

BIG IDEA CONNECTpreneur

SPRING FORUM

MARCH 12, 2015
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CONNECTpreneur

LORE
systems

app
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SALES IN MOTION

TECH
200C

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FIVE REASONS SALES EFFECTIVENESS IS A TOP CHALLENGE

Today, buyers are more sophisticated than ever before, leading sales executives to search for ways to differentiate their company's sales process to stay competitive. Meanwhile, inefficiencies continue to plague the sales process. Despite "miracle" tools like CRM and salesforce automation that we've hyped as gamechangers, 71% of a sales representative's time is still spent not selling.⁽¹⁾

- Salespeople consider up to 90% of materials created by marketing useless ⁽¹⁾
- Over 80% of training efforts are not retained by sales after 90 days ⁽¹⁰⁾
- 25% of CSOs say their reps use their sales methodology less than half of the time ⁽⁷⁾
- 46% of CSOs say their CRM tool adoption rate is low ⁽⁷⁾
- 60% of B2B purchasing decision making is independently completed by the customer before the first sales call ⁽⁶⁾

HOW APPNETIC CAN SOLVE SALES PROBLEMS

Armed with Appnetic, sales reps can collaborate better with their team and clients to:

Win more deals. Tablets deliver a distinctive client experience and real-time access to the right information to advance the sale. Appnetic's solution offers:

- Improved time to market by making it faster and easier to deploy, update, and adapt sales programs in the field

Improve productivity. A study by CDW IT Monitor found 74% of IT decision makers indicated that using tablets and smartphones has led to an increase in productivity in their organization.⁽¹¹⁾ Appnetic can help you boost sales performance by:

- Allowing salespeople to complete work any place, any time — with or without an internet connection
- Providing fast and flexible access to product catalogs, workflow management, and CRM systems from one central "hub"
- Eliminating the costs of printing, storing, and distributing paper-based sales collateral and pitch books
- Helping sales reps get up to speed faster with sales guides, coaching tools, and playbooks that reinforce training and coaching investment in real selling situations

Sell smarter. Now you can unlock the power of analytics to quickly interpret and optimize the sales approach. Appnetic empowers sales teams through:

- Uncovering previously unseen data trends on performance, customer insights, and market trends
- Capturing, identifying, and sharing best practices of top performers
- Providing data-driven decision support in the field to support better cross-selling recommendations, consultative selling, and advice

Leading sales organizations are starting to use Appnetic to create engaging mobile experiences that deliver transformational business results. The Sales Management Association found that 70% of sales organizations using tablets are already realizing a positive return on their investment. ⁽²⁾

NEED HELP WITH IT ALL? TALK TO ONE OF OUR FOUNDERS TODAY.

Sales in motion.



Always-On
Connectivity



Data-Driven
Decision Support



Direct Links to
Marketing Materials



Machine-to-Mobile

THE ADVANTAGES OF APPNETIC

Combining the unique capabilities of tablets with the power of social, analytics, and cloud computing Appnetic can yield sales productivity improvements not achievable with personal computers.

Sales teams are clamoring to adopt Appnetic because it makes work simple, intuitive, and easy.



On-Site Quotes



Custom Client
Briefcase



Live Tracking



Language
and Content
Localization



Improve
Communication



Social Selling



Advanced Search



Real-Time Content
Access

- Navigate content quickly with multi-touch tablet interface and advanced search tools
- Share rich video, 3D animations, graphic images and visual ordering tools with clients
- Gather and record more client information during sales interactions using image and voice capture, interactive survey tools and location-based services
- Collaborate with clients face-to-face because several people can see the same content at once

Sales organizations that used mobile CRM and social sales tools won 7% more deals than their peer firms who did not use mobile tools

Big Idea CONNECTpreneur Spring Forum



AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																								
08:15 – 08:20 am	WELCOME S. TIEN WONG , CEO, Tech 2000, Inc. and Appnetic, and Chairman, Lore Systems, Inc.																								
08:25 – 09:15 am	FIRESIDE CHAT FIRESIDE CHAT with TOM MONAHAN , Chairman and CEO of The Corporate Executive Board Company (NYSE: CEB)																								
COMPANY SHOWCASE																									
9:15 – 10:15 am	<table border="1"> <thead> <tr> <th>COMPANY</th> <th>PRESENTER</th> <th>TITLE</th> </tr> </thead> <tbody> <tr> <td>CauseNetwork, Inc.</td> <td>Glen Gulyas</td> <td>Co-Founder</td> </tr> <tr> <td>Lightsense Technology, Inc.</td> <td>Gordon Davidson</td> <td>Chairman</td> </tr> <tr> <td>Budget Referee</td> <td>David Rosenberg</td> <td>Founder</td> </tr> <tr> <td>CyberTimez</td> <td>Sean Tibbetts</td> <td>CEO & Co-Founder</td> </tr> <tr> <td>Potomac Health Solutions, Inc.</td> <td>Ken Gordon</td> <td>CEO & Co-Founder</td> </tr> <tr> <td>Sioneer</td> <td>Doug Jackson</td> <td>President & CEO</td> </tr> <tr> <td>UnionTrack, Inc.</td> <td>Ken Green</td> <td>CEO & Founder</td> </tr> </tbody> </table>	COMPANY	PRESENTER	TITLE	CauseNetwork, Inc.	Glen Gulyas	Co-Founder	Lightsense Technology, Inc.	Gordon Davidson	Chairman	Budget Referee	David Rosenberg	Founder	CyberTimez	Sean Tibbetts	CEO & Co-Founder	Potomac Health Solutions, Inc.	Ken Gordon	CEO & Co-Founder	Sioneer	Doug Jackson	President & CEO	UnionTrack, Inc.	Ken Green	CEO & Founder
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10:15 – 11:00 am	ALL STAR INVESTOR PANEL: LATEST TRENDS IN VENTURE CAPITAL AND EARLY STAGE FINANCING Introductions: JEFF REID , Founding Director, Georgetown Entrepreneurship Initiative Moderator: JAMES QUIGLEY , Founder & CEO, Canvas; Co-Founder, Refraction TODD KLEIN , Managing Director, SWaN & Legend Venture Partners DAN MINDUS , Founder and CEO, NextGen Angels KATHRYN STEWART , Managing Director, Cranbrook Capital JULIA TAXIN , Vice President, Grotech Ventures																								
11:00 am	NETWORKING																								

Next CONNECTpreneur Forum: June 4, 2015

SPEAKERS



TOM MONAHAN, CHAIRMAN AND CEO OF THE CORPORATE EXECUTIVE BOARD COMPANY (NYSE: CEB)

Tom Monahan oversees CEB's nearly \$1 billion in annual revenue and a staff of 4,000 global employees who deliver insights and actionable solutions to the markets they serve every day.

Tom has served as a member of the Board of Directors since 2001, as CEO since 2005, and as Chairman of the Board since 2008. As part of the company's leadership for more than 15 years, Tom has helped redefine how the world's leading companies make their most important decisions. By tapping the collective experience of and analyzing performance data from more than 10,000 companies, CEB has created authoritative insights and highly relevant management resources to help companies manage talent, innovation, and risk.

The firm has been one of the fastest growing professional/information service companies globally throughout the past decade—growing revenue and profit nearly fourfold—and has become one of the most respected authorities on talent and performance management issues.

During his tenure, Tom has led the firm's efforts on a wide variety of topics, including innovation and technology processes, operating and reputational risk, the structure and role of the financial sector, and employee productivity and performance. He has also partnered with CEB's service and advisory teams and members on six continents to drive outstanding corporate performance using CEB insights and tools. He is a widely quoted authority on management issues, particularly risk management, corporate governance, and ethical leadership.

Building on CEB's core ethic of service, the company's leadership team has also pioneered a range of innovations in community investment and philanthropy, including sizable community investments, pro bono advisory services, and a Global Impact Day.

Tom is also a member of the Board of Directors of Convergys Corporation (NYSE: CVG), a board member of PeaceTech Lab and a trustee of the Maret School. He is a member of the CEO Fiscal Leadership Council, the Economic Club of Washington, the Young Presidents' Organization, and serves as a Chair for Leadership Giving for Harvard University. Tom also teaches Sunday school at St. Patrick's Episcopal Church and—along with his wife and daughters—is active in causes that facilitate the participation of women and girls in economic life globally, notably Women for Women International and Girl Rising.

Before joining CEB, Tom worked with Deloitte & Touche, the Committee for Economic Development, and Andersen Consulting. He holds an undergraduate degree magna cum laude from Harvard University and received his MBA with distinction from New York University. Tom is a regular contributor to CEB's blog and the LinkedIn influencers program.

SPEAKERS



S. TIEN WONG, CEO, TECH 2000, INC. AND APPNETIC, AND CHAIRMAN, LORE SYSTEMS, INC.

Tien is CEO of Tech 2000, Inc. a Northern Virginia based leading provider of technology training, mobile e-learning, and mobile content management platforms to commercial, government, and educational institution clients. He is also Chairman of Lore Systems, a provider of IT support, network engineering and cloud computing to government and commercial clients,

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 privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is still one of the largest call center operations in the world, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked in INC. magazine's 1997, 1998, 1999 and 2000's "Inc. 500" as the 51st, 53rd, 72nd and 408th fastest growing private company in the USA, respectively. CyberRep was profitable for eleven consecutive years and was backed by Allied Capital Corporation, a \$5 billion investment company.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world, and written numerous articles on the CRM and BPO spaces. He has also provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as for publications such as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on numerous boards including the CIT GAP Fund's Investment Advisory Board, the Potomac Officer's Club, Startup Maryland, and FounderCorps. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



JAMES QUIGLEY, FOUNDER & CEO, CANVAS; CO-FOUNDER, REFRACTION

James is the Co-Founder and CEO of Canvas, a cloud-based software service and mobile app platform that enables businesses to replace expensive and inefficient paper forms and processes with customizable mobile apps for smartphones and tablets, with no programming or IT required. James is also the Co-Founder of Refraction, a collaborative coworking community in Reston Town Center that brings together tech startups, non-profits and artists. Canvas has provided the financial backing and resources needed to start Refraction and was Refraction's founding member.

As the visionary behind Canvas, James says the goal of the company is, "To dynamically change how business data is shared and how people connect." James has a long history of building successful wireless companies. Prior to Canvas, James was Vice President and Managing Director at inCode Wireless, which was later acquired by VeriSign. Other successful start-ups include

SPEAKERS

Aether Systems, Orbcomm, and Peak Technologies (formerly a division of R.R. Donnelley). James has won numerous awards, including being named as one of the 2012 “Top 50 CEO’s,” by the Center for Innovative Technology, was named one of the top 20 global executives in his field by CLO Magazine and the World Supply Chain Forum, was named one of the top 15 DC start-up CEO’s to follow on Twitter. In 2007 his team designed and delivered a mobile solution that was used for tracking deadly global pandemics an application that ultimately won the Motorola Wireless Solution of the Year Award.

James sits on the Board at LetsGiveBack.org, is a partner in the experiment Refraction - a place for start-ups, designers, artists and not-for-profits to create, collaborate and work together as well advises several prominent start-ups and business leaders. James is a former U.S. Naval Reserve Officer and a graduate of the United States Merchant Marine Academy. When not at work, James enjoys listening to music of all types, running, spending time with his wildly precocious children and attending events that celebrate the intersection of technology and art.



TODD KLEIN, MANAGING DIRECTOR, SWAN & LEGEND VENTURE PARTNERS

Mr. Klein is a successful private equity investor and author who focuses on identifying, investing in and helping build transformative companies – those that not only succeed but transform their industries, their markets and the world around them. During his career he has been involved in financing over 130 venture and growth stage companies.

In his role at SWaN & Legend, he serves on the boards of Anonymous Content, La Lumiere, China Senior Care, and MyOwnMed. He is also a board observer on CustomInk, Oporto, Social Radar, Quad Learning and Think Food Group.

In 2005, he founded and served as Managing Partner of Legend Ventures, a private investment firm targeting New Media and Information Technology opportunities. Prior to founding Legend, he was a Managing Director and member of the investment committee of Kinetic Ventures, which he joined in 1994. Earlier in his career, he worked in corporate finance for Salomon Brothers and Chemical Banking Corporation where he completed numerous mergers & acquisitions, restructurings, public and private financings and leveraged buyouts.

In addition to his private equity activities, he is the author of two books on Transformative Companies: East of Wall Street, a work of business fiction and Built for Change: Essential Traits of Transformative Companies (Praeger Publishing).

Mr. Klein is a frequent speaker on capital formation and entrepreneurship and has appeared on Lou Dobbs and CNN, as well as keynoting Fortune Magazine’s Growth Summit. He is a member of Young Presidents Organization, serving in several leadership roles including Chapter Chair and Chairman of YPO’s largest network, the Deal Network, where he built worldwide membership to over 4,000 CEOs in 105 countries. He is an Executive Producer of the film “Breakup at a Wedding.”

SPEAKERS

Todd received his BBA from the University of Texas and MBA from Harvard Business School.



DAN MINDUS, FOUNDER AND CEO, NEXTGEN ANGELS

Dan is the Founder and CEO of NextGen Angels, a network of young startup investors. He has spearheaded more than 30 investments in high-growth companies through NextGen Angels and his prior experience as Investment Director at CIT GAP Funds and Vice President at New Vantage Group. In 2013 Dan was included in Washingtonian magazine's list of 100 DC Tech Titans. Dan started his career at the Gerson Lehrman Group, an investment research firm in New York City. He holds a BA from Yale and an MBA from Harvard Business School.



KATHRYN STEWART, MANAGING DIRECTOR, CRANBROOK CAPITAL

Kathryn Stewart is Founder and Managing Director of Cranbrook Capital, which provides seed and early stage capital to emerging tech focused Companies. The firm has made early stage investments in Apio Systems, CircleUp, Canvas, Homesnap, GoTenna, Passive Capital Management and SalesWarp. She is on the Board of Apio Systems and Passive Capital Management and is a Board Observer of DC based Homesnap.

Kathryn serves on the Dingman Board of Advisors at the Robert H. Smith School of Business at the University of Maryland and is active with Wharton's Entrepreneurship Program at the University of Pennsylvania. She is also an Investment Committee Member of the DC based Investors Partners Fund, and is a past Board Member at the Stone Ridge School of the Sacred Heart, where she currently sits on the Finance and Investment Committee. Preceding Cranbrook Capital, she led the East Coast Office of J Moore Partners, advising entrepreneurially-driven high tech companies in M&A transactions.

Previously, Kathryn was a partner at Alex. Brown and post acquisition, served as a Managing Director at Deutsche Bank. She was the Co-Head of the Baltimore based region and managed six sales teams for product distribution in New York, the Mid-Atlantic and the Midwest. Transactions included initial public offerings, follow-on offerings, convertibles, and private placements. She implemented the Firm's growth strategy through participation in its Equity Review Committee and was chairman of the Deal Marketing Committee, preparing management teams for initial public offerings.

Preceding Alex. Brown, Kathryn was an Electrical Engineer for San Francisco based Chevron in its Telecommunications Division. Her design and implementation work included 450 MHZ radio, 2 GHZ microwave and voice/data network design.

Kathryn holds an MBA in finance from the Wharton School at the University of Pennsylvania and a Bachelors of Science in Electrical Engineering from Michigan State University.

Big Idea CONNECTpreneur Spring Forum



SPEAKERS



JULIA TAXIN, VICE PRESIDENT, GROTECH VENTURES

Julia Taxin joined Grotech Ventures in 2012 and is a Vice President at the firm. She focuses primarily on investment opportunities in software, internet, digital media and healthcare IT. Julia is an active board observer for AnyPresence, Closely, Cloud Elements, CommercialTribe, GutCheck, Intellinote, Lagrange Systems, Optoro, RedPoint Global, SocialRadar, The Royalty Exchange, UrbanBound, WiserTogether and Zonoff. Prior to joining Grotech, Julia was a Summer Associate at Sandbox Industries, a foundry and early-stage venture capital firm. Previously, she was a Consultant at PricewaterhouseCoopers where she focused primarily on enterprise software solutions.

Julia received a Bachelor of Science degree in Finance from the University of Florida and a Master of Business Administration from the University of Chicago's Booth School of Business with concentrations in Finance and Entrepreneurship. She is a CIT GAP Funds Investment Advisory Board member.



causenetwork

An advertising and commerce ecosystem to empower consumers and optimize cause marketing.



Rapidly growing base of local and national causes



1000+ Brand Retailers, Growing # of Exclusive Deals



FOR SUPPORTERS

- Free to supporters (consumers)
- Empowered supporters collect donations from businesses
- Discounts, Coupons, Gift Cards
- Exclusives: Priceline, Avis, more
- On-line and In-store
- Amazon direct search bar
- Shop anywhere – it's mobile

FOR CAUSES

- Free to causes
- Branded web store
- Branded mobile app, donate button
- "Donation Automation" (web app)
- New \$\$\$ source: cause marketing
- Expanded base: Moms, Millennials
- Savings benefit for supporters
- 1000+ Brands, many exclusives
- Free Partner Support Program
- Amazon "Smile": 0.5% vs. **CauseNetwork: 5.0%**

FOR BRAND RETAILERS

- Low risk, high reward marketing and sales promoted by the cause!
- ROI: new, existing sponsorships
- On-line and in-store
- Endorsed link to loyal buyers
- Emotion with price / convenience
- Prime advertising opportunities
- A channel and clearing house
- New, valuable data

The 2008 market crash changed everything, creating unprecedented market pressures. Consumers are demanding conscious capitalism from big business. Causes need new income and businesses need a "halo" to repair their reputations.



We're the only company working with causes to deliver value to them, supporters and brands. Our data tracks what we care about, not just what we buy. We have expertise and experience building companies and we're generating revenues. Causes increasingly promote us - bringing their sponsors to sell in CauseNetwork where conversions exceed industry norms. **And the best tool will be in the hands of consumers shortly**

Cause sponsorship to reach \$1.92B in 2015
 89% of consumers would switch brands to support a cause
 42% would pay extra for cause-branded products and services
 47% bought a brand at least monthly to support a cause, up 47% from 2010

IEG, Cone, Nielsen, Edelman

CauseNetwork.com
 Marketing & Commerce
 3 FTEs, 3 PTEs
 Global HQ, McLean, VA

Founded 12/12
 V3 Platform
 Generating Revenues
 3 patents pending

Capitalization
 Management, angels
 \$1.6m raised to date
 Seeking \$500K

Use of Funds:
 60% sales & marketing
 30% IP development
 10% G&A



Executive Summary

The Problem: For a sustainable planet we need to make our environment “smarter” to save energy and identify and measure sources of pollution using such tools as the Internet of Things (IOT). This requires ubiquitous, low cost, accurate, networked sensors, beyond what is currently available. Another serious problem is that wireless network technology for the IOT is not secure against hacking.

The Solution: Lightsense has developed a revolutionary new generation of infrared gas sensors that are highly accurate, have long-term stability and require low power so that they can work on energy harvesting. This technology platform can be used to make a variety of sensors for energy-conserving smart buildings, methane greenhouse gas emission detection, and monitoring air pollution. They will be networked using a radical new cyber-secure wireless architecture

developed by Lightsense’s partner, IOTA Computing. Security is embedded in the hardware of the processors at every node.

Management: Terje Skotheim, CEO; Jeff Wright, CTO; Alan Kost, VP R&D; Steve Allen, Head of Sales; Jackie Nicol, VP IP

Board: Gordon Davidson, Terje Skotheim

Industry: Smart Buildings, Smart Cities

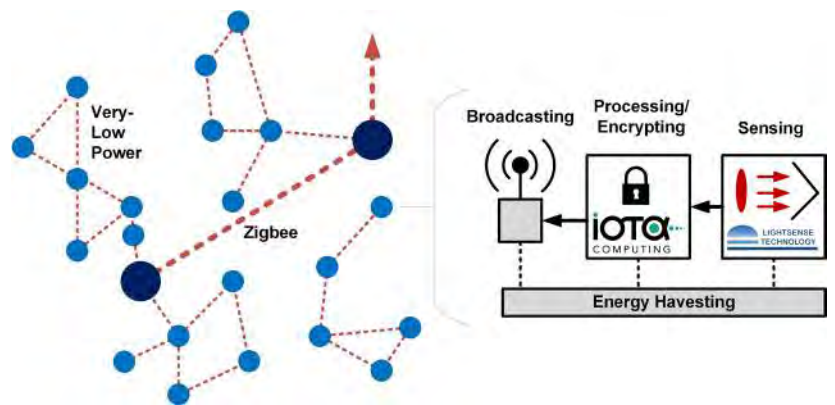
Number of Employees: 6

Funding:
 Past: \$200K internal
 Current: \$150K Friends & Family

Financing Sought: \$2.0M

Primary Use of Funds: Sales, Marketing, Product Engineering

Intellectual Property: 6 patent applications in preparation



Low power wireless mesh sensor network

Management Team: The Lightsense leadership team is comprised of industry veterans with a proven track record in sales and technology management from start-ups, large technology companies such as Intel and Motorola, as well as from government and the research community. This includes experience from MEMS chip manufacturing, sensor design and sales and marketing. The team has successfully worked together for more than a year, which has resulted in the first market-ready products.

Broad Market Opportunities: Secure data aggregation to the Cloud allows complex analytics to be applied to the collected data. The Lightsense technology addresses large markets. Smart building technology where the air-flow is based on actual occupancy as measured with CO₂ sensors, can save up to 50% of the energy used and is a \$4 billion business worldwide. Our low-power wireless sensors use energy harvesting to avoid the high cost of installation, reducing payback time to one year. Lightsense networked sensors can be deployed as wireless sensor networks covering large geographic areas for methane leak detection and to measure the components of air pollution.

Products / Use of Funds: Lightsense is currently launching its first products, unique infrared MEMS components and subsystems. These products will generate revenue in 2015. The first wireless network based on Lightsense sensors and IOTA cyber-secure network architecture aimed at the smart building market will be rolled-out in 2016. This will be followed by multi-sensor networks for smart cities in 2017 and beyond. In order to rapidly scale the business, we are seeking capital to fund Sales & Marketing (40%), IP filings and product development. Estimated ROI averaged over 4 years is 30%.

Contacts: Gordon Davidson (703) 625-6621 / Terje Skotheim (520) 955-3482 / sensor@lightsensetechnology.com

Overview

Budget Referee is a budgeting software application for individuals or households. Highly customized for each unique and ever changing financial condition, it eliminates reliance upon general recommendations for current spending and planning for the future. We are the first budgeting service to apply the GAMIFICATION THEORY to simplify and automate personal financial planning. Our solution is self-adjusting and accommodating of changes in spending, reallocates funds to various expenses and makes adjustments based on responses, competing priorities and balances.

Market Opportunity

Budget Referee was developed as a high fidelity MVP (minimally viable product) with a Lean and Agile business approach. The initial product was created in MVC5, C#, asp.net and AngularJS. The current trend in the white-hot area of FinTech is the use of robo advisors, which financial institutions both compete with and utilize themselves in order to reduce headcount. The field of FinTech is in explosive growth, rocketing from \$3B in 2013 to \$8B in 2015. Some examples of recent investments and acquisitions of companies similar to Budget Referee: HelloWallet was acquired in May 2014 by Morningstar for \$5.3M; Money Dashboard has received \$7.8M in 2 rounds from 4 investors with the most recent being \$3.7M Series A in January 2015; LevelMoney was acquired in January 2015 by Capital One for an undisclosed amount after securing \$5M just about one year prior.

AT A GLANCE

Personal Budgeting Application

Management David P. Rosenberg, Founder
Arun Nedunchezian, CTO

Industry FinTech, Budget planning

Financing Sought \$410,000

Primary Use of Funds
Product launch, concept testing, customer development and branding

Competitive Advantage

Budget Referee is an intelligent system--our software automatically adjusts as account balances and competing priorities change--the final decision, however, is with the user at all times. The low maintenance, high ROI app generates an interactive household spending plan with supporting action steps. YNAB allows the manual and upload options, while Mint uses an aggregation method. Budget Referee offers a hybrid method of input, allowing account aggregation, automated upload or manual input, based on user preference. We are presently exploring the use of several established account aggregators, including Yodlee, Intuit, and Plaid.

Management Team

David Rosenberg, founder, has been preparing personal budgets since 1984. At Booz Allen Hamilton, David was business and financial analyst in an organization with a multi-million dollar budget. David has been working full time since January 2014, to create the foundation for Budget Referee. Arun Nedunchezian, part time CTO, was a Director with Deloitte for 8 years, managing large scale enterprise deployment.

Financials

Income Statement Projection	2015	2016	2017
Total Revenue	\$ 225,000	\$ 1,211,424	\$ 2,156,335
Total Cost of Goods Sold	\$ 39,000	\$ 225,202	\$ 400,860
Gross Margin	\$ 186,000	\$ 986,222	\$ 1,755,475
Payroll	\$ 152,411	\$ 619,026	\$ 1,008,496
Total Operating Expenses	\$ 139,300	\$ 252,500	\$ 390,420
Income (Gross)	\$ (105,711)	\$ 114,696	\$ 356,559
Total Other Expenses	\$ 1,402	\$ 3,313	\$ 6,381
Net Income Before Income Tax	\$ (107,113)	\$ 111,383	\$ 350,179

Cyber Armz



The Team

Sean Tibbetts, President
With 23 years of IT experience Sean brings a vast array of leadership and technical skills to the team.

Jeremy Reed, Engineer
Jeremy is a PhD candidate, current serves as the CTO for a startup and has a strong development history.

Rex Hall, Engineering VP
Rex is on the board of directors for a successful startup and brings extensive development experience to the team.

Dave Richardson, Engineer
Dave has experience in industrial engineering, development and electrical systems design.

Justin Ryan, Security Chief
Justin has a long history developing and implementing secure environments and accessible devices.

Richard Greene, CPA & Advisor
Richard has worked with companies of many sizes from seed funding and startup to successful exit strategies.

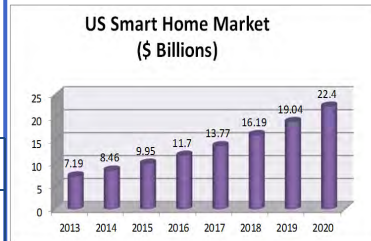
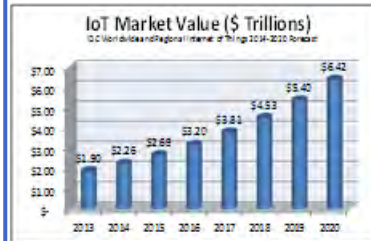
Cyber Armz enables users to automate the REAL Internet of Things opening, closing and securing doors, cabinets and drawers with voice commands using wearable devices.

Business Description:

Cyber Timez develops applications focused on accessibility needs using 3D printed and commodity hardware. **Cyber Armz** is a patent pending product that pairs wearable devices like smart watches and glasses with Wi-Fi enabled linear actuators to enable users to open and close cabinets, drawers, doors and appliances using simple voice commands such as "Open Dishes." This level of automation and ease of use is previously unseen in the automation marketplace. Additionally, while most automation tools are focused on user interfaces using phones, tablets and web browsers, **Cyber Armz** is the FIRST product to use wearable devices.

Market:

Multiple market opportunities exist in fast growing verticals including Accessibility, High Secure Inventories and High End Home Automation. By harnessing multiple market verticals Cyber Timez is uniquely positioned to be the industry leader and well insulated from unforeseen market shifts. The wearables market is exploding and device OEMs as well as carriers are seeking creative applications to help promote their devices. We will approach all the major device OEMs such as Motorola and LG and seek to leverage Cyber Timez apps into their sales and marketing channels.



Vertical Markets

	Accessibility & Aging	High Value Inventory	High End Automation
Problem	Disabled and elderly populations require extensive accommodations and assistance to maintain minimal independence.	Annual inventory shrinkage due to loss and improper use is between 1.46% and 2.23% with few if any measures to easily resolve using technology solutions.	Home automation systems have yet to adopt wearable technology as the user interface. Automation tools are not intuitive and difficult to operate using tablets and phones.
Solution	Automating doors, cabinets, drawers and appliances enable disabled and elderly users to stay in their homes longer, reduce the costs of required accommodations and provide a level of independence previously unavailable.	Ensuring access is granted, tracked, audited and reported by individual increases attention to detail by employees and eliminates questions with regard to the responsible party for a given loss event.	Extend existing automation ecosystems like Muzzy and Zigbee to also support access via wearable devices and voice commands.
Market Size	USA Persons w/ Disabilities – 56.7mm people earning \$735 billion annually Boomer Generation – 76mm 70% of \$2T Consumer Packaged Goods	The market size is hard to estimate as it applies to all organizations needing to track and protect key inventory such as pharmaceuticals, precious metals and key manufacturing components.	2013 – \$7.19B 2014 – \$8.46B(F) 2016 – \$11.7B(F) 2018 – \$16.9B(F) 2020 – \$22.4B(F)
Strategy	Form strategic partnerships with builders, cabinet installers, manufacturers, device OEMs and government agencies to ensure Cyber Armz is accessible and available to market participants.	Market Cyber Armz as a security product via trade shows, user reviews and direct product sales. Work with existing OEMs and security and auditing companies to generate recommendations and installation requests.	Provide licensing options and installer services/certification to partner organizations that offer the product line in their existing remodeling and building options through referrals from the American Home Builders Association and device OEMs.

Financials

Funding Stage: Seed Round
Capital Raised: \$35k (Bootstrap)
Pre-Money Valuation: \$4.5m
Burn Rate: \$10k / month

Investment

Capital Seeking: \$750k
Equity Offer: 15%

Item	Price	QTY	Sub
Microcontrollers	\$100	200	\$20,000
Door Kit	\$108	800	\$86,400
3D Printer	\$5,000	3	\$15,000
Engineer	\$135,000	3	\$405,000
Trade Shows	\$2,500	5	\$12,500
Direct Marketing	\$3,000	12	\$36,000
Legal/ Patent Expenses	\$25,000	1	\$25,000
Corporate Memberships	\$1,000	5	\$5,000
Office Space	\$1,500	12	\$18,000
Sales Training	\$25,000	1	\$25,000
Management	\$100,000	1	\$100,000
			\$747,900

Cyber Earz



The Team



Sean Tibbetts, President
With 23 years of IT experience Sean brings a vast array of leadership and technical skills to the team.



Jeremy Reed, Engineer
Jeremy is a PhD candidate, current serves as the CTO for a startup and has a strong development history.



Rex Hall, Engineering VP
Rex is on the board of directors for a successful startup and brings extensive development experience to the team.



Dave Richardson, Engineer
Dave has experience in industrial engineering, development and electrical systems design.



Justin Ryan, Security Chief
Justin has a long history developing and implementing secure environments and accessible devices.



Richard Greene, CPA & Advisor
Richard has worked with companies of many sizes from seed funding and startup to successful exit strategies.

Cyber Earz detects user trainable sounds in an environment that they may not be able to hear and sends alerts to their smart watch and other devices whenever the sounds are detected.

Business Description:

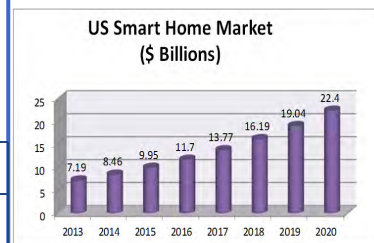
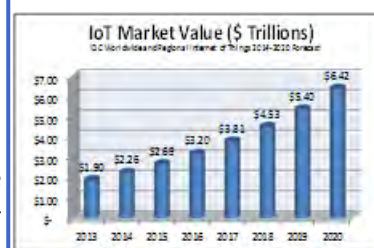
Cyber Timez develops applications focused on accessibility needs using 3D printed and commodity hardware. **Cyber Earz** provides the ability for a user to train the system to detect specific sounds and frequencies they may be unable to hear. By creating the ability for the user to train the system to specific sounds and frequencies, this device eliminates the need for multiple other assistive devices that provide blinking lights for door bells or phone ringers resulting in a more affordable solution that offers multiple sound detection capabilities in a single, less expensive device. Also, by incorporating wearable devices for notifications the user is able to retain more privacy.

Market:

The NIH estimates that over 40 million Americans have debilitating hearing loss and that 70% or 28 million of them use assistive listening devices already. By offering a product that has more functionality at a lower cost to an already receptive population conservative market penetration is feasible and achievable resulting in rapid sales growth and revenue generation. Cyber Timez will partner with strategic organizations like the Association for Hearing Loss, Centers for Independent Living and Audiology providers offering a 40% wholesale discount to reach these consumers.

Market Segments

	Age 5-18	Age 18-65	Age 65+
Problem	Hearing loss is the most common birth defect in the United States.	26 million adults have high frequency hearing loss. Only 16% use an assistive listening device.	Approximately one in three people in the United States between the ages of 65 and 74 has hearing loss, and nearly half of those older than 75 have difficulty hearing.
Solution	Most children who receive appropriate services are able to progress at age appropriate rates. Providing them the tools needed to be notified of school bells, phone ringers and whistles ensures they are integrated into the classroom environment more completely.	By providing a modern and non-intrusive mechanism for these adults to be notified of common household and environmental sounds, this population can restore normal daily activities in their home and workplace.	Providing this population with the ability to be notified of common household sounds enables them to live more independently and stay in their homes longer reducing long term care and home health assistance costs.
Market Size	12,000 children per year are born with hearing loss. Assuming ages 5-18 are receiving services from private and public agencies, this market is 156,000 per year with an annual growth rate of 13% just in the United States.	26 million adults have high frequency hearing loss 2% of adults aged 45-54 have disabling hearing loss 8.5% of adults aged 55-64 have disabling hearing loss	The "Boomer" generation as it's called is the fastest growing market segment in the world. The US Census estimates that in the United States anticipating that over 60% of the entire population will be over age 65 in 4 years. Similar projects exist for EU.
Strategy	Form strategic partnerships with associations, government agencies and audiology providers to ensure Cyber Earz is accessible and available and offered to market participants. Offer partners a 40% wholesale discount to create a lucrative revenue stream for the partner organization. Partner with NIH approved augmentative and alternative listening devices organizations.		



Financials

Funding Stage: Seed Round
Capital Raised: \$35k (Bootstrap)
Pre-Money Valuation: \$4.5m
Burn Rate: \$10k / month

Investment

Capital Seeking: \$750k
Equity Offer: 15%

Item	Price	QTY	Sub
Microcontrollers	\$100	200	\$20,000
Door Kit	\$108	800	\$86,400
3D Printer	\$5,000	3	\$15,000
Engineer	\$135,000	3	\$405,000
Trade Shows	\$2,500	5	\$12,500
Direct Marketing	\$3,000	12	\$36,000
Legal/Patent Expenses	\$25,000	1	\$25,000
Corporate Memberships	\$1,000	5	\$5,000
Office Space	\$1,500	12	\$18,000
Sales Training	\$25,000	1	\$25,000
Management	\$100,000	1	\$100,000
			\$747,900

POTOMAC HEALTH SOLUTIONS, INC.

1800 Alexander Bell Drive, Ste. 400
Reston, Virginia 20191-5459
phsilabs.com | 703.774.8278 | kjgordon@phsilabs.com

Potomac Health Solutions, Inc. (PHSI) intends to revolutionize athletic training with a non-invasive, physiological monitoring device linked to a mobile coaching application. This new technology permits athletes to improve performance with more precision and effectiveness than possible by monitoring heart rate.

Company Background

Company co-founder and former US National Rowing Team member Paul Guthrie has held a long passion for training optimization. When new technology enabled a dramatically new approach, he approached long-time colleague Ken Gordon to co-found PHSI to pursue his vision.

Our Product

Real-time monitoring of optimal training zones using non-invasive devices that measure the best direct indicator of key metabolic processes.

Results will provide instant feedback to guide individual workouts, and dynamically update training programs using a mobile coaching application.

Provisional patent application filed June 2014 covers all uses of this type of data for athletic training.

Management Team

Paul Guthrie, co-founder & chair

- 10 years in elite athletics as an athlete and Olympic development coach
- Chief Strategy Officer, QxBranch
- MA, Applied Economics, JHU

Ken Gordon, co-founder & CEO

- Consultant in business strategy
- A former COO, led \$75MM of P&L and 300 direct employees
- MBA, The Wharton School

Dean Thompson, senior advisor

- Serial entrepreneur and accomplished technologist
- Co-founder of mSpoke (became LinkedIn's first acquisition)

The Market

Targeted segments among runners, cyclists, triathletes, rowers, and swimmers include:

- 1) Recreational athletes
- 2) Elite athletes (and advanced recreationalists who emulate them)

Addressable market is forecast to grow 39% annually (\$1.2B in 2014 to \$6.2B in 2019).

Competitors

Competitors include established companies marketing heart rate monitors, startups offering a new generation of fitness tracking devices, and emerging heart rate apps on new smart phones.

Our strategic differentiators:

- 1) Deep domain knowledge in the application of the underlying physiology
- 2) Access to elite athletes (i.e. early adopters for this technology)
- 3) Proprietary approach (provisional patent application filed)

Financial Projections

Projected performance and returns; actual results are not guaranteed

(\$MM)	Revenues	EBITDA
2015	0.242	(1.221)
2016	27.796	0.111
2017	61.352	7.911
2018	136.954	42.883
2019	250.759	112.001

Key assumptions:

- 4% market share of heart rate monitor sales achieved by 2019
- Exit in 2019 at 12 x EBITDA

Forecast returns:

- 108.1x investment return in 2019
- 163% IRR in same period



COMPANY

Structure: Delaware C-Corp
Location: Washington, DC metropolitan area

MANAGEMENT

Co-founder & Chair:
Paul Guthrie

Co-founder & CEO:
Ken Gordon

Senior Advisor:
Dean Thompson

VP, Technology:
Candidate identified

Director of Product Application:
Reilly Dampeer

Digital Designer:
Laurie Graham

INDUSTRY

Fitness and Health
Monitoring

BANK

Wells Fargo Bank, N.A.

AUDITOR

BDO LLP

LAW FIRM

Cooley LLP

APPLICATION DEVELOPER

PhD Laboratories

FINANCING SOUGHT

Angel Round: \$500K
• \$50K min. per investor
• Convertible debt
Previous capital: \$81.6K

USE OF FUNDS

Software development
Marketing and sales
IP protection, expansion

Company Name: Sioneer
CEO: Douglas Jackson
Web Address: www.sioneer.com

Sioneer is a manufacturing and marketing company that provides the answer to a growing environmental problem – ineffective glass recycling. According to the EPA, approximately 9 million tons of waste glass (75% of the national total glass supply) is landfilled each year. This is because traditional recyclers rely on technology that can't effectively process waste glass that is commingled with other recycling—known as single stream—which is today's most common waste collection and processing system. In fact, as the trend increases towards single stream collection, the recovered glass will be smaller and mixed with other material, making it even less effective for current recyclers to process, and therefore forcing more glass into landfills and increasing recycler's financial liability.

Our new patented technology, can effectively and economically process 100% of the glass supply, representing a paradigm shift in the glass recycling industry. Sioneer returns post-consumer glass to its most fundamental state, a mineral known as Amorphous Silica. Amorphous Silica can be sold into every market that currently uses sand with one major difference; ordinary sand is made up of Crystalline Silica, which, as a dust, is defined by the EPA as hazardous to your health. Our material is 100% Amorphous Silica which is not hazardous and, in fact, has been used in medical applications.

Other environmental benefits of our material include:

- Reduction of CO₂ emissions
- Abrasive replacement for coal slag which contains heavy metals
- Energy savings of 30% when used in fiberglass or bottle manufacturing
- More efficient water filtration media
- And, it can be used as an organic pesticide

In addition to the environmental benefits, our products are priced very competitively and perform as well, or better than products currently in use. The annual estimated market value of processed recycled glass in the United States is approximately 1 billion dollars.

And, while our technology is disruptive to other glass processors, it is very complimentary to both national recyclers and industry leaders in the recycled glass (Amorphous Silica) markets. This creates a number of possible opportunities for the future:

- Strategic acquisition by a large recycling company
- Strategic acquisition by a large customer of our products
- Strategic acquisition by a competitor
- A public offering

Sioneer's process of turning waste glass into Amorphous Silica is truly sustainable, reclaiming a renewable resource and producing products that will save energy, reduce carbon emissions, and provide a healthier work environment. We provide high-value, in-demand products to industrial markets on an industrial scale.



Phone: (301) 685-6199
 Email: kengreen@uniontrack.com

3 Research Place
 Rockville, MD 20850
 Web Address: www.uniontrack.com

Management Team:

- *Ken Green, Founder & CEO*
- *Pat Fallon, Chief Technology Officer*
- *Mike Collier, Vice President of Sales and Marketing*
- *Kathy Millier, Chief Operating Officer*
- *Neil Mackey, VP of User Experience*
- *Matt Flynn, VP of Product Development*
- *Chris Nee, VP of Engineering and Customer Support*

Industry:

Dynamic cloud-based software platform designed to manage the entire labor union ecosystem including membership, dues processing and organization management.

Revenue Model:

- SaaS Term License
- Perpetual License
- Annual Maintenance Fees

Amount of Financing Sought:

\$3.0 million Equity

Use of Proceeds:

- 25% Platform Development
- 40% Accelerate go-to-market
- 35% Working Capital

Investment Considerations

- Direct and viral marketing strategies, along with cross selling opportunities, will drive revenue growth
- Scalable enterprise license and SaaS business model generates substantial gross profitability and rapidly expanding EBITDA margins
- UnionTrack’s entrepreneurial founder and management team with deep knowledge of union industry operations and culture
- Full ERP functionality for unions
- First to market competitive advantage

Summary Income Statement

\$mm	2014	2015	2016	2017	2018	2019
	Actual	Year1	Year2	Year3	Year4	Year5
Total Net Sales	\$1.2	\$4.1	\$11.5	\$26.5	\$49.8	\$65.0
Annual Growth	N/A	231.1%	178.6%	130.5%	87.9%	30.4%
EBITDA	(\$0.1)	(\$2.1)	\$0.2	\$11.9	\$31.4	\$43.5
% Margin	-7.0%	-50.4%	1.3%	44.8%	63.1%	66.9%

Vision:

Our vision is to become the dominant provider of software solutions for labor union management and membership operations at all levels of a union’s organizational structure (national headquarters, regional offices and local unions) within five years.

Business Overview:

UnionTrack is the first to market software application designed to manage all aspects of labor union operations. UnionTrack is the culmination of more than 15 years of custom application development and process enhancements specifically focused on the unique needs of labor unions.

Labor unions are largely operated on disparate legacy databases and computer systems at all levels of a union’s hierarchy (national headquarters, regional offices and local unions) with little or no continuity among different union branches. UnionTrack provides a single source enterprise resource planning (“ERP”) system that supports the entire union’s needs, leading to streamlined operations that enable unions to reallocate resources toward their core functions: organizing, training and advocating for members.

By recognizing commonalities amongst unions, Founder & CEO, Ken Green, and his team have developed scalable solutions that address each customer’s current needs and have the flexibility to grow to meet future requirements. UnionTrack has evolved to where it not only handles the most basic union operational functions, such as dues collections and membership management, but it also synchronizes union operations at every point in the hierarchy into a single system and data set.

Sales and Marketing Strategy:

Launched in 2014, UnionTrack already has seven customers, including five national union headquarters and two union locals, comprising \$2.5 million of firm contract backlog (\$1.9 million for 2015). Direct and viral marketing strategies, as well as cross selling, will drive top line growth.

The Company anticipates unusually high customer retention rates (i.e., stickiness) for its products as national union headquarters adopt the system and mandate the system’s reporting capabilities at all of their locals. Management believes the functionality improvements and associated cost efficiency gains afforded by its unique products are effective sales motivators and the company’s first to market advantage will make it difficult for competitors to displace.

Financial Outlook:

In the first year of operations, UnionTrack produced over \$1.2 million in revenue and is on track to grow to more than \$4 million in 2015 and \$65 million by 2019. As UnionTrack adds incrementally to the customer base, profitability is projected to increase dramatically. After break-even in year 2, EBITDA margins are expected to exceed 65% by year 5.

Exit Strategy:

Within five years, UnionTrack will make an attractive acquisition target for a number of companies in the labor union space such as large accounting firms and labor union consultants. We also expect that other technology companies currently outside of the industry will have an interest in our client base and will want to acquire that base as part of their overall “integrated solutions” strategy.

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APPNETIC

Appnetic is the world's first SaaS platform which allows non-programmers to 1) create native mobile apps in under 15 minutes, 2) load any kind of content, and 3) publish and distribute the content to an unlimited number of users.

Appnetic's primary use is for sales enablement for SMBs and enterprises which have large and frequently changing product portfolios and/or large field sales forces who need "just in time" sales and marketing information at their fingertips.

Bottom line: appnetic helps our customers "sell more." @appneticmobile



BILL SMITH, VICE PRESIDENT PRODUCT & GROWTH

Bill is the Vice President, Product & Growth for Appnetic, a SaaS mobile app for sales enablement, where he is responsible for product development, product engineering, quality assurance, training, account management, sales and marketing.

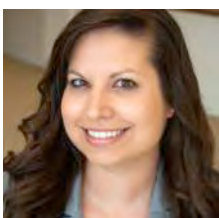
Prior to Appnetic, Bill was a partner in Exhilarator, a DC-based technology seed fund that invests in mobile and Internet startups. Bill is a practiced entrepreneur and operations executive with experience building companies from inception to over \$30m in revenue. Before holding founding, operational and management roles in multiple startups, Bill worked in business development and finance with global brands like The Walt Disney Company and J.P. Morgan Chase.

Bill received a Bachelor of Arts in History from the University of Virginia and a Masters of Business Administration from UCLA Anderson School of Management.



LORE SYSTEMS, INC

Lore Systems helps our clients with cutting-edge IT network engineering and managed services solutions. Lore architects, designs and delivers managed hosting and cloud computing systems, and outsourced IT network infrastructure, support and help desk solutions that easily accommodate our clients' unique requirements. At Lore, we strive to provide the very best customer experience in the industry by making IT "Easier, Friendlier, and More Reliable."



COURTNEY NOLES, DIRECTOR, BUSINESS DEVELOPMENT

As Director of Business Development at Lore Systems, Courtney is responsible for overall business development and marketing activities. She oversees the development of new client and teaming partner relationships in the commercial and government markets. In addition, she has senior client relationship responsibilities with the company's key

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strategic clients.

Prior to joining Lore, Courtney was Senior Account Manager for the Advisory Board Company where she fostered relationships with key decision makers and primary points of contact for the company's hospital and health systems practice. She also helped the company develop marketing and sales strategies for this vertical market.

She was also formerly Senior Account Executive for SmartCEO Magazine where she developed, executed and led multiple sales, marketing and special events. She had responsibility for certain large strategic partnerships with national accounting and professional services firms. Prior to SmartCEO, Courtney also held marketing and sales and account management positions with Carr Workplaces in Bethesda, MD and Signature Advertising in Memphis, TN.

Courtney is a graduate of the University of Memphis where she received a B.A. in Journalism with a Minor in English. She serves on the Board or volunteers for a variety of nonprofit organizations including AFCEA (Armed Forces Communications and Electronics Association), Children's National Medical Center, USO Committee, Mary's Corner, and Miriam's Kitchen.



TECH 2000, INC

Tech 2000 is an award-winning EdTech and mobile content management software company. We are seriously committed to pushing the limits of technology and innovation to improve the learning experience for learners and support those that are involved in education. Tech 2000 has developed and patented mobile virtual technologies which have resulted in the creation of the Appnetic and Lumious platforms.



GEORGE CHURCHWELL, CO-FOUNDER AND PRESIDENT

George is the President of Tech 2000, Inc., a leading education solutions and mobile content management company. George is responsible for driving Tech 2000's product development, long-term strategy and vision.

Tech 2000 is based in Herndon, Virginia. Our core strengths include content development, mobility, dynamic education tools, and training delivery for IT. Our proprietary adult learning methodology techniques are proven to provide the knowledge and cutting-edge technical capabilities required in today's telecom industry. In addition to winning awards such as the Silver Brandon Hall Excellence in Innovation Award, Tech 2000 also won the Sakigake Innovation Award at Cisco in 2009, 2010, 2011, and 2012.

With almost 30 years experience in the networking industry, George has interacted with a wide variety of network communications technologies with real-world experience

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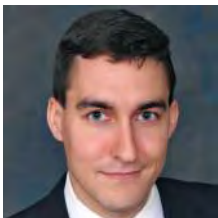
in systems integration, security, and web presence. His focus has been on improving training for the broadband service provider workforce, particularly through the use of dynamic e-learning and mobile techniques. George's specialties include, MEF- Carrier Ethernet Certified Profession (MEF-CECP), Cisco Certified Systems Instructor (CCSI) for Cisco's ARK9K, CRS3, and XRFund, products and technologies.



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them. The firm's broad range of services and practice areas are focused on addressing the principal challenges faced by the management, boards of directors, shareholders, and in-house counsel of our clients.



MICHAEL LABRIOLA, ASSOCIATE

Michael Labriola is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where he works with public and private technology companies through all stages of their growth. Michael also frequently represents investment banks, venture capital funds, and private equity firms in a broad range of investment transactions.

Michael's practice focuses on corporate and securities law, including general corporate representation, public offerings, venture capital financings, and mergers and acquisitions. He has assisted clients with matters ranging from formation and early-stage venture financing to listings of publicly traded securities on U.S. and foreign exchanges. He also has considerable experience in counseling publicly held companies on disclosure matters, SEC compliance, NASDAQ and NYSE listing matters, and other securities laws issues.

Prior to law school, Michael was a senior auditor with Arthur Andersen LLP's Chesapeake-region growth, services, and products assurance practice and later with Ernst & Young LLP's assurance and business advisory division. While at Arthur Andersen and Ernst & Young, Michael audited public, private, and not-for-profit entities in several sectors, including telecommunications and technology. Michael is a certified public accountant in the Commonwealth of Virginia.



DELOITTE & TOUCHE LLP

Deloitte's emerging growth company practice works with innovative high-growth companies on their way to becoming the next generation of market leaders. Through our multidisciplinary approach focused on quality, our team of dedicated professionals understands the challenges

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that venture capital-backed companies face and offers a broad perspective on emerging issues, leading practices, and industry trends.

Our extensive IPO experience, across all industries, along with our experienced professionals, enables us to deliver insights that others may miss. The practice is also home to Deloitte's Tech Venture Center (TVC) in McLean which hosts programs and events throughout the year, designed to provide entrepreneurs with the opportunity to: network with other successful entrepreneurs, meet potential investors, and learn from subject matter experts.



STEVE BALISTRERI, AUDIT DIRECTOR AND LEADER, GREATER WASHINGTON EMERGING GROWTH COMPANY PRACTICE

Steve has more than 20 years of diverse experience in serving emerging technology companies, their entrepreneurs, and venture and private equity investors. He has extensive experience leading audits of these privately-held entities, working with CEO's and CFO's to make the audit process a valuable tool throughout the business growth cycle. Steve understands the needs of these growing companies and brings the knowledge to aid in the financial and operational challenges they face.

Steve is an active leader in many of the organizations that make an impact on the entrepreneur and local communities including: Lead Program Partner for Deloitte Fast 500- Awards program that recognizes the top 500 Fastest Growing Technology Companies. Executive Leader Deloitte's Tech Venture Center- A forum providing education programming and networking events for entrepreneurs. Treasurer and Board of Directors for MindShare -An invitation-only CEO Peer organization designed to strengthen Entrepreneurs in the Greater Washington Market through educational programs and the MindShare member network. Board member for Mid Atlantic Venture Association. Past Greater Washington Advisory Board Member and Committee Chairperson- National Foundation for Teaching Entrepreneurship – NFTE provided entrepreneurial training to high school students, especially those from low-income communities.

In addition to his service on committees and boards, Steve serves as a guest lecturer teaching entrepreneurship, building financial models and business ecosystem at George Washington University, UVA and American University.

Company practice and he has extensive experience guiding clients through the IPO process, including Rosetta Stone, OPNET Technologies, Informax, Versatility, and Ascend Entertainment.



BDO

For more than 100 years, BDO USA has been recognized as a premier accounting, tax, financial advisory and consulting organization. Providing services to a wide range of publicly traded and

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privately held companies, BDO offers a sophisticated array of services and global capabilities, combined with the personal attention of experienced and committed professionals. Founded on timeless values, motivated by entrepreneurial thinking, anchored by individual accountability and professionalism, and distinguished by quality and independent service, our distinct culture is the reason people who know, choose BDO.



MARK ANDERSEN, PARTNER

Mark has over 15 years of experience in public accounting. Mark Andersen is a partner in BDO USA, LLP's (BDO) Assurance department with 19 years of public and corporate accounting experience. Mark focuses on working with venture-backed information technology companies, venture capital funds and government contractors.

Mark's clients range from early stage startups to well-established middle-market enterprises with domestic and international operations. His background in both public accounting and in private industry allows him to provide practical insight into his clients' accounting issues.



RYAN & WETMORE, P.C.

Ryan & Wetmore We are 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 therefore, more profitable. Through our numerous management engagements, we have become trusted, unbiased advisors. We do this by riding the fine line between keeping an objective perspective and being our clients' advocate.



PETER T. RYAN, CPA, CO-FOUNDER & PARTNER

Pete co-founded Ryan & Wetmore in 1988. Through his dedication and vision the firm has grown from a 2 person firm to a, 3 office, 35 person firm serving the Mid-Atlantic region. Pete currently works with clients to address tax, audit and accounting issues. He also has significant experience in international tax matters and business consulting services.

Peter provides clients with the best strategies for success. His expertise extends to the following industries: Healthcare organizations, Construction and Real Estate, Government contractors, Technology groups, Manufacturing, and High Net Worth Individuals.

His community service spans a variety of organizations. Pete has served on the Board of Directors for a number of successful for-profit and nonprofit 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.

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Pete obtained a Master of Business Administration in Finance from the University of Baltimore and a Bachelor of Arts in Accounting from the Catholic University of America. He is a member of the American Institute of Certified Public Accountants, Maryland Association of Certified Public Accountants, Virginia Society of Certified Public Accountants, and the Greater Washington Society of Certified Public Accountants.



THE MELTZER GROUP

The Meltzer Group is a diversified financial services company based in Bethesda, Maryland. Meltzer has become industry leaders in the insurance field as cited by the Washington Business Journal, providing comprehensive business, personal and corporate insurance and financial strategies. Founded in 1982, The Meltzer Group prides itself in providing clients exceptional service and innovative problem solving ideas. They believe that the clients' needs and desires are the most important factors in the insurance process.



RICHARD "RICH" DIPIPPA, PARTNER

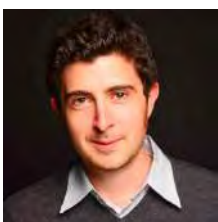
Rich is a native of Longmeadow, MA, and graduated from The George Washington University. He started in the insurance industry in 1985 with New York Life. He joined Mass Mutual and The Meltzer Group in 2008 as a partner. Rich primarily works with Business owners and executives on Succession and Estate Planning. Most of Rich's clients come from referrals by advisors (CPA, AH, CLIENTS, etc.). Rich is married to Molly and has one daughter, Carmen (13).



GENERAL ASSEMBLY

At General Assembly, we are creating a global community of individuals empowered to pursue work they love, by offering full-time immersive programs, long-form courses, and classes and workshops on the most relevant skills of the 21st century – from web development and user experience design, to business fundamentals, to data science, to product management and digital marketing.

Established in early 2011 as an innovative community in New York City for entrepreneurs and startup companies, General Assembly is an educational institution that transforms thinkers into creators through education in technology, business and design at fourteen campuses across four continents.



PAUL GLEGER, REGIONAL DIRECTOR

As the Regional Director of General Assembly in Washington DC, Paul is focused on launching and scaling business operations, building the team, and directing overall campus growth. In less than a year we grew into a robust team of 12, graduated hundreds of students, and gained

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reputation as a leading education institution in Washington DC. Before leading the DC campus, Paul was an early member of the GA San Francisco campus, responsible for everything from audience development, course production, and students outcomes. At GA we are creating a global community of individuals empowered to pursue work they love by acquiring relevant skills in technology, design, and business.

Previously, Paul was the Director of Marketing and Communications at HotPads.com, a leading housing search engine with over 6 million monthly users. HotPads was acquired by Zillow. At HotPads he was responsible for consumer marketing, product marketing, managing external communication strategy, and business development. Paul also produced regular national housing market reports which were covered by CNN, Washington Post, Wall Street Journal, Forbes, NPR, and other major publications.

Prior to HotPads, Paul lead the business plan competition at the London School of Economics, worked as a Regional Director of Information and Communication Policy at the US Department of State, and researched microfinance at the World Bank. Paul was also a founding member of Sandbox-Network and started the local hub in Washington DC.



MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

The Montgomery County Department of Economic Development creates and administers programs that support and grow our diverse business community, expand the county's economic base and provide employment opportunities for residents. Through our Montgomery County Business Innovation Network, Agriculture Reserve, Small Business Mentorship and Small Business Empowerment programs, Workforce Services and Strategic Financing programs, we stand ready to assist businesses at all stages of growth. To learn more, contact the department at 240-777-2000, e-mail us at ded.info@montgomerycountymd.gov or visit www.ChooseMontgomeryMD.com.



SALLY STERNBACH, ECONOMIC DEVELOPMENT DIRECTOR

Sally currently serves as Acting Executive Director for the Montgomery County Department of Economic Development. She joined the department in 2012 as Deputy Director. Since that time, she has been instrumental in developing programs to support the local business community including the MOVE, the Life Sciences Impact Grant, the Business Innovation Network, and Cybersecurity programs.

Previously, Sally served as the Executive Director for Rockville Economic Development, Inc. During her tenure there, she launched the Rockville Women's Business Center, gained approval for a hotel for Rockville Town Center, participated in successful bids for Choice Hotels and MesoScale Diagnostics headquarters, initiated the Rockville Innovation Center which today houses 35 start-

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ups, and created a women's business plan competition with \$20,000 in annual cash prizes and an annual Postdoc Conference and Career Fair for 500 S.T.E.M. postdocs.

In her prior life, she spent 18 years with AT&T, taught accounting and finance, and ran a social services non-profit in NYC and a tourism development organization in West Virginia. Her proudest accomplishments, aside from her family, include national and international gold medals in rowing with the Potomac Boat Club and with Avalon.



FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

The award-winning Fairfax County Economic Development Authority promotes Fairfax County as a business and technology center. The FCEDA offers site location and business development assistance, and connections with county and state government agencies, to help companies locate and expand in Fairfax County. In addition to its headquarters in Tysons Corner, Fairfax County's largest business district, the FCEDA maintains marketing offices in seven important global business centers: Bangalore, Boston, Munich, London, Los Angeles, Seoul and Tel Aviv.



DR. GERALD GORDON, PRESIDENT & CEO

Dr. Gerald L. Gordon, Ph.D., is the president and CEO of the Economic Development Authority in Fairfax County, Virginia, one of the largest office markets in the nation. He has been with the FCEDA since late 1983, during which time office space in the county grew from 32 million square feet to more than 115 million, and jobs in the county grew from 243,000 to about 600,000. As a result, the real estate tax rate has decreased from \$1.47 to \$1.09.

Dr. Gordon has also worked for Arlington County, Virginia, and the United States Department of Labor. Dr. Gordon was instrumental in creating the Emerging Business Forum and bringing the 1998 World Congress on Information Technology to Fairfax County. In 2005, the FCEDA was named by Site Selection magazine as one of the Top Ten Economic Development organizations in North America. In 2007, Time magazine called Fairfax County "one of the great economic success stories of our time." In 2011, the Washington Post said that "Fairfax County remains the economic wunderkind of Virginia and in many ways of the Washington area."

Dr. Gordon holds a bachelor's degree from The Citadel, a master's degree from The George Washington University, and a doctorate in international economics from The Catholic University of America. He is the author of 13 books on strategic planning and economic development. His most recent books include "The Economic Viability of Micropolitan America" (CRC Press, 2013), "Reinventing Local and Regional Economies" (CRC Press, 2011) and "The Formula for Economic Growth on Main Street America" (CRC Press, 2009). He is working on another book to be published in 2015.

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HAFEZICAPITAL INTERNATIONAL CONSULTING

HafeziCapital International Consulting is an international financial and business consulting firm offering the following services: Growth Consulting (sales, margins, income, cashflow, valuation, leverageratios); Organization Consulting (structure, process, delivery, supply chain, restructuring); Capitalization Consulting - advising on matters of raising capital; International Consulting - entering new global markets (feasibility studies, country

risk analysis, market entry strategy, joint venture development, acquisition analysis, supply chain audits, outsourced international market entry).



BABAK HAFEZI, MA, MBA, CEO

Babak Hafezi is a seasoned entrepreneurial business expert in the areas of strategy, turnarounds, growth, capitalization and international market entry consulting. He has a demonstrated expertise in strategy development, reorganization and reengineering. His advice is actively sought by leading global CEO's, government officials and news agencies such as Investors Business Daily, Thomson Reuters, and Forbes. Morgan Stanley Private Wealth Management sought his advice on the Groupon Initial Public Offering.

International clients include Luxury Jeweler Cartier, LVMH (sub-contractors) and other Small and Medium Corporations, Angel Investors, Private Equity and Venture Capital firms. Mr. Hafezi Capital has become a major advisor to technology firms seeking to package themselves for capital raising.

Babak Hafezi obtained a Bachelor's degree in International Relations with a focus on Middle Eastern Studies and a M.A. in International Peace & Conflict Resolution from the School of International Service at The American University in Washington D.C.. He subsequently obtained a Master's in Business Administration (MBA) from the Kogod School of Business at The American University. Babak Hafezi has volunteered at Network for Teaching Entrepreneurship (NFTE), and serves on numerous Board of Directors positions, and advisory boards among them his alma mater the School of International Studies's Young Alumni and Friends Committee at the American University.

Mr. Hafezi is fluent in German, Spanish, and Farsi. He lives with his wife in McLean, Virginia and enjoys traveling, skiing, tennis, golfing, sailing, music, polo, and helping their various charities.



WHARTON CLUB OF DC

Join our two-day April conference: Meet leading Wharton, Penn, and other top professors, mentors, funders, fellow entrepreneurs – ready to engage you and raise your odds of hitting your target, or finally testing that new product idea. In new workshops, startup veterans will

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guide you thru market tested planning and execution steps, boosting your “success quotient” as you push your idea ahead. Then, as now, we’ll connect innovators in many industries to new colleagues, plus many US and global resources.

Here you’ll also meet Fortune 500 leaders and Global 2000 innovators, but also a great many more colleagues – in startups, mid-size firms, innovative non-profits and key corporations. In short, you’ll get bigger opportunities to grow your network and sharpen your business acumen. By popular demand, we’ve planned for 20% more attendees. You’ll meet more thought leaders; have more networking interactions in workshops and guided events, and new options during structured and informal breaks. Better bring ALL your business cards.

The Wharton Club of Washington, DC (whartondc.com) supports the Greater Washington, DC business community and alumni success in our region through our rich calendar of events – a total of 150 to 200 or more each year - as well as liaison with the Wharton School, and other professional and alumni groups.



ALI QURESHI, VICE PRESIDENT

Ali Qureshi serves as Vice President of Consulting Services at Xcelerate Solutions. Ali brings nearly two decades of experience assisting Federal Government and commercial clients in meeting their technology services needs through innovative solutions. He is currently the Vice President for Programs and the Program Chair for the 2015 Wharton DC Innovation Summit.

Prior to joining Xcelerate, Ali had leadership experience in a number of healthcare technology start-up companies serving Federal, private, and international customers. He was Chief Technology Officer for RF Telematics, an early-stage company focused on delivering the MedLogiq data management platform for the healthcare market. Previously, Ali served as the Chief Operating Officer for MedRed LLC which develops and sells Medical Records and Clinical Decision Support Systems to both Government and commercial markets. Ali helped scale the operations of the company to expand their software to support additional military treatment facilities.

Ali holds a Bachelor’s Degree in Environmental Engineering from Wilkes University and an Executive Master’s Degree from the Wharton School and School of Engineering and Applied Science at the University of Pennsylvania. He is a long time resident of Northern Virginia and currently resides in Ashburn, VA with his wife and two children.

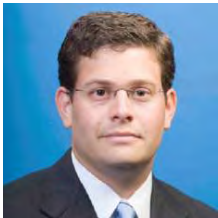
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emissary realty



TODD A. SHERBACOW, CEO, EMISSARY REALTY, LLC

Mr. Sherbacow founded Emissary Realty, LLC to provide service lines not currently available in commercial and residential markets.

Getting the best financial terms is our reputation but we're known for a lot more. As your emissary we are your trusted agents and cover all aspects of your real estate needs. Once the documents are signed we roll up our sleeves with our clients and interact with architects, contractors, and budgets. We help with furniture, data cabling and wiring and even telephones.

Emissary Realty also handles retail and residential transactions offering all brokerages under one roof. Our commercial clients ask us to buy and sell homes housing and when buying or selling their own house why start a new relationship while you already have a trusted emissary, your special agent? We also grew a retail practice to meet demand.

Emissary Realty represents tenants. Mr. Sherbacow and the team have worked for publicly traded companies such as Trammell Crow Company and CBRE. They learned how to lease space for owners but the conflicts were obvious. This background is critical for knowing how landlords calculate the value of deals and what's most negotiable.

Mr. Sherbacow obtained a B.A., International Affairs from George Washington University. For nine years he has volunteered as a mentor for the Hoop Dreams Academic Scholarship Fund and is active in the lives of four students who were the first in their family to attend college. Mr. Sherbacow also serves on the Board and of the Jewish Historical Society of Greater Washington. He is married to Diana Sherbacow and have a wonderful son, Jack. Mr. Sherbacow is an avid golfer, skier, tennis player and cyclist.



THE DINGMAN CENTER FOR ENTREPRENEURSHIP, AT THE ROBERT H. SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND

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



ELANA FINE, MANAGING DIRECTOR

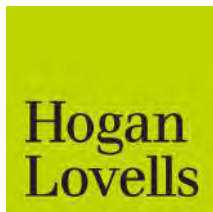
Elana Fine is Managing Director of the Dingman Center. Elana's primary focus is leading the Dingman Center in support of its mission and strategic plan. Key responsibilities include oversight of our student venture incubator, Dingman Center Angels investor network,

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business competitions, and technology commercialization efforts. Elana also develops and maintains relationships with donors, board members, EIRs, the Smith School community and other campus and regional partners. She is also co-chair of the Dean's Task Force on Entrepreneurship and Innovation.

Prior to joining the Dingman team, Elana was an Associate and a Vice-President of Revolution Partners, a national middle market investment bank specializing in the technology industry. While at Revolution, Elana advised on a variety of transactions ranging between \$5 million and \$100 million, including venture investments for both early and late stage private companies, sell side and buy side acquisitions and fairness opinions. Elana also served as Revolution's CFO from 2003-2006, and administered the firm's internal controls. From 1997-2000, Elana was a consultant with Accenture, where she implemented technology solutions for clients in the financial services, government and natural resources industries.

Elana earned an MBA in Finance and Accounting from the University of Chicago's Booth School of Business in 2002, and earned a BS in Finance, magna cum laude, from the Smith School of Business at the University of Maryland, College Park, in 1997. Elana resides in Potomac, Maryland, with her husband and two children.



HOGAN LOVELLS

Hogan Lovells is a global legal practice that helps corporations, financial institutions, and governmental entities across the spectrum of their critical business and legal issues globally and locally. We have over 2,500 lawyers operating out of more than 40 offices in the United States, Europe, Latin America, the Middle East, and Asia. For more information, please visit: www.hoganlovells.com.



RICH BECKER, PARTNER

Rich is a Partner in our corporate practice and the Administrative Partner of our Northern Virginia office. He focuses on private equity, mergers and acquisitions, and commercial transactions both in the United States and internationally. Rich represents corporations and private equity investors in a variety of commercial matters including public and private merger transactions, minority investments, joint ventures, tender offers, recapitalizations and debt financings.

Rich has substantial experience representing clients in a number of industries including information technology, telecommunications, media, biotechnology, defense and homeland security, satellite, real estate, hospitality, and health care. Rich has represented clients at all stages of their life cycle, from start-ups to major publicly traded companies and in a number of different parts of the world beyond the United States, including Europe, Latin America, and Asia.

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Rich has been recognized by multiple publications. He has been a finalist for Washington Business Journal's Top Washington Lawyer for Corporate Mergers and Acquisitions. He is featured in Chambers USA in Band One in Virginia for Corporate/Mergers and Acquisitions and Washington, D.C. Super Lawyers has named him one of the Top 100 lawyers in the Washington, D.C. Metro area. Rich is also an Adjunct Professor of Corporate Acquisitions at George Mason University School of Law.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE

The Georgetown Entrepreneurship Initiative enables students to see the world as entrepreneurs do, while providing the knowledge and skills they need to act on their insights and add value to society.

Under the banner of Startup Hoyas, our mission is to create a culture of entrepreneurship throughout the Georgetown University community and to ensure that every graduate and undergraduate student has the opportunity to explore and experience what it means to behave like an entrepreneur.

At the Georgetown Entrepreneurship Initiative, we INSPIRE students by encouraging entrepreneurial thinking, TEACH students about entrepreneurship through the experiences of accomplished entrepreneurs, CONNECT students to a community of entrepreneurs and innovators on and off campus, and encourage students to LAUNCH new ventures.



JEFF REID, FOUNDING DIRECTOR OF THE GEORGETOWN ENTREPRENEURSHIP INITIATIVE OF THE MCDONOUGH SCHOOL

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. Reid has previously held leadership roles at the Network for Teaching Entrepreneurship, DigitalBridge Communications, DLA Piper, and the University of North Carolina at Chapel Hill.

In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and make a broader impact in the Washington, DC entrepreneurial community. The initiative has grown rapidly as a result of Reid's efforts, and in October 2012 Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education.

Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding and recruited his successor from the real estate industry.

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At UNC-Chapel Hill, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States. Reid earned a B.S. in business administration from Appalachian State University and an MBA from the University of North Carolina at Chapel Hill.

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SPEAKERS			
First Name	Last Name	Title	Company
Tom	Monahan	Chairman & CEO	Corporate Executive Board (CEB)
Tien	Wong	CEO	Tech 2000 and appnetic
James	Quigley	Founder & CEO, and Co-Founder	Canvas & Refraction
Todd	Klein	Managing Director & Chief Investment Officer	SWAN & Legend Venture Partners, LLC
Dan	Mindus	Founder & CEO	NextGen Angels
Kathryn	Stewart	Managing Director	Cranbrook Capital
Julia	Taxin	Vice President	Grotech Ventures
PRESENTERS			
First Name	Last Name	Title	Company
Budget Referee			
David	Rosenberg	Founder	Budget Referee
Arun	Nedunchezian	CTO	Budget Referee
Doris	Rosenberg	Sales Performance Reporting Manager	AT&T Government Solutions
CauseNetwork, Inc.			
Glen	Gulyas	Co-Founder	CauseNetwork, Inc.
Mike	Rowen	Co-Founder	CauseNetwork, Inc.
Clay	Buckley		CauseNetwork, Inc.
CyberTimez			
Sean	Tibbetts	CEO & Co-Founder	CyberTimez
Richard	Greene	VP Finance & Administration	CyberTimez
Lightsense Technology, Inc.			
Gordon	Davidson	Chairman	Lightsense Technology, Inc.
Alan	Kost	VP Research	Lightsense Technology, Inc.
Terje	Skotheim	CEO	Lightsense Technology, Inc.
Potomac Health Solutions, Inc.			
Ken	Gordon	Co-Founder & CEO	Potomac Health Solutions, Inc.
Reilly	Dampeer	Director of Product Application	Potomac Health Solutions, Inc.
Bill	Klanke	President and Publisher	Space News Inc.
Sioneer			
Doug	Jackson	President & CEO	Sioneer
Cynthia	Andela	Founder & CTO	Sioneer
Lisa	Jackson	VP Business Development	Sioneer
UnionTrack, Inc.			
Ken	Green	Founder & CEO	UnionTrack, Inc.
Kathy	Miller	COO	UnionTrack, Inc.
Jeff	Henderson	Senior Vice President	Asgard Capital
PARTNERS			
First Name	Last Name	Title	Company
BDO			
Tony	Deflumeri	Director	BDO
Andy	MacLean	Business Development Director	BDO
Deloitte			
Steve	Balistreri	Director	Deloitte
Natalie	Buford-Young	Business Development Executive	Deloitte
Dingman Center for Entrepreneurship			
Elana	Fine	Managing Director, Dingman Center for	University of Maryland
Emissary Realty			
Todd	Sherbacow	CEO	Emissary Realty
Bernadette	Walker	Director	Emissary Realty
Fairfax County Economic Development Authority			
Rodney	Lusk	Director of National Marketing	Fairfax County Economic Development Authority
Anne	Rosenblum	Capital Attraction Mgr., IT & Life Sciences	Fairfax County Economic Development Authority
General Assembly			
Paul	Gleger	Regional Director	General Assembly
Kendrick	Jackson	Audience Development Producer	General Assembly
Georgetown University Entrepreneurship Initiative			
Jeff	Reid	Founding Director	Georgetown Entrepreneurship Initiative
HafeziCapital International Consulting			
Babak	Hafezi	CEO	HafeziCapital International Consulting
Hogan Lovells			
Rich	Becker	Partner	Hogan Lovells US LLP

PARTNERS			
First Name	Last Name	Title	Company
The Meltzer Group			
Rich	DiPippo	Partner	The Meltzer Group
Montgomery County Department of Economic Development			
Sally	Sternbach	Economic Development Director	Montgomery County Department of Economic Development
Ruth	Semple	Director of Venture Funding Programs	Montgomery County Department of Economic Development
Susan	Prince	Director of Communications	Montgomery County Department of Economic Development
Ryan and Wetmore			
Pete	Ryan	Partner	Ryan and Wetmore
Tessa	Lucero-Bennett	Associate	Ryan and Wetmore
Kelly	Standiford	Marketing Coordinator	Ryan and Wetmore
Danielle	Gallo	Manager	Ryan and Wetmore
Wharton Club of Washington, DC			
Alan	Schlaifer	Chairman	Wharton Club of Washington, DC
Ali	Qureshi	Co-Chair, Healthcare & Biotech	Wharton Club of Washington, DC
Kia	Kianersi	Marketing Director	Wharton Club of Washington, DC
Wilson Sonsini Goodrich & Rosati			
Mark	Holloway	Associate	Wilson Sonsini Goodrich & Rosati
Chelsea	Jenrette	Associate	Wilson Sonsini Goodrich & Rosati
ATTENDEES			
First Name	Last Name	Title	Company
Amal	Abukar	Marketing Manager	MARK App
Leonard	Adams	Founder & CEO	EIFLE, Inc.
Edward	Alexander	Chief Legal Officer	C2C SmartCompliance LLC
Vaibhav	Anand	Marketing Intern	Appnetic
David	Anderson	President	Hitch
Brandon	Anderson	Co-Founder & CEO	The SWAT App
Scott	Ankeny	CEO	Going Green Today
Jason	Apolenis	Principal & Founder	Avenue Wealth
George	Aposporos	Principal	Aposporos Advisors
Chris	Arnold	Founder & CEO	World Merit
Ethan	Assal	Managing Partner	CYW Fund
Michael	Austin	Technical Strategist	Luvozo, PBC
Ahmed	Awadelkarim	COO	EdFundr LLC
John	Backus	Managing Partner	New Atlantic Ventures
Kevin	Bae	MBA	Georgetown University
David	Bain	President	TM Technologies
Courtney	Banks Spaeth	CEO	growth. (formerly NSAWW)
Laura	Baracaldo	Chairman & CEO	Policy Partners, LLC
Trish	Barber	Founder	3 Ways Digital
Kevin	Barrow		Georgetown University
Tim	Batchelor	Chairman	White Peak Capital
David	Behan	Co-Founder	Bē
PJ	Bellomo	Co-Founder	CXO.zone
Gordon	Bernhardt	President & CEO	Bernhardt Wealth Management
Karthik	Bhat	Founder & CEO	SecureDB
Peter	Black	Finance Manager	ePlus
Randy	Blake	Principal	Duncaster Investments
Shelly	Blake-Plock	CEO	Yet Analytics
James	Bo	President	BusinessObject Solutions
Kate	Boeding	Lead Associate, Strategic Ventures	Booz Allen Hamilton
Mike	Borek	VP of Strategic Initiatives	SkyCreek Corporation
Alain	Briancon	Co-Founder & CEO	Kitchology Inc.
Michael	Broder	President & CEO	Brightline Strategies
Kathy	Broe	HR Manager	Tech 2000, Inc.
Ed	Broenniman	Managing Director	The Piedmont Group LLC
Maureen	Bryant		Strategy Associates
Adam	Bullian	Director	QIP Solutions
Damarn	Carroll	CEO & Founder	O.V.E.R. Technology, Inc.
Sean	Cease	CEO	BizDevX
Mae	Chang	CEO	Chang Consulting Services
Antonia	Chen	Business Analyst	Tech 2000, Inc.
Danni	Chen	Account Executive	Smart CEO
Wayne	Chen	Strategic Ventures	Booz Allen Hamilton
Jeffrey	Cherry	Executive Director	Conscious Venture Labs
Matthew	Chervenak	Founder and CEO	GBI Health
Philippe	Chetrit	CEO	Mobilist
Ryan	Child	President	Neovera
Stewart	Christ	Founder	Executive Peer Forum
George	Churchwell	Co-Founder & President	Tech 2000, Inc.
Jeanne	Churchwell	Co-Founder & VP of Operations	Tech 2000, Inc.
Derek	Coburn	Co-Founder and Author	CADRE
Dan	Coffing	President	Syntegrity Networks
Dan	Cohen	Chief Growth Officer	Network For Good
Buff	Colchagoff	Partner	Nitor Group, Ltd.
Kathryn	Collings Laing	Principal/President	US Boston/Pear Tree Partners

ATTENDEES			
First Name	Last Name	Title	Company
Mike	Collins	Outreach Director	Office of Congressman Gerry Connolly
Rory	Cooper	Mid-Atlantic Regional Manager	Insperty
Michael	Coptoy	Vice President	Silicon Valley Bank
John	Crain	Founder & Principal	452 Consulting
John	Criezis	Co-Founder and Vice President	Bē
Kevin	Cunningham	Principal	Leeds Novamark Capital
Daniel	Cunningham	Founder	Leonardo247
John	Daus	President	DigiFutures
Tara	de Nicholas	VP, Marketing and Business Development	nvite
Charles	de Vilmorin	CEO	Linked Senior
Taylor	Devine	Founder & CEO	The CDI Group
Fred	Diamond	President	DIAMOND Strategic Marketing
Paul	Dinte	CEO	Dinte Executive Search
Janet	Dobbins	VP of Marketing & Communications	Statistics.com
Daniel	Dolce	Senior VP, Acquisitions & Development	LaKota Hotels & Resorts
Steven	Doll	Founder and CEO	Clear Skies
Darrell	Duane	CTO	Going Green Today
Guy	Dunn		Asian American Chamber of Commerce
Ebong	Eka	CPA	EbongEka.com
Amzi	Ellington		PC3 Medical
Steve	Ely	Founder	Equity Corps LLC
Benjamin	England	Owner	FDAlmports.com, LLC
Asher	Epstein	COO	Access Health Group
Mark	Esposito	BD Executive, Strategic Growth Markets	Ernst and Young
Arshad	Farooqi	Co-Founder & CEO	Mobrise
Katherine	Ferguson	Vice President of Business Development	Cooley LLP
Heather Louise	Finch	Account Executive	Smart CEO
Dwight	Fischer	Principal	MetroNet
Sharon	Flank, Ph.D.	CEO	InfraTrac
Ric	Fleisher	Co-Founder, EVP Corp. Dev.	Urgent.ly
Brian	Flores		Compost Crew
Koji	Flowers	Founder	Big Cloud Media
Marc	Freedman	CCE, CERC	Expense To Profit
Lisa	Friedlander	CEO	Activity Rocket
Yali	Friedman	President	ThinkBiotech
Will	Fuentes	CEO & Founder	Lemur Retail
Julie	Gaskins	Founder	Gem Jobs Network
Harry	Geller	Owner	WilJax
Andrey	Gidaspov	Development Director	American Geosciences Institute
Glenn	Giles	President & CEO	Privia
Lindsay	Gill	Executive Director Business Development	Luke's Wings
Jared	Gold	President	Brevity Digital
J. Christopher	Golden	CEO	Keystone Business Group
Carl	Grant	EVP, Business Development	Cooley LLP
Idris	Grant	Co-Founder & Chairman	LSi Media
Mary	Grant	Managing Director	The Piedmont Group LLC
Sabine	Grant	CEO & President	LSi Media
Steve	Graubart	CFO	1776
Ingar	Grev	Managing Director	The Grev Group, LLC
Fred	Gumbinner	Managing Director	YG Funding Group
Robert	Hagerty	Associate	Farragut Capital Partners
Jeff	Hale	CoFounder	Rebel Desk
Jack	Hangen	Principal	Blu Venture Investors
Daniel	Hanks	Director, Technology Sector	Pagnato-Karp, Hightower
Ken	Hansen	CEO	co.com Registry
Clay	Harris	Senior Wealth Director	BNY Mellon
Jeffrey	Hausfeld MD, MBA	Founder and Chairman	Society of Physician Entrepreneurs
Jennifer	Hecht	VP of Business Development	BenComm
Dan	Henderson	Investment Director	Center for Innovative Technology
John	Higginbotham	Chairman & CEO	Blue Ridge Networks
Doug	Hill	Partner	Nitor Group
John	Holaday	Angel Investor	
Terry	Hsiao	CEO	Hook Mobile
Gloria	Jacobovitz		Johns Hopkins University Applied Physics Laboratory
Nelson	Jacobsen	Co-CEO	AltaVoz Distribution
Vinod	Jain	President & CEO	India-US World Affairs Institute, Inc.
Tonaus	John	Chief Operating Officer	NOVO Development Corporation
Jiemin	Jordan	Partner	Decisive Investment Group
John	Jordan	COO	Total Wine and More
Katie	Jordan	Principal	verasolve
Juan	Jorquera	Co-Founder & President	Vagabond Vending
Adam	Joseph	SVP Global Services	Concur
Peter	Justen	CEO	Five Plus
Maimah	Karmo	President	Bliss Magazine
Jennifer	Kavounas	Licensed RE Professional	Metro Referrals, Inc.
John	Kealey	CEO	Decision Lens
Liam	Keane	CEO	Enviro Confirm
Joe	Kessler	Managing Partner	Next-Stage Development Group
Joe	Keum	Founder & CEO	Klickorder
Robert	Keuroglan	President & CEO	Sentrien Systems

ATTENDEES			
First Name	Last Name	Title	Company
Lindsay	Kin	Executive Director	Luke's Wings
James	Kirchhoff	Co-Founder	MARK App
Amy	Klein	Chief Operating Officer	The Vivelan Group
Joe	Klein	Founder & CEO	Disrupt6
Rebecca	Klemm	Founder	NumbersAlive!
Tom	Kohn	Executive in Residence	Kogod School of Business at American University
Chris	Koomey	President	Online Trading Academy
Steve	Kubisen	Director	George Washington University
Steve	Kupka	Managing Partner	Husch Blackwell Sanders LLP
Kim	Larsen	Partner	Capital Creation
McCall	Larsen		
Rebecca	Leung	President	HypHEN Group
Mike	Leurdijk	VP	Core Capital Partners
Mark	Levine	Managing Director	Core Capital Partners
Martin	Levine	Founder & CEO	Whyttle
Chih-Hsiang	Li	CEO	CCACC
Justin	Lichtenstaedter	CEO	Yapper
Richard	Lindahl	CFO	Corporate Executive Board
Steve	Little	CEO	Zero Limits Ventures
William	Livingston	Chief Product Officer	HotelNeighborhood
Michael	Loftus	Design Lead	MARK APP
Bob	London	President	London,Ink
Jim	Long	Managing Director	VentureCross Partners
Bill	Loomis	CFO	Centennial
Michael	Lopes	Vice President	Bernstein Global Wealth Management
Kira Elvey	Lopez	Sales Associate	TTR Sotheby's International Realty
Brad	Love	M&A Advisor	ID Private Equity
Alan	Luba	CEO	Human Resources Consultants LLC
Dennis	Lucey	Vice President	TKC Global
Brandon	Luong	CEO & Founder	Guanxi Innovations
Evan	Lutz	CEO	Hungry Harvest
Chad	MacDonald	President & CEO	Connected Services Technology
Jeffrey	Majka	Product Manager	M&T Bank
Beth	Maloney	President	Palladian Partners
Janice	Mandel	Communications Consultant and Advisor	
Robert	Mander	Founder	Govlish
Aileen	Manguiat	Financial Accountant	FDAImports.com
Ghazenfer	Mansoor	Founder	Hireworx
Josh	Marpet	Founder & CEO	Bijoti
Mike	Matalone	President	Excelsior
Tom	McMillen	Chairman & CEO	Washington Capital Advisors, LLC
Art	Medici	Partner	Newport Board Group
Andrew	Miller	President and Co-Founder	Big Swift Kick
Navroop	Mitter	CEO	ArmorText
Mark	Modica	CEO	Vyance
Beth	Monroe	CEO	JustinBradley Financial Recruiting
Jason	Morris	Co-Founder and CEO	EdFundr
Patrick	Moynahan	President	The Cloudburst Group
Muhammad	Mueen	CEO	Zigron Healthcare
Marie-Louise	Murville	CEO	Delight Me, Inc.
Zach	Nelkin	General Operations	Hungry Harvest
Lowell	Nerenberg	Principal & Coach	Coach Lowell
Kim	Nguyen	Managing Partner	Brilliant Keypoint Investments, LLC
Courtney	Noles	Director, Business Development	Lore Systems
Angie	O'Grady	COO	COOxist.com
Scott	Ormiston	Director of Solutions Architecture	Affigent
Brig	Owens	Principal	The Bennett Group
Ilbay	Ozbay	Founder & CEO	Outroop Inc.
Neel	Patel	CEO	Magnify It
Pratik	Patel	Co-Founder	LiftOff Health
Michele	Perry	COO	Red Shred
Matthew	Pikar	President	Cortix Systems Inc.
Sam	Pollaro	CEO	Venga
Jody	Presti	CEO	JobOn
Dr. Roland	Probst	Founder	ACUITYnano, LLC
Bob	Procelli	COO, & Internal Counsel	BrownIT Holdings Corporation
Waleed	Qamar	Co-Founder & CEO	MedNav
Phillip	Quatrini	Managing Attorney	Rimon Law Group
Helen	Qubain	Strategy Consultant	Helen Qubain Consulting
Anabel	Quintero	Business Development Associate	MV Financial
Harley	Radin	Private Investor	
Natasha	Rajpal	CFO	Coder Loan
Nishi	Rawat	Founder	OpenBeds
John	Reardon	Principal	Reardon Consulting, LLP
Ed	Redfern Jr	Founder, President & CEO	Holistic Aquatics, LLC
Geoffrey	Rempel	Owner	Kore K9, LLC
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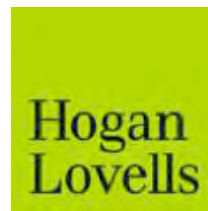
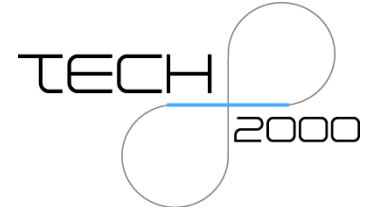


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