-founder	Phaim Pharma
Catalina Evelyn	Ortiz Davis	COO	Metadvising
Robi	Overson	Founder	Wood Alloy
Velimir	Pajic	CSO	Liquim Limited
Chuck	Papageorgiou	CEO	NeuroEM Therapeutics Inc
Jean-Luc	Park	Sr. Director	TEDCO
Dilan	Patel	Founder & Chief Editor	DIL Media LTD
Tim	Patrick	CEO	Ventis Pharma, Inc.
Mhiel	Peralta	Iro	Royalbelle equity
Mike	Phipps	Member	FGI
Hugo	Pimentel	Bookkeeping Professional	Elite Ledger Advisors.com
David	Platt	CEO	Bioxytran
David	Platt	CEO	Bioxytran
William	Podd	President	Landmark Family Office
Rama	Potturu	CoFounder	Vero Finance Technologies
Sanjay	Prasad	BD	Merck
Simon	Pratt	Sr. Director - Commercialization	Pangea Laboratory
Joel	Price	VP of Product Innovation	Core Source Technologies
Chris	Puglisi	AI Research Scientist	Netrias
Xiaofa	Qin	Founder	GI Biopharma Inc
George	Radmilovic	COO	Zimmersive4u
Damoder	Reddy	Investor	Chemical Angels
Courtney	Redman	Owner	Legacy Contracts LLC
Zacharia	Ressaissi	Partner	Astrid Pharma
Alexander	Reynolds	Owner	Hippogriff Consulting LLC

Victor	Rhoder	VP of Channels and Strategic Partnerships	AtWork Systems LLC
John	Ricci	Founder	US ANGELS
Gary	Robinson	CEO	PhaseDesign Research
Edwin	Rock	Ex-Chief Medical Officer	GlycoMimetics
Alex	Rojas	Consultant	Talent Frequency
Robert	Rosenberg	President	SMC
Larry	Rosenfeld	CEO	McLean Partners LLC
Nader	S	Founder	Genex
P	S	HM	Nyuhier
Nader	S	Engineer	Genez
Abhinav	S		SNS College of Technology
Kathryn	Sabanos	Product Manager	WeVideo
Amir	Saberi	Director	Vita Tx
Nagisa	Sakurai	Investment Lead	Astellas Venture Management
Meg	Samek-Smith	President & CRO	MultiAI Health
Hans Miguel	Sanchez Nagel	Business Developer	Inspiralia
Dave	Sandrowitz	Assoc. Director, I-Corps	University of Maryland
Andrey	Sanenko	Delivery	VReal soft corp
Andrey	Sanenko	Head of Delivery	VReal Soft
Rob	Saphow	CFO	Os Salutem LLC
David	Schaefer	CEO	Phoreus Biotechnology Inc.
Zachary	Schenkler	CEO	Balnce AI
Gerhard	Schwandt	Certified Executive Coach +	Gerhard B. Schwandt
Gerhard	Schwandt	Certified Executive Coach	Gerhard B. Schwandt
Gary	Schwartz	CFO	Hedonia USA, Inc.
Victoria	Schwinning	EVP	Suvarna Partners LLC
Mahesh	Seethagari	Innovation Speciliast	Ziva Consulting
Dany	Sfeir	CEO	Hedonia USA, Inc.
Shaishav	Shah	Founder	Softvan Group
Brandon	Shelton	Managing Partner	TFX Capital
Lloyd	Shillabeer	Chief Marketing Officer	SANAS
Todd	Shoemack	CEO	Venture Capital consulting
Taranveer	Singh	Founder	Pixabulous Designs
Sanskriti	Singh	Analyst	Calculus Capital
Navy	Singh		Na
Hari	Sirigibathina	CTO	AnalytiX Ai Technologies LLC
Jessica	Smiley	Growth Consultant	JSMILEY
Derek	Smith	Speaking Coach, Event Host & Master of Ceremonies	Mr. Derek Smith
Paola	Smith	Global Payments Associate	Moneycorp
Peter	Sobotta	Founder & CEO	ReturnLogic
Tom	Solitario	Tech Scout	Tom Inc. / Maximus Ventures
Julia	Somerdin	CEO	Labby
Anthony	Sorge	CEO	Genlantis Diagnostics, Inc.
Ernest	Stern	Partner	CM Law PLLC
Ernest	Stern	Partner	Culhane PLLC
Asumahu	Suka	CEO	Insightful Impact Advisors LLC
Junada	Sulillari	CFO	Yenna Tech, Neruva Technologies
Gerald	Sunagel	CEO	Signal Security of Myrtle Beach
Cephas	Sund	Investor	
Ning	Sung	Investor	Sand Hill Angels
Schantel	Swain	CEO	SLS Business Consulting
Tom	Swanson	President	TJSwanson Co.
Venkat	Tadakamalla	President	ITSYS Inc
Krishna Sasank	Talasila	Co-Founder and CIO	Stayflexi
Matthew	Tasooji	CEO	Sienza Inc
Matthew	Taylor	Banker	JPMorgan
Ben	Teicher	Principal	Cedarbrook Advisory, LLC
Shay	Tessler	Founder/CEO	Una
Dr. Meenachi	Thirumoorthi	Assistant Professor	Dr SNS RAJALAKSHMI COLLEGE OF ARTS AND SCIENCE
Matthew	Tompkins	CEO	Curiate Company
Phong	Tran	CEO	SirnaMed Therapeutics Inc.
Ninh	Tran	CEO	Grav.id
Neco	Turkienicz	President & CEO	Leib Productions
Tram	V	Founder	TalentStarter
Chelsea	Van De Kamp	Founder	Launderd
Aram	Vardumyan	Business Analyst/Market Researcher	None
Karl	Varner	Managing Director	Varner Intl
Roy	Vella	Managing Director	Vella Ventures
Francesco	Viola	CSO - Head of R&D	HemoSonic, LLC
Tom	Vogelsong	Angel Investor and Startup Scout	K2X Technology and Life Science
Igor	Volovich	Chief Strategist	Cyber Strategy Partners
Michelle	Vos	CEO/Founder	Vos Strategies
Jordan	Wahbeh	Managing Partner	SV Venture Group
Kim	Wales	CEO	CrowdBureau Corporation



Todd	Wallach	CEO	SOLUtion Medical
Kevin	Walsh	Principal	Atrox Partners, PLLC
Kevin	Walsh	Principal	Atrox Partners, PLLC
Courtney	Walsh	Founder/CEO	Avisely
Shiyi	Wang	Scientist	NA
Sydney	Warren	Founder & CEO	OXY-TECH, INC.
Scott	Weaver	Graphic Designer	sctwvr
Barry	Weinbaum	Financial Services Professional	New York Life
Benjamin	Weinberg	Founder	English from A to Z
Robert	Weissman	President	Suvarna Partners LLC
Ian	Welburn	Founder	Vasantis Limited
Christian	Welling	Founder	ImposterAI
Andrew	Wert	President	CertAir
Mark	Whittaker	President	Scientific Research Consortium
Laurie	Wiggins	CEO	Byond
Todd	Williams	Founder	E2 Software
Rob	Williamson	CEO/Co-Founder	ShipThrifty.com
James	Wilson	CEO	ZEA Biosciences
Andrew	Wolf	COO	FreMon Scientific, Inc.
Eric	Wong	Principal	Myko Labs, LLC
Guoqiang	Xing	CEO	LOTUS BIOTECHCOM LLC
Anant	Yadav	Co-Founder	The mog studio
Nikita	Yadav	Marketing and Sales Executive	Conture media
Saeid	Yazdani	Vp Program and Alliance Management	Yazdani Consulting
Susan	Young	Principal	Blue Dog Consulting LLC
Camille	Zenobia	cofounder	Os Salutem LLC
Tammie	Zhao	Founder	Decolonize with T
Chuanmei	Zhu	Managing Partner	Premier Strategy Consulting

# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
SVP  
Equifi



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**BOB LONDON**  
CEO  
Chief Listening Officers



**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Founder  
BAM Advisory



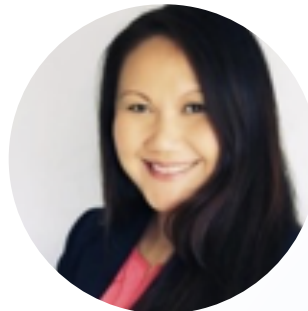
**MICHELLE MILLER**  
Founder  
MRM Consulting



**JOHN MORGAN**  
General Partner  
Morgan Global



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



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
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[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2024 Virtual Calendar

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Oct. 31      Nov. 21      Dec. 19

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## 2025 Virtual Calendar

Jan. 30	Feb. 27	March 27
April 24	May 29	June 26

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# REGISTER FOR OUR UPCOMING EVENTS

September 19

In-Person



October 1

CONNECTails



October 8

In-Person



October 31

Virtual Pitch





## CUSTOM PRIVATE INVESTOR MEETING

### Overview

- Opus8 manages one of the world's largest investor communities with 4,000+ HNW/UHNW private investors, angels, family offices, investment groups, and small institutional investors.
- We have become a reliable curator and source of high-quality investment opportunities for this community.
- The Client is the exclusive host of these private investor meetings. No other competing or external entities in the meeting.
- Opus8 will screen a minimum of 20+ pre-qualified attendees for the event. The general attendee mix is 75% investors and 25% COIs (Centers of Influence).
- Attendee/RSVP lists with contact information and LinkedIn profiles and other data will be provided to the Client before and after the event.

### Our 9-Step Process

1. Review investment materials and determine key investment considerations.
2. Develop a list of potential investors.
3. Create a "teaser invitation" and send it to investor candidates along with an executive summary
4. Confirm and vet RSVPs
5. Answer any questions or info requests pre-event.
6. Triple confirm all RSVPs via email and calendar invitations.
7. Host the private investor event and follow-up with attendees.
8. Introduce any RSVPs who did not attend to management.
9. Assist in following up with any and all investor prospects post-event.

**Check out the full brochure with all information here:**



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