



Big Idea CONNECTpreneur

WINTER FORUM

December 10, 2015

Falls Church Marriott Fairview Park



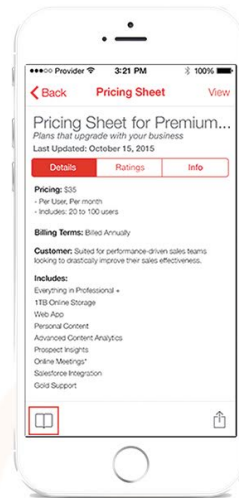
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Big Idea CONNECTpreneur Winter Forum



AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																														
08:15 – 08:20 am	WELCOME S. TIEN WONG , CEO of Tech 2000 and appnetic																														
08:25 – 09:15 am	FIRESIDE CHAT JOHN KEALEY , CEO of Decision Lens; former CEO of Vivisimo - IBM; former CEO of iDirect/ Singapore Technologies																														
	COMPANY SHOWCASE																														
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9:15 – 10:20 am																															
10:20 – 11:10 am	PANEL: HOT TRENDS IN VENTURE CAPITAL AND EARLY STAGE CAPITAL FUNDING Moderator: JONATHAN ABERMAN , Managing Director, Amplifier Ventures; Chairman, Tandem NSI and FounderCorps DR. JOHN HOLADAY , Angel Investor, Executive Chairman, ExoCyte; Chairman, Bioncor; Founder and ex-CEO, EntreMed MIKE PRATT , Managing Partner, Select Venture Partners, LLC JOHN TULLIS , Managing Director, Tullis Health Investors NATE YOHANNES , Senior Advisor, Office of Investment and Innovation, U.S. Small Business Administration																														
11:10 am	NETWORKING																														

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Next CONNECTpreneur Fora: March 1, 2016 and June 30 2016

SPEAKERS



JOHN KEALEY, CEO, DECISION LENS; FORMER CEO OF VIVISIMO - IBM; FORMER CEO OF IDIRECT/SINGAPORE TECHNOLOGIES

John Kealey is the Chief Executive Officer at Decision Lens, a software company providing enterprise prioritization and resource optimization for commercial and government organizations. He has over 25 years in the technology and communications industry. He is the former CEO of Vivisimo, an information access and discovery technology focused on emerging Big Data market. The company was recently acquired by IBM. He is also the former President and CEO of iDirect Technologies, which he joined when the company was a pre-revenue turnaround and helped grow organically to over \$120 million in annual revenue and a position of global leadership in satellite routing technology when it was acquired by Singapore Technologies (ST) in November, 2005.

He was selected by Via Satellite magazine as the “2004 Satellite Executive of the Year” and The Ernst and Young Washington DC Area Communications “Entrepreneur of the Year” for 2005. Earlier he was CEO and founder of TenFold Communications Inc., an enterprise software company and subsidiary of TenFold Corporation. Kealey spent much of his early career at SBC Communications, holding a number of senior positions there, including President of its wireless messaging business. He was also a senior executive at The Continuous Learning Group, a premier boutique leadership consulting firm. He founded the firm’s merger and acquisition integration practice.

He began his career at Coopers & Lybrand and holds an MBA from Washington University in St. Louis.



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

Tien is CEO of Tech 2000, Inc. a Northern Virginia based leader in technology training, mobile e-learning, and mobile content management platforms. He is also Chairman of Lore Systems, a provider of IT support, network engineering and cloud computing services.

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 one of the world’s largest call center operations, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. magazine’s “Inc. 500” as one of the fastest growing private companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world, and written numerous articles on the CRM and BPO spaces. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland

SPEAKERS

Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the CIT GAP Fund's Investment Advisory Board, the Digital DC Tech Fund Investment Advisory Board, the Potomac Officer's Club 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.



JONATHAN ABERMAN, MANAGING DIRECTOR, AMPLIFIER VENTURES; CHAIRMAN, TANDEM NSI AND FOUNDERCORPS

Jonathan Aberman is a venture capitalist and business school professor. Jonathan is the founder and Managing Director of TandemNSI, a program funded by the Commonwealth of Virginia and supported by Arlington County to bring entrepreneurs, universities and national security agencies together to accelerate economic development and national security entrepreneurship in the Greater Washington Region.

Through TandemNSI and his consulting company Amplifier Advisors he has worked with the Department of Defense Lab directorate, DARPA, DHS, AFOSR, the Army and other national security agencies, research universities, and county and state governments, on various consulting engagements addressing entrepreneurship and technology creation.

Jonathan is the founder and Managing Director of Amplifier Ventures, a seed and early stage venture capital organization focused on commercialization of federally-funded intellectual property and national security technologies.

He is also the founder and President of FounderCorps, a Virginia not-for-profit that provides experienced mentors to entrepreneurs throughout the Washington region. Jonathan is currently a Professor of Entrepreneurship at the University of Maryland's Robert H. Smith School of Business. He is the co-host of Forward Thinking Radio, a nationally-broadcast business program on SiriusXM.

Prior to becoming a venture investor, Jonathan had a career in London, New York and Washington D.C. as an investment banker (Goldman Sachs, DLJ, and Daiwa Securities) and law firm partner (Pillsbury Winthrop, Fenwick & West, and Fish & Richardson).

Jonathan holds a BA (with honors) in Political Science and Economics from GWU, where he was a Phi Beta Kappa. He received an MSc in International Economics with Distinction from the London School of Economics. He also holds two law degrees, an MA from Downing College, Cambridge University and an LLM from the NYU School of Law.

SPEAKERS



DR. JOHN HOLADAY, ANGEL INVESTOR, EXECUTIVE CHAIRMAN, EXOCYTE; CHAIRMAN, BIONCOR, FOUNDER AND EX-CEO, ENTREMED

John Holaday, PhD, is an entrepreneur and senior biotech executive with an extensive background in both the biopharmaceutical industry and academic science. He has served as Chairman/CEO and board member of public companies and private start-ups.

Dr. Holaday was Managing Director, CEO and co-founder of QRxPharma (QRX, ASX), a specialty pharmaceutical company headquartered in Sydney, Australia where he directed the development and NDA submission of an opioid with fewer side effects. Before QRX, he was co-founder and CEO of EntreMed, Inc. (ENMD, NASDAQ) a pioneering antiangiogenesis company focused on oncology. He co-founded MaxCyte, a flow electroporation company. Prior to that, he was co-founder and Executive VP of Research and Development at Medicis Pharmaceutical Corp. (MRX, NYSE), a dermatology company acquired by Valeant Pharmaceuticals in 2012 for \$2.6B. He is currently co-founder and Chairman of ExoCyte Therapeutics, a Singapore-based cancer vaccine company and Bioncor (chair), a generic chemotherapy company. Present board memberships also include Plasmonix (chair), CytImmune, Pixspan and Accelovance. He has raised over \$500MM in financing for these companies, with exits or market capitalizations in excess of \$3 billion.

Dr. Holaday served as a Captain, US Army at the Walter Reed Army Institute of Research, and later as a civilian Chief of the Neuropharmacology Branch. He obtained his BS and MS from the University of Alabama, and his PhD in Pharmacology from the University of California, San Francisco School of Medicine. He is a Fellow in the American College of Neuropsychopharmacology (FACNP) and a Fellow in Critical Care Medicine (FCCM). Previously, Dr. Holaday was Professor of Anesthesiology and Critical Care Medicine at the Johns Hopkins University School of Medicine (until 1996) and now serves as Professor of Psychiatry at the Uniformed Services University of the Health Sciences. He holds over 90 patents and has published over 230 scientific articles, book chapters and four books.

Dr. Holaday is a member of the Board of Math for America, DC, Carnegie Institute of Science and the Circles Board of the John F. Kennedy Center for the Performing Arts. Dr. Holaday was appointed by Gov. Hogan to the Maryland Higher Education Commission (2015), and serves on the Leadership Board for Alabama's College of Arts and Sciences. Formerly, he served as Chair of the BioAlliance of the Tech Council of Maryland. He received the Algernon Sydney Sullivan Outstanding Alabama Alumnus (2008). In 2006, he was named to the Ernst & Young's Entrepreneur of the Year Hall of Fame.



MIKE PRATT, MANAGING PARTNER, SELECT VENTURE PARTNERS, LLC

Michael Pratt has over 40 years of experience in management and finance, in both domestic and international organizations, as well as more than two decades of involvement in the startup and venture capital industry. Michael's experience includes early-stage company management, negotiation of strategic partnerships and alliances, and service on the Boards of Directors of

SPEAKERS

several companies, including a public-traded corporation in New Zealand.

Michael is the Managing Partner of Select Venture Partners LLC, an early stage, post-seed/pre-Series A venture capital firm, with an experienced team, all of whom have extensive cross-industry and cross-functional operating experience in software startups. He is also Lecturer in Technology Entrepreneurship at the Clark School of Engineering at the University of Maryland, College Park.

Prior to Select, Mike co-founded and was CEO of SpydrSafe Mobile Security, Inc. SpydrSafe was acquired in February 2014. Prior to SpydrSafe, Michael was the COO of CardStar, Inc., a mobile loyalty company sold to Constant Contact (NASDAQ: CTCT). From 2006 to 2010, Michael was the CFO/COO of Trust Digital, Inc., a venture-backed Mobile Device Management company sold to McAfee (NYSE: MFE). Prior to Trust, Michael was CFO of Galt Associates, Inc., a venture-backed software company sold to Cerner Corporation (NASDAQ: CERN) in July 2006. Earlier professional experience includes CEO of CrossMedia Networks Corp.; CEO of Point of Care Technologies sold to Siemens Healthcare in 1999 (ETR: SIE); various senior finance and operations positions with Mobil Corporation in both domestic and international settings, including President and General Manager of three Mobil subsidiaries. Michael began his professional career with Arthur Andersen & Co.

Michael holds a BS in Finance from East Carolina University, a post-graduate degree in Business Administration from Massey University in New Zealand, and an MS, Marketing from The Johns Hopkins University.



JOHN TULLIS, MANAGING DIRECTOR, TULLIS HEALTH INVESTORS

Mr. Tullis is a Partner at Tullis Health Investors, where he is responsible for the firm's investment team and investment process. He is also responsible for the firm's increasingly global network and for all investments and activities in international markets. Within the healthcare sector, John's focus areas include healthcare technology and services, medical devices, and healthcare commercial distribution. Recent Board roles include CareSync, Inc., (Board Member, Chairman), SureFire Medical, Inc. (Board Member), and Endoscopic Technologies, Inc. (Observer).

Before working at Tullis Health Investors, John was Senior Director of Corporate Development at Ryder System Inc., where he led global mergers and acquisitions for supply chain and logistics. Prior to his position at Ryder, he spent four years as an associate at M.J. Meehan & Co., a NYSE specialist firm. John also served as an Executive Committee Member of the Board of Directors of the Beacon Council, Miami-Dade's Economic Development Organization, for three years. He is currently a board member of the Florida Venture Forum.

John has a BA from DePauw University. He received a graduate business certificate from the University of Virginia's McIntire Business Institute, and an MBA from the University of Miami Graduate School of Business. At age 15, he studied at Tse Hsui Gautzhong, a Taiwanese boarding school.

SPEAKERS



NATE YOHANNES, SENIOR ADVISOR, OFFICE OF INVESTMENT AND INNOVATION, U.S. SMALL BUSINESS ADMINISTRATION

Nate Yohannes is a lawyer with experience in financial services, regulatory affairs and investment strategy. Mr. Yohannes was appointed by the White House Office of Presidential Personnel as a presidential appointee in the Obama Administration where he serves as the Senior Advisor - Office of Investment and Innovation ("OII"), US Small Business Administration. OII operates the Small Business Investment Company (SBIC), a private equity/venture capital program with over \$25.2 billion of assets under management, and the Small Business Innovation Research (SBIR), the government's largest innovation grant focused on small business, effectively making the collective \$2.5 billion annually - the largest STEM seed funding pool in the world.

Mr. Yohannes was selected to sit on President Obama's Broadband Opportunity Council, a multi-agency team responsible for providing counsel to President Obama on how to advance the United States as the most broadband accessible country in the world. In addition, Yohannes held a leadership position and played a pivotal role with the first ever White House Demo Day. Mr. Yohannes is a part of the inaugural White House Economic Leadership Workshop, a six month program for top economic focused appointees and is on the White House Diverse Asset Managers working group.

Prior to joining the Obama Administration, Mr. Yohannes was the Vice President - Associate Counsel at the Money Management Institute (MMI).



20/20 GeneSystems, Inc.
9430 Key West Avenue
Rockville, MD 20850

www.2020gene.com
www.BloodTestforLungCancer.com

Strengths

- Early entrant into multi-billion dollar lung cancer test market
- Coupling big-data analytics with established tumor marker testing platforms
- Planning to launch a pan-cancer test to detect 5 or more tumors from a single blood sample
- Significant barriers to entry
- Demonstrated ability to access capital--\$11 million in equity investments to date
- 50% investment refund from state of Maryland; most aggressive investment incentive in the U.S.
- Track record of winning large competitive government research grants (\$7 million)
- Anticipated IPO under Reg. A+ in first half of 2016

Leadership Team

Full management team including veterans of leading diagnostics and life science firms including:

- Ventana Medical Systems (now Roche Molecular Diagnostics) • Bayer Diagnostics • Siemens Diagnostics • Qiagen • U.S. National Cancer Institute (NIH)

Please see our web site for management bios

Current Series A Round

Raised \$2.3 million) led by Keiretsu Forum with participation by current investors. In addition \$2 million term sheet from Chinese strategic investor.

investors@2020gene.com

(240) 453.6339 ext. 102

Executive Summary

Introduction

20/20 GeneSystems is a cancer diagnostics company positioned at the intersection of tumor biomarkers and cloud based, big data analytics. Our first cancer test—a **blood test for the early detection of lung cancer**—test marketed in a small regional area, will be commercialized on a large scale in both China and the USA. The company's finances are supported by stable revenues and profits from an existing patented field test which has been established as a "Gold Standard" in the biosecurity and emergency responder community.

The Problem

Lung cancer is the leading cause of cancer deaths and kills more people than breast, colon and prostate cancer **combined**. Today, very few lung cancer cases are detected at an early, treatable stage due to the lack of practical early detection tools available to primary care physicians for their high-risk patients.

Our Solution

We offer a proprietary blood test using a unique algorithm to combine a panel of biomarker tests to generate a single score to predict the likelihood of the patient having lung cancer. The algorithm is now being enhanced with data from thousands of patients to improve its predictive value and to lead to widespread adoption worldwide. Our pipeline includes a "pan-cancer" test to simultaneously screen for **multiple tumors from a single blood sample**.

Commercial Model / Target Markets

In the Far East blood based cancer screening tests are far more commonly used than in the U.S. Based on this, we have adopted a novel "East-to-West" strategy that may be summarized as follows: (i) harvest large data sets from China and other nations where tumor markers are widely tested using standard, transferable diagnostic platforms, (ii) significantly improve testing in those regions with big-data derived algorithms commercialized via the cloud (SaaS), (iii) use the algorithms generated in the East to support commercialization efforts in the U.S. and Europe.

Our first cancer test, a blood test for the early detection of lung cancer, has been successfully test marketed in the Washington, D.C. area over 24 months. We will be seeking U.S. FDA approval and national insurance coverage determinations (~\$275) for the lung cancer test in 2017, in part with data generated overseas. This will be preceded by commercialization of our lung cancer testing algorithm in China in 2016 using a cloud based SaaS model. We have financial and research partners in China where the test market is estimated to be \$4 billion due to very high smoking rates and air pollution in major cities.

Also in 2017 we expect to launch our pan-cancer test for multiple tumor types. The pan-cancer test, unlike our lung cancer test, will marketed directly to consumers on a self-pay (~\$175) basis.

Our tests utilize established tumor marker detection kits and automated instruments available in thousands of clinical testing labs worldwide. **Each of these thousands of labs maintains significant financial incentives to market the tests and 20/20's algorithms to the physicians in their network.** No other company has yet commercialized either a lung or pan-cancer test utilizing the biomarker platforms and algorithm approach adopted by 20/20.

Initial Public Offering (under New Reg. A+)

The market caps of many small, publically traded companies w/ early cancer detection tests (but w/ little or no revenue) have exceeded \$1 billion. The market caps of cloud companies rise faster than the NASDAQ market. 20/20 expects to conduct an IPO under the new Regulation A+ (JOBS Act) in Q1'16. Reg. A+ is a faster yet less costly and burdensome than traditional IPOs.



Executive Summary

Introduction: Cybersecurity attacks of even the most sophisticated compliant networks have been succeeding because the bad actors have grown more dangerous. New threats such as polymorphic malware, file-less malware, phishing attacks, targeted attacks, and many other new threats are becoming increasingly difficult to defeat. Gartner estimates potentially 85% of attacks go undetected often for months. Anti-virus, whitelisting, breach detection, and other conventional “detect and respond” systems just aren’t enough to keep up with the emerging threats to the new battlespace of Endpoints in the Cloud.

The Cybersecurity Market: Overall spending on cybersecurity is expected to increase from \$77 billion in 2015 to \$170 billion in 2020. Endpoint Protection, a Blue Ridge strong point, is expected to grow from \$10 billion to \$34 billion by 2020. Further, enterprises are increasingly turning to expert providers such as Blue Ridge for Managed Security Services which are expected to grow from \$8 billion in 2015 to more than \$ 30 billion by 2020 (Sources: Gartner Inc. DFJ, Cybersecurityintelligence.com).

Blue Ridge Solutions: Blue Ridge is a recognized isolation and containment cybersecurity technology leader with a proven track record of preventing network and endpoint breaches. Our software and services incorporate enabling patented technologies and knowhow with no reported breaches to date. Our Secure Extranet services and systems have successfully protected US Government, banking, and industry customers for more than 15 years. Our award winning AppGuard endpoint breach prevention software and services (GSN Home Land Security Best Anti-Malware Award for both 2014 and 2015) protect Windows-based systems for government, enterprises, banks, and even consumers. Our enterprise-class solutions have essentially unlimited scalability - deployment of software or services protecting thousands of seats can be accomplished typically in less than a day. Their efficiency and affordability provide exceptional value to customers yielding material competitive advantages.

The Company: Blue Ridge currently has 22 employees enhanced with additional FTE employees managed by a seasoned management team including key founding technologists with support from world class Senior Advisors active in our growth. We primarily sell and distribute through currently 15 formal channel partners in the US well placed in their respective market segments for government, banking, healthcare, retail enterprises, industrial systems, and even consumers.

Momentum in 2015: Blue Ridge validated during 2015 its recurring revenue software and services business model generating more than 50% of its revenue from multi-year service contracts with commercial customers. Blended margins exceeded 70% generating breakeven cash flow in the second half of 2015. Bookings during 2015 more than doubled from prior years with momentum from current and pending contracts projected to generate more than \$10m revenue in 2016 with positive EBITDA.

Capital Plan: The Company is currently finalizing the capitalization of its “Series 3 Preferred Equity Round” with an additional \$3-5 million to complete full capitalization of the round to \$10-12m in combination with pre-funded commitments from current stakeholders of Blue Ridge. The Preferred Stock associated with this round will be senior to prior preferred rounds with common stock participation rights at an attractive pre-money valuation.

Contacts: Enterprises interested in learning more about how Blue Ridge can protect endpoints and network extranets effectively and affordability are invited to contact sales@blueridge.com to arrange a pilot of the Company’s software and services. Parties interested in learning more about the Company’s emerging growth are invited to contact one of its officers.

Integrated Solutions: LMS, LRS or Both?

Business Challenge

Global Virtual Engineering (“GVE”) is a multi-level technical presales organization providing systems engineering services to customers, partners, and internal Cisco sales employees.

Like many companies that sell complex products, Cisco relies on a relatively small number of technical sales specialists to support a much greater number of salespeople, such as account managers and channel partners. Historically, Cisco’s Partner Help Specialists have been focused on specific market segments and technology areas and trained over six months before being put on the floor.

This way of operating has had several drawbacks including, but not limited to:

Difficulty finding the right expert. Cisco did not have formal processes or tools to identify the desired characteristics of top performers in order to support the recruitment process.

Lack of scalability. If Cisco continued to scale the number of specialists they would then need to hire three times as many specialists in order to meet the company’s sales targets. Given that hiring this many technical specialists would be costly and perhaps impossible, Cisco needed ways to improve the availability and scalability of these specialists and other technical experts.

Limited tools to support the specialists’ learning program. The specialist’s time was often consumed by the inefficiencies inherent in manual training with disparate and often difficult to attain sources of information.

Solution and Results

Tech 2000 used a new approach to design, implement, and deliver the On-board training program and provide performance support for GVE complete with better reporting, deeper analytics, and measured outcomes. In addition to a traditional Learning Management System (LM, Tech2000 implemented a Learning Record Store (LRS) to manage informal learning interactions and activities. The “dual-track” implementation provided valuable insights and practical tools to help plan and adopt a flexible learning architecture that combines existing training resources and services with future educational-technology innovations to accelerate organizational performance.

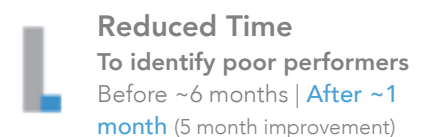
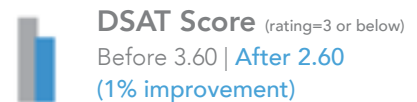
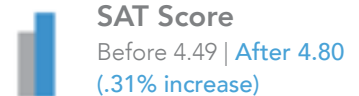
Through this technology, Tech 2000, on behalf of GVE, was able to identify specialists that were not engaged in the training program and provide remediation. As a result, dissatisfaction scores in the organization were reduced. Within 30 days the specialist team was fully empowered to handle web tickets, and the number of cases that could be handled by a specialist was increased. These efficiencies saved GVE and Cisco, hundreds of thousands of dollars in addition to reducing the total training time from 180 days to 60 days with a higher performance outcome.

GVE Support

Benefits Present Time

GVE established a partnership with Tech2000 to improve our ability to positively support our partners as measured by individual and worldwide CSAT scores.

Major impact with Tech2000 in only 6 months



LYTERATI

BUSINESS SUMMARY

Launched in 2012, Lyterati is a multi-faceted SaaS solution that tracks and manages the innovative work that faculty members do and provides insights to enhance institutional reputation. Lyterati has 6,000 users and a strong pipeline.

MANAGEMENT

Co-founders Rummy Sen and Tarun Sen are experts in higher education and technology solutions. Rummy Sen founded Entigence Corporation, a BI consulting firm in 2002. She is an advisor to CxOs on performance management. Tarun Sen is Emeritus Professor at Virginia Tech and has 25 years of academic and leadership experience.

CUSTOMER PROBLEM

Universities represent a \$500B industry that is unable to collect, manage, and use information on their largest single expense category – faculty. University Provosts, Deans, and VPs are looking to measure faculty productivity, which is a critical success factor in the globally competitive higher education environment.

SOLUTION

Lyterati provides a wealth of faculty productivity data by capturing unstructured data from faculty CVs, supporting sophisticated workflows for faculty performance management reviews, and delivering dynamic web profiles and extensive analytics using big data and business intelligence technologies.

THE MARKET

The US higher education vertical is the largest in the world in terms of expenditures and exceeds \$500B. With 750 large research universities and over 7000 four-year colleges, this market represents massive potential. Lyterati's goal is to be the premier faculty software by targeting 800 of the top universities in US, Europe, and APAC and penetrating 200 in the next five years.

COMPETITORS

There are three groups of competitors: products that make faculty enter their own data (Digital Measures, Data180), products that source data from external sources (Research In View, Academic Analytics), and ERP products that provide HR and grants management functions (Workday, PeopleSoft).

COMPETITIVE ADVANTAGE

We are the only company that parses and ingests historical data from faculty curriculum vitae, the most comprehensive source of productivity data. We support the broadest set of workflows for faculty performance management. We integrate big data and business intelligence technologies to provide extensive analytics. We have the shortest implementation cycles in the industry.

BUSINESS MODEL

We generate revenues through a combination of per user subscription renewable every 3 years and professional services to launch Lyterati.

MANAGEMENT

CEO: Rummy Sen
COO: Tarun Sen
Prod. Mgr: Shashank Chansoria

NUMBER OF EMPLOYEES

25

LAW FIRM

Kutak Rock, Washington DC

FINANCING TO DATE

Personal Funds

INVESTMENT SOUGHT

\$1,800,000

USE OF FUNDS

Marketing and Sales, R&D,
Customer Support

REVENUE FORECAST

Year	# of Univs.	Revenue
1	8	1,000,000
2	18	2,700,000
3	40	6,700,000
4	80	15,000,000

CONTACT INFORMATION

Tarun Sen, COO
1920 L Street NW, Suite 415
Washington DC 20036
703-419-0165
www.lyterati.com
tsen@lyterati.com

Portal Labs, LLC – OneWindow Workplace

One Line Pitch: Disrupting the traditional intranet, digital workplace marketplace, and capturing the Microsoft Office 365 growth opportunity by providing easy to use turnkey solutions to revolutionize the way organizations collaborate. Twenty-four million in aggregate recurring revenue by end of 2019.

Business Summary: Launching in September 2015, OneWindow will disrupt the market of social intranet on the Microsoft Office 365 platform. We have built a waiting list of over 40 enterprises with an aggregated total of 20,000 subscribers ready to test/deploy the solution.

Management: Founder Daniel Cohen-Dumani has over 20 years of experience in the software and consulting industry. Daniel is a recognized expert in the area of collaboration, information management and is a guiding force behind the development team. CTO Val Orekhov, brings over 20 years in software development and consulting experience with the last nine years on the SharePoint and Office 365 platform. Director of Marketing Jenny Lynch, brings over 15 years of experience in Marketing and Business Development.

Customer Problem: Enterprises and businesses are still relying heavily on email for communication and collaboration. The traditional custom social intranet has historically failed to deliver value due to the time and cost involved in building the solution. User adoption lags and it requires the organization to continue to re-invest and upgrade its solution every few years.

Product/Services: OneWindow is a turnkey and ready-to-go social intranet solution built on the Microsoft Office 365 platform. It is an “Intranet as a Service” solution that integrates the components of Office 365 in a single window, where organizations can rapidly improve user productivity and experience a mobile and cloud first environment.

Target Market: In 2015, Microsoft reported a 100% year over year growth in their business Office 365 deployment. It is expected that the adoption of the platform will continue to increase with businesses of all sizes moving to a hybrid cloud environment. Our initial target market is project-based organizations over 500 employees, which consists of approximately 6,100 businesses in the United States. We plan to expand in different industries in future years.

Customers: *Current prospects:* Kurt Salmon, American Banking Association, Conservation International, ALSAC/St-Jude, US Fitness, Technatomy Corporation (22,000 potential subscribers). *Current channel partners:* Microsoft, Liffoff, Other Microsoft system integrators.

Sales/Marketing Strategy: Leveraging our sister company Portal Solutions, we have generated buzz and excitement in the marketplace through webinars, content marketing, SEO and in person events. We will accelerate lead generation through dedicated inbound content marketing, a co-launch with Microsoft, SEO, PPC, social media and direct sales to prospective customers. We are also targeting current Office 365 resellers and partners and offering resale opportunities.

Business Model: OneWindow will generate recurring subscription fees, billed annually ranging from \$3 to \$15/user/month with an initial startup fee (10-50K) to configure and launch the solution. The recurring subscription fees will include ongoing adoption workshops, constant innovations and will open the door for additional consulting services for customization in order to maintain and show value.

Competitors: OneWindow is the first Office365 application to have been built from the ground up on the Office 365 platform. While a few competitors exist, they have taken a legacy approach and will need to convert over time to this new model. And while Microsoft has announced they will be delivering some sort of turnkey solution in the next few years, OneWindow is offering industry specific capabilities that are unmatched in the marketplace.

Competitive Advantage: OneWindow is the first Office 365 only solution to address the turnkey market. We are using our first mover advantage to develop proprietary technology to optimize the deployment, user experience and automation of setting up a turnkey intranet. In addition, our founder’s expertise in building intranets on the Microsoft SharePoint platform, combined with the vision and understanding of the future of collaboration, is allowing us to be many steps ahead of the competition.



Company Profile:

URL: www.onewindowapp.com
Industry: Software as a Service
Employees: 3
Founded: February 2015

Contact:

Daniel Cohen-Dumani
daniel@portalsolutions.net
w: 240.406.9901

Financial Information:

Funding Stage: Seeking seed capital
Monthly Burn Rate: \$35,000
Pre-money Valuation: \$2,000,000
Capital Seeking: \$500,000 (convertible debt)

Management:

Daniel Cohen-Dumani, CEO, Founder
Val Orekhov, CTO
Jenny Lynch, Business Development

Advisors:

Lawyer: Don Rogers,
CPA: Harry Harrison
Advisors: Leland Phipps, Reed Overfelt, Kevin Moss

Portal Labs, LLC	Financials* (\$)	2014	2015	2016	2017	2018	2019
2301 Research Blvd	Subscription	-	3,424	38,962	95,425	160,600	231,081
Rockville, MD 20850	Revenue \$	-	97	1,652	4,219	7,513	11,016
USA	Expenditure \$	15	347	1,691	3,149	4,665	6,205
	Profit (Loss) \$	(15)	(250)	(39)	1,070	2,848	4,811

* In Thousands (000) in USD

Management:

Jay Chapel, CEO
Dale Wickizer, CTO

Industry: Cloud / SaaS

Number of Employees: 4

Bank: Silicon Valley Bank

Auditor: BDO

Law Firm: Cooley LLP

Amount of Financing Sought: \$2.0

Current Investors: Angel (\$0.6MM)

Use of Funds: Scale business →
Marketing, Sales and Platform

Business Description: Nest for the Cloud.

ParkMyCloud is a SaaS technology company focused on significantly reducing the cost of using cloud computing services, from providers such as Amazon Web Services (AWS) AWS and Azure. It was founded on the back of two core principles: 1) that cloud technology should be used like other utilities – e.g. you turn it on when you need it and turn it off when you do not; and 2) saving money in the cloud should be no more complex than spending money in the cloud.

Company Background: ParkMyCloud was founded July 2015 as spin off of Ostrato Inc., a Cloud Management technology provider.

Management: Jay Chapel, Founder & CEO ParkMyCloud. Previously Founded Ostrato; IBM; Micromuse; Sales / Sales Operations background. Dale Wickizer, Founder & CTO ParkMyCloud. Previously, CTO Ostrato; CTO NetApp; Accenture.

Products/Services: ParkMyCloud is a cost-effective, lightweight platform that reduces cloud computing spending by 20% or more, in just 15 minutes. This new app allows AWS users to pay only for the computing resources they're actually using by scheduling on/off times (also known as "parking") for their idle cloud

computing services. ParkMyCloud is SaaS-based, so there's nothing to download and no installation required. Customers are up and running in just three simple steps. ParkMyCloud allows users to consume cloud computing as the utility it was meant to be – think "Nest" (smart, connected home thermostat) for cloud computing.

Technologies/Special Know-how: As a leading industry analyst pointed out, we have essentially created a new "state" in AWS that does not require any scripting or coding – "parked". We've created an extremely simple user interface on top of our orchestration and analytics engine to provide a clean, quick and automated way for cloud users to identify and apply parking schedules to turn off idle compute instances—thereby instantly reducing their IT spend. This is a first-of-its-kind solution, and builds on the global trend of single purpose, easy-to-buy and simple-to-use applications like Box, Slack and Evernote.

Market: Enterprises using AWS cloud services to develop, build, test and run their business-critical applications. In October 2015, AWS stated that they now have over one million users, and for FY ending in 2015, AWS forecasts \$7.5B in cloud revenue, 69% of which is from their Elastic Compute Cloud (EC2) business. This means that companies will spend approximately \$5B in 2015 leveraging AWS EC2 for their computing power. About 52% of this compute spend is spent on-production systems like development, testing, QA, and staging. So more than \$2.5 billion or more in annual IT spend is on non-production systems, and therefore eligible to be turned off ("parked") when not being used. And then you can add in Microsoft Azure and Google Compute.

Distribution Channels: ParkMyCloud is a B2B SaaS solution that businesses purchase directly from our website. We leverage online marketing campaigns including PPC, social media, blogging, email, and content distribution, as well as an inside sales team to generate leads and drive opportunities into the funnel. In addition, we are in discussions with cloud consulting companies and Managed Service Providers (MSPs) on OEM models to enable us to add further sales channels.

Competition: Our primary competition is 'in house' scripting or cron jobs, given there is not a ParkMyCloud equivalent it's very much a white space sale. In addition, there are a couple 'scripts on steroids' vendors like Botmetric and Skeddly. And some cloud management platforms (CMP's) include scheduling as part of their offering, but this would be just one of many features which makes it expensive and complicated.

ParkMyCloud brings a unique, disruptive approach to an emerging and complicated cloud management market. ParkMyCloud is laser-focused on automating instance scheduling for actionable cost control. This simple, focused approach differentiates it from other Cloud Management vendors.

Financial Projections: (unaudited, dollars in thousands)

	2015	2016	2017	2018	2019
Revenue:	\$10K	\$770K	\$5.4MM	\$19.2MM	\$35MM

THE COMPANY SkillSmart is an early-stage technology company with a SaaS solution to provide employers and communities with a skilled workforce.

THE PROBLEM The skills gap dramatically impacts the ability of virtually every employer to efficiently identify, hire and retain a quality workforce. This is seen daily in every geographic region and industry sector. Some examples include more than 20,000 unfilled cybersecurity jobs in the Mid-Atlantic region and 18,000 unfilled manufacturing positions in New England.¹ Individual companies like Perham Egg (Ft. Recovery, OH) or CRRC (Springfield, MA) unable to fill 50-200 manufacturing jobs with \$60,000 salaries in economically depressed communities. Companies cannot maximize revenue, individuals cannot obtain good jobs and communities forego millions in economic benefits. Moreover, 89% of employers don't believe that college graduates have the skills needed to be successful in their companies,² which is also consistent with hiring for positions not requiring a college degree. Simply put job seekers don't have the necessary skills to help companies grow, and can't identify which skills are necessary.

OUR PRODUCT SkillSmart is a web-based SaaS platform that uses an employer validated skills index to link employer job openings and skills to job seeker profiles and education resources. It provides skills-indexed job seeker profiles; skills-indexed education and training resources and data aggregation and analytics.

HOW IT WORKS SkillSmart's online platform provides employers the tools to easily identify the specific skills they need for their specific job postings. This unique employer-validated skills index then provides a common language on the platform between employers, job seekers and educators to align qualifications and training. Job seekers can quickly build an individual profile identifying and validating their skills, which SkillSmart algorithmically matches to the employers' requirements to identify qualified candidates and those candidates who need more skills development. Using SkillSmart data analytics, educators can readily assess if the skills they provide in their courses match what students need to be successful in the workplace.

VALUE PROPOSITION Current human capital tools provide either refined search tools or training options resulting in employers receiving an average of 85 applications to review per job posting, but not a pool of applicants with the requisite skills for their vacant positions or an objective measure to evaluate them. By using the skills that individual employers identify, SkillSmart uniquely combines both searching and training. SkillSmart provides the tools and ability to readily assess if a candidate has the specific skills necessary for each open position. This increases clarity within the hiring organization about what skills are needed, eliminates the need to review countless unqualified applicants, and gives prospective job seekers a clear idea of what is needed for each position. The platform provides job seekers with personal, skills-based information about education/training activities and pathways to acquire needed skills, which reduces time and expense of developing the current and future workforce pipeline for the employer.

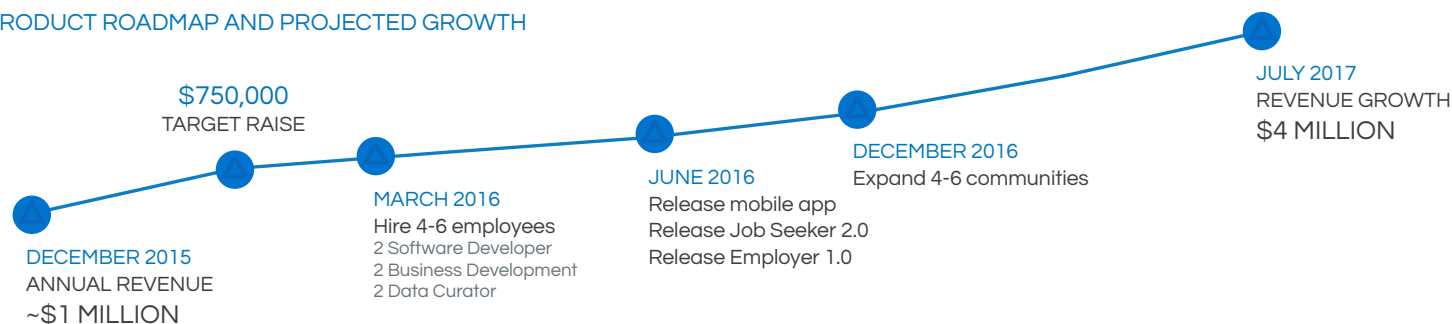
U.S. ADDRESSABLE MARKET The human capital management market was \$10.96 billion in 2014 and projected to grow to \$17.49 billion in 2019 – a CAGR of 9.8% over this period.³

REVENUE MODEL Fee for each individual job posted on SkillSmart portal, an enterprise subscription model for high-volume hiring, and an annual subscription for small employer hiring platform. Lead generation fee from education / training organizations.

TRACTION Multi-year subscription for enterprise platform with MGM Resorts National Harbor and MGM Resorts Springfield to fill more than 6,000 job openings between 2016 and 2018. Industry specific projects in cybersecurity, manufacturing, and health care. Over 3,000 job seekers using the platform with 100+ jobs and 200+ industry-validated skills identified across multiple industries.

TEAM Mike Knapp, CEO; Jason Green, SVP & GC; Bob Sholtes, Chief Software Architect; John Dillow, Senior Product Manager; Kyle Friis, Research Director; Sofia Castro, Operations and Research Associate.

PRODUCT ROADMAP AND PROJECTED GROWTH



Founded: 2012**Industry:** Mobile Healthcare**Product:** A cloud based software and delivery platform that securely connects patients and healthcare providers.**Stage of development:**

Product market release in April 2015

Market: U.S. healthcare ~\$2.8 trillion (17.7% GDP).**Industry:** Mobile healthcare which is expected to grow from \$6B in 2013 to \$59B by 2020**Advisor/Board Background****Dr. Andre Tse, MD,**
Cardiologist**Andrew Weniger,**
Accountable Care
Organization executive**Dr. Kathy Held,** Harvard
Medical School Professor**Dr. Bob Ciskowski,**
IBM Innovation Center**Dick Domann,** former VP
GlaxoSmithKline executive**COL Dan W. Bolton III, MD,**
MC US Army (RET), ESQ**Justin Miller,** CEO, Wedpics
mobile app.**Dr. Art Polin MD,** Medical
Director**Location:**1000 Center Green Way,
Suite260
Cary, NC 27513**Company URL:**www.smartlinkmobile.com**Overview:**

As the cost of healthcare in the U.S. continues to climb, commercial and government payers are now compensating physicians based on the total medical cost for the group of patients under their care. New payment models now compensate providers through shared-savings arrangements for the group of patients under their care. Patients are being moved to insurance plans that require higher out-of-pocket costs for medication, clinic and hospital visits. In order for both parties to succeed under this new environment, they need an effective method to securely access each other in between clinic and pharmacy visits, particularly for patients who have chronic diseases.

To leverage this transformation, Smartlink Mobile developed a, SaaS based clinic enterprise software combined with a simple patient mobile app that enables physicians and patients to collaborate non-face-to-face, creating a new mechanism reducing healthcare expenses via early detection and intervention.

Solutions:

Through our Pocket Healthnet application, we offer solutions in three stages:

Chronic Care Management: Medicare initiative to manage chronic patients. (Current focus)**Pharmacy Collaboration:** Enabling pharmacist to manage patient medications on behalf of physicians**Patient Payment:** Virtual payment to facilitate the \$420B a year patient responsibility.**Market Opportunities:**

To expedite the transition to the new payment model physicians now are eligible to receive ~\$500 per Medicare patient per year for the management of 35 million chronic patients for non-face-to-face communication. This represents a potential of over \$100,000 extra income per physician annually, and a \$2B annual market potential for Smartlink Mobile.

In addition, a future expansion of our Pocket Healthnet application into the pharmacy sector with medication management provides Smartlink with a \$3B annual market opportunity.

Traction:

Signed a contract with one of the largest hospital system by patient count, consisting of 24 hospitals and 1,800 Primary Care providers, for the Medicare Chronic Care Management (CCM) program.

Signed a contract with a health system with 3,100 physicians (over 500 primary care physicians) for CCM. Developing a prototype for the physician-pharmacy-patient alliance with a national retail pharmacy.

Established a strategic channel and service partnership with an organization conducting chronic care management services for over 17 years for the state of North Carolina.

Executed a LOI with one of the nation's top bank for virtual patient payment.

Revenue Model:

\$150 per provider per month for the platform fee, plus \$5 per patient per month fee for the CCM module.

Management Team:

Our senior leadership team is comprised of serial entrepreneurs with over 120 cumulative years of professional experience, 90 years of healthcare industry experience as well as advanced industry experience in EMR, Software, Medical device and IT consulting. In addition to our sales, marketing, business and IT development experience.

Siu Tong, CEO/Co-Founder: Serial Entrepreneur; 2013 Wall Street Journal Startup of the Year top 10 companies. 1998 Ernst & Young Entrepreneur of the Year; GE Global Research; Ph.D. MIT.

Alex Tse, M.D. CMO/Co-Founder: Pediatrician. Fellowship at the New Jersey College of Medicine and Children's Hospital, Boston, MA.

William Simpson, Managing Director: Co-founder of an integrated healthcare payment company that developed the first of its kind fiscal intermediary payment compliance tool.

Roger Allison, VP Sales: Head of sales for various startups. Director of Marketing, Motorola Healthcare; Founder/CEO of a healthcare IT analyst firm.

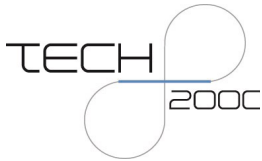
Chris Lynch, Managing Director: Sr. Regional Sales Manager, Boston Scientific Inc., with over eighteen years of implantable medical device experience. Global Executive MBA, Duke University.

Ginny Mahaney, VP Marketing: over 20 years of experience in sales and marketing, Director of Marketing at Allscripts and VP of Marketing at various startup's. MBA, Duke University.

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TECH 2000, INC @tech2000inc

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 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.



APPNETIC @appneticmobile

appnetic is SaaS-based mobile sales enablement platform which helps our customers sell more by allowing their sales people to access the right content at the right time.

Eazy to use, with a clean UI and UX, appnetic is the mobile sales enablement tool of choice for organizations 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. Our customers include HP, Cisco and other major brands.



BILL SMITH, VICE PRESIDENT PRODUCT & GROWTH @wilsmith2

Bill is the Vice President, Product & Growth for appnetic, a SaaS mobile app platform for sales enablement, where he is responsible for product development, product engineering,

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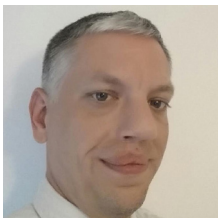
quality assurance, training, account management, sales and marketing.

Prior to Appnetic, Bill was a partner in Exhilarator, a DC-based technology seed fund that invests in mobile and Internet startups. Bill has experience building companies from inception to over \$30m in revenue. Bill has also worked in business development and finance with global brands like The Walt Disney Company and J.P. Morgan Chase. Bill received a BA from the University of Virginia and an MBA from UCLA.



LORE SYSTEMS, INC @loresystems

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."



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY

Andrew (Drew) Zaleski is Vice President and Director of Information Technology at Lore Systems, Inc. an IT professional services company which provides enterprise network engineering, virtualCIO, managed hosting, and cloud services. At Lore, Drew has oversight of the Company's engineering operations and sales engineering functions, and built the Company's vCIO (virtual Chief Information Officer) practice.

Drew has over 15+ years of experience in design, installation, configuration, administration and troubleshooting of LAN/WAN infrastructure and security, leveraging a multitude of technologies to produce solutions. He holds ITIL, Microsoft and other professional certifications.

Prior to joining Lore, he held a variety of operational, management and leadership positions with DIsperive Solutions, Inc. and Dataprise, Inc. He also worked as Director of Information Technology for Petroleum Marketing Group, Senior Consultant for Database and LAN Solutions, and Director of Operations and Information Technology for Christian Relief Services Charities.



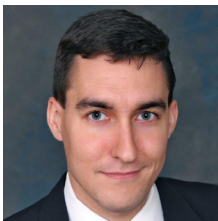
Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @wilsonsini

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,

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as well as the venture firms, private equity firms, and investment banks that finance and advise them.



MICHAEL LABRIOLA, PARTNER

Michael Labriola is a partner 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.

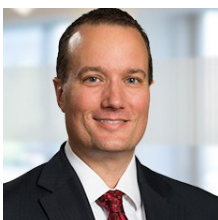
Michael's practice focuses on corporate and securities law, including general corporate representation, IPOs, VC financings, and M&A. He has assisted clients with matters ranging from formation and early-stage venture financing to IPOs on U.S. and foreign exchanges. He also has considerable experience 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's assurance and business advisory division. While at Arthur Andersen and EY, Michael audited public, private, and not-for-profit entities in several sectors. Michael is a CPA in Virginia.



BDO @bdoaccountant

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 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 is the Technology Audit Practice leader for BDO's Tysons, Virginia office. Mark focuses on working with early and growth-stage venture-backed technology companies and government contractors. Mark's clients range from early stage startups to well-established middle-market enterprises with domestic and international operations. His 22 years of experience in both public accounting and in private industry allows him to provide practical insight into his clients' accounting issues.

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RSM US LLP

RSM is a leading provider of assurance, tax and consulting services focused on the middle market. We guide our clients through complex business challenges by understanding their needs and bringing together the right team to address them. With nearly 8,000 professionals and associates in 80 cities nationwide and access to more than 32,000 people in 110 countries through our membership in RSM International, we can meet your needs wherever in the world you do business.



CHARLES G. CARR, CPA, ASSURANCE PARTNER

Chuck is the Assurance leader of the Washington Metro Offices, Technology and Life Sciences practice. This practice covers companies representing the technology services, software, SAAS, telecommunications, media, biotech, pharmaceutical, and medical device sectors. Many of these companies are backed by private equity and venture capital. Chuck has over 30 years of public accounting experience. Prior to joining McGladrey, he previously served as the Greater Washington Emerging Growth Company practice leader for Deloitte.

Chuck has a strong working knowledge of the many issues public and private companies face, including accounting, reporting, and corporate governance. As a result of his experience, Chuck is familiar with technological changes, venture capital equity/debt accounting issues, accounting for acquisitions, SEC preparation and reporting, IPO readiness, global expansion issues, as well as working with complex stock-based compensation and revenue recognition issues. Chuck has worked with multiple companies as they moved through their IPO process and has worked with many other companies through their successful sale to either financial or strategic buyers. Chuck is passionate about working with high growth companies while guiding them through their ever changing life cycle.



MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT @montgomerycomd

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 Business Innovation Network, Agriculture Reserve, Small Business Mentorship and Small Business Empowerment programs, Workforce Services and Strategic Financing programs, we assist businesses at all stages of growth. To learn more, contact us at 240-777-2000, e-mail us at ded.info@montgomerycountymd.gov or visit www.ChooseMontgomeryMD.com.

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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-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.



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, SENIOR REGIONAL DIRECTOR

Paul Gleger is managing all campuses east of the Rockies. 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 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.

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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.



FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

@fairfaxcounty

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.

Dr. Gordon has also worked for Arlington County, Virginia, and the U.S. Department of Labor. He 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.

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).

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



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

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35 person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to: Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals.

Pete has served on the Board of Directors for a number of 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.

He has an MBA in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America. He is a member of the AICPA, Maryland Association of CPAs, Virginia Society of CPAs, and the Greater Washington Society of CPAs.



IES

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted conduit to the best sales services, products, and content in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet, such as Neil Rackham, Challenger Sale author Matt Dixon, and The Referral Coach Bill Cates. The workshops are held at the USA Today Building.

The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event will be on June 11, 2015, recognizing companies that have exhibited greatness in sales or BD such as CoStar, Wedding Wire, Cvent, Carahsoft, Brocade, Ellucian, Deltek, and Red Hat. This year's Lifetime Achievement Award winner is NetApp Sales leader Mark Weber. Our website is i4esbd.org

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FRED DIAMOND, FOUNDER

Fred Diamond gets engaged by tech and professional services CEOs around the world because they need to increase sales, generate more revenue, bring new products to market, or grow into new markets. They realize that a more effective way to go-to-market will help accelerate sales.

With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred is the outsourced marketer of choice for technology and professional service CEOs looking to get their vision into the marketplace and sales leaders who know that their companies can go-to-market better. His approach to marketing has especially been well received by international companies looking to enter US markets.

As the CEO of DIAMOND Strategic Marketing and the Institute for Excellence in Sales, he helps companies grow business in the right vertical markets, such as public sector markets, by designing, developing, implementing, and managing sound, smart, and strategic marketing efforts that accelerate business development.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @hoyapreneur

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.

Our mission is to create a culture of entrepreneurship throughout the Georgetown University community insuring that all members have the opportunity to explore and experience what it means to behave like an entrepreneur.

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. He 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. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship.

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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.

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. Reid earned a B.S. in business administration from Appalachian State University and an MBA from UNC Chapel Hill.



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

@umd_dingman

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



ELANA FINE, MANAGING DIRECTOR @elanafine

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, business competitions, and technology commercialization efforts. 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, an investment bank where she advised on a variety of technology transactions ranging between \$5 million and \$100 million. Elana also served as Revolution’s CFO from 2003-2006. From 1997-2000, she 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.

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SMARTCEO @smartceo

SmartCEO is the largest platform for regional events and content, serving an exclusive community of growth-minded CEOs and business leaders. Our mission is to educate and inspire visionary leaders at our high-energy entrepreneurial events and with access to valuable online, video and print resources. Currently operating in the Mid-Atlantic region with offices in Philadelphia, New York, Baltimore and Washington, DC.



HEATHER LOUISE FINCH, MARKET DIRECTOR @finch_lou

Heather Louise Finch is the Market Director for SmartCEO in the Greater Washington, DC region, where she works with C-level executives to help them grow their companies through involvement with the SmartCEO community. She is responsible for SmartCEO's overall business development and marketing activities in the DC market.

Prior to joining SmartCEO, Heather Louise worked in Raleigh, NC at T.A. Cook, an international management consulting company for asset and operations management. Prior to T.A. Cook, she worked in the North Carolina Governor's Office of Bev Perdue.

Heather Louise is a graduate of Peace College, where she received her B.A. in Communication with a minor in Spanish. She studied in exchange programs in Qatar, Spain, Morocco and Japan. She received the Public Leadership Education Network (PLEN) Scholarship and is involved with a variety of nonprofits in the DC Community, such as the Junior League of Washington, Bright Beginnings, Inc.; the March of Dimes; and UNA-NCA.



BRIGHTLINE STRATEGIES

Brightline Strategies is a business strategy and brand management consultancy. We're a strategic ally for the c-suite that count on us to apply the right combination of insights, ideas and inspiration to deliver better paths to growth. Simply put, we help you excel.

We accomplish this by focusing our considerable energies and talents on creating – and sustaining – differentiation and relevance of our clients' businesses and brands. Our methodology merges the science and discipline of political communication with target audience research, business strategy, customer experience design, and performance improvement practices. It's where – and how – inspiration meets bottom-line impact. To learn more, visit www.brightlinestrategies.com



MICHAEL BRODER, PRESIDENT & CEO

Michael Broder serves as president and chief executive officer of Brightline Strategies. Prior to forming the company in January 1999, Mr. Broder served as campaign strategist and media consultant to several gubernatorial, senatorial and congressional candidates throughout the

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northeast region during the 1994, 1996 and 1998 election cycles. He also served in the Office of Political Affairs in the first Bush Administration.

Mr. Broder's work has received numerous awards including: Pollie, Telly, ADDY, AMR Gold Medals, and the International Television and Video Association Award of Excellence. He has lectured at the George Washington University's undergraduate School of Political Communications and the Graduate School of Political Management. Mr. Broder holds a B.A. in Political Communications from The George Washington University, a M.A. in Campaign Management from the Graduate School of Political Management at The George Washington University, and a J.D. from The Catholic University of America, Columbus School of Law.



3RD ANNUAL WHARTON DC INNOVATION SUMMIT

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.

Join us in DC for two days April 26-27, 2016, for our 3rd Annual Innovation Summit: Meet fellow entrepreneurs, funders, mentors, leading Wharton, and Penn professors. In workshops, startup veterans will guide you thru market-tested planning and execution steps, boosting your "success quotient" as you push your idea ahead. Learn more at <http://www.whartondc.com/>



ALI QURESHI, VICE PRESIDENT @aliq21

Ali Qureshi serves as VP 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 VP 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. He was Chief Technology Officer for RF Telematics, which delivers the MedLogiq data management platform for the healthcare market. Previously, Ali served as the Chief Operating Officer for MedRed LLC which develops medical records and clinical decision support systems.

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.

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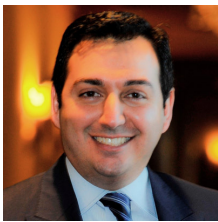


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HAFEZICAPITAL INTERNATIONAL CONSULTING @hafezicapital

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 @bhafezi

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.

Babak obtained a Bachelor's degree in International Relations with a focus on Middle Eastern Studies and a M.A. in International Peace & Conflict Resolution and an MBA from The American University. Babak 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.

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SPEAKERS			
First Name	Last Name	Title	Company
John	Kealey	CEO	Decision Lens
Tien	Wong	CEO	Tech 2000 and appnetic
Jonathan	Aberman	Managing Director	Amplifier Venture Partners and Tandem NSI
John	Holaday	Chairman	ExoCyte
Michael	Pratt	Managing Partner	Select Venture Partners LLC
John	Tullis	Managing Director	Tullis Health Investors
Nate	Yohannes	Senior Advisor to the Associate Administrator	Office of Investment & Innovation, U.S. Small
PRESENTERS			
First Name	Last Name	Title	Company
20/20 GeneSystems, Inc.			
Jonathan	Cohen	Chairman & CEO	20/20 GeneSystems, Inc.
Philippe	Rousseau	Advisor	20/20 GeneSystems, Inc.
Richard	Greene	Advisor	20/20 GeneSystems, Inc.
Blue Ridge Networks			
John	Higginbotham	Chairman & CEO	Blue Ridge Networks
Mike	Fumai	President & COO	Blue Ridge Networks
Steve	Robling	CFO	Blue Ridge Networks
ICG Solutions			
David	Waldrop	President & CEO	ICG Solutions
Lou	Brown	Chairman	ICG Solutions
Chuck	Teubner	Advisor	ICG Solutions
Ron	Kolson	CFO	ICG Solutions
Louis	Lyons	Advisor	ICG Solutions
Lumious			
George	Churchwell	Co-Founder & President	Tech 2000
Lyterati			
Tarun	Sen	Chief Operating Officer	Entigence Corporation
Rumy	Sen	President & CEO	Entigence Corporation
Matthew	Serrone	Marketing and Sales Associate	Entigence Corporation
OneWindow Workplace			
Daniel	Cohen-Dumani	Founder & CEO	OneWindow Workplace
Jenny	Lynch	Director Marketing	OneWindow Workplace
Val	Orekhov	CTO	OneWindow Workplace
ParkMyCloud			
Jay	Chapel	CEO & Co-Founder	ParkMyCloud
Andy	Richman	Advisor	ParkMyCloud
SkillSmart			
Michael	Knapp	CEO & Co-Founder	SkillSmart
Jason	Green	SVP and Co-Founder	SkillSmart
Dave	Jefferson	Advisor	SkillSmart
Smartlink Mobile Systems			
Dr. Siu	Tong	CEO	Smartlink Mobile Systems
William	Simpson	SVP Business Development	Smartlink Mobile Systems
Chris	Lynch	SVP Strategic Partnerships	Smartlink Mobile Systems
PARTNERS			
First Name	Last Name	Title	Company
3rd Annual Wharton DC Innovation Summit			
Alan	Schlaifer	Chairman	3rd Annual Wharton DC Innovation Summit
Ali	Qureshi	Co-Chair, Healthcare & Biotech	3rd Annual Wharton DC Innovation Summit
BDO USA, LLP			
Mark	Andersen	Partner	BDO USA, LLP
Andy	MacLean	BDS Director	BDO USA, LLP
Matt	Starkey	Assurance Manager	BDO USA, LLP
Rebecca	Vigen	Manager - Tax Services	BDO USA, LLP
Brightline Strategies			
Michael	Broder	President & CEO	Brightline Strategies

PARTNERS			
First Name	Last Name	Title	Company
Fairfax County Economic Development Authority			
Debra	Claire	Business Development Manager	Fairfax County Economic Development Authority
Alex	Thalaker	National Marketing Coordinator	Fairfax County Economic Development Authority
Georgetown University Entrepreneurship Initiative			
Kevin	Barrow	Associate	Georgetown University
HafeziCapital International Consulting			
Babak	Hafezi	CEO	HafeziCapital International Consulting
Institute for Excellence in Sales (IES)			
Fred	Diamond	Founder	Institute for Excellence in Sales (IES)
Lou Anne	Brossman	Virtual Marketing	Institute for Excellence in Sales (IES)
Montgomery County Department of Economic Development			
Bernadette	Goovaerts	Director, IT and Cyber Security	Montgomery County Dept. of Economic
Ethan	Byler	Deputy Director of BioInnovation Health	Montgomery County Dept. of Economic
RSM US LLP			
Charles	Carr	Assurance Partner	RSM US LLP
Dyann	Barnes	Senior Manager	RSM US LLP
Ryan and Wetmore			
Pete	Ryan	Partner	Ryan and Wetmore
Tessa	Lucero-Bennett	Associate	Ryan and Wetmore
Kelly	Standiford	Marketing Coordinator	Ryan and Wetmore
SmartCEO			
Heather Louise	Finch	Market Director	SmartCEO
Meghan	Barry	Account Executive	SmartCEO
Amanda	Ducey	Account Executive	SmartCEO
Wilson Sonsini Goodrich & Rosati			
Mike	Labriola	Partner	Wilson Sonsini Goodrich & Rosati
Mark	Holloway	Associate	Wilson Sonsini Goodrich & Rosati
ATTENDEES			
First Name	Last Name	Title	Company
Steve	Abramowitz	Chief Executive	CEO Boardroom
Fatima	Ahmad	Counsel	AZI Consulting, Inc.
Edward	Alexander	Chief Legal Officer	C2C SmartCompliance
Ahmed	Ali	Founder	TISTA Science and Technology Corporation
Shubber	Ali	Co-CEO & Founder	CentriQ
Eric	Allen	President	Admit.me
Roger	Allenbaugh	Managing Partner	North Harbor Capital, LLC
David	Anderson	President	Hitch
Mitch	Arnowitz	Managing Director	Tuvel Communications LLC
Ethan	Assal	Managing Partner	CYwP Fund
Michael	Austin	Founder	Business & Technology Solutions
David	Bain	President	TM Technologies
Maurice	Bakley	President	FierceMarkets
Trish	Barber	Founder	3 Ways Digital
Starr	Barbour	Founder & CEO	STILLGOING
Henry	Barratt	Managing Director	Blue Water Capital, LLC
Kevin Gordon	Barrow	Founder	MARK Labs LLC
Stephen	Beaudet	President & CEO	Plurality Solutions
Richard	Becker	Partner	Hogan Lovells
PJ	Bellomo	Partner	Black Mercury
Vincent	BenAvram	CEO	office(ish)
Sylvanus	Bent	President	Asset Insights
Gordon	Bernhardt	CEO	Bernhardt Wealth Management
Louis	Bevilacqua	President & General Counsel	Digital Offering
Pammi	Bhullar	Program Director	Center for Social Value Creation, R.H. Smith School
Peter	Black	Finance Manager	ePlus Group, inc.
Randy	Blake	Principal	Duncaster Investments
Yuri	Bogdanov	CEO	ClubSportal LLC
Gore	Bolton	CEO	Piranha TANK
Mark	Bolyard	Insides Sales Manager	Tech 2000
Brock	Boyd	Founder & President	CMI
Steve	Britt	Partner	Berenzweig Leonard LLP
Kathy	Broe	Director, Compliance	Lore Systems

ATTENDEES			
First Name	Last Name	Title	Company
Michelle	Brown	CEO & Founder	CommonLit
Craig	Buerstatte	Office of Innovation & Entrepreneurship	U.S. Dept of Commerce Economic Development Ad
Natalie	Burford-Young	Business Development Executive	Deloitte
Michael	Burke	Director	WiredScore
Sue	Butler	CEO	CXO Resources, Inc.
Lyles	Carr	Senior Vice President	The McCormick Group
John	Casey	Managing Director	Venture Mentors
Alex	Castelli	Partner	CohnReznick LLP
Barb	Chan	Founder & CEO	KooLooks
Tom	Chebib	CEO	W.E.C.G
Antonia	Chen	Financial Analyst	Tech 2000
Chida	Chidambaram	Managing Partner	Blitzar Ventures
Christine	Churchwell	Marketing Director	Tech 2000
Jeanne	Churchwell	Co-Founder & VP of Operations	Tech 2000
Dan	Coffing	President	Syntegrity Networks, Inc.
Bob	Cohen	Director/ Principal	Glass Jacobson Financial Group
Matthew	Colbert	CEO	Spend Consciously
Bill	Collins	Chairman & CEO	The Collins Companies
Jason	Collins	Partner	Daisy & Collins, LLP
Roger	Conley	CEO	Brendan Ventures, LLC
S. Lynn	Cooper	Founder	Socially Ahead
Albert	Costilo	VP Business Development	Sales Force Europe
Jessica	Crytzer	Vice President	Cresa
Kevin	Cunningham	Principal	LNC Partners
Dean	Daisy	Partner	Daisy & Collins, LLP
Thomas	Dann	Managing Dirrctor	CastleHaven Capital
John	Daus	President	DigiFutures
Randy	Davis	CEO	DynAgility
Mary Rose	de Valladares	Principal	MRS Enterprises
John	Deosaran	Chief Operating Officer	GAMESCAPE
Taylor	Devine	Founder & Managing Partner	The CDI Group
Rich	DiPippo	Partner	Meltzer Group
Sarah	Djamshidi	Executive Director, Business Liquidity & Succession	VWG - HighTower
Doug	Donegan	Vice President	Freedom Info Sys
Ollen	Douglass	CFO	The Motley Fool
Mike	Egerer	CFO	Berrett & Associater, Inc.
Ebong	Eka	CPA	Levyti Consulting, Inc.
Jeffrey	Englander	Senior Vice President Business Development	CyberTimez
Sandrine	Ennis	CEO	Sherpa
John	Fanguy	COO	Engagiant
Faraaz	Farooq	COO	MARK Labs LLC
Fred	Farshey	President	Stanley Martin Commercial, Inc.
Dwight	Fischer	Principal	Metronet Broadband Services
Matthew	Fischer	Founder	Control A+
Myra	Fitzwater	Director of Business Development	Launch Workplaces
William	Flanagan	CEO	Audienti
Ric	Fleisher	Co-Founder & EVP Corporate Development	Urgent.ly
Brian	Frankel	CEO	Arune Labs
Howard	Freidman	COO	J.E.T.S.
Alan	Friedman	Sr. Business Advisor, LightFactor	Clutch Authentication Systems LLC
Amelia	Friedman	COO	Hatch
Robert	Gahagan	CEO & President	CCSI-Corpoorate Consulting Services, Inc.
Ciera	Gallub	Operations Unicorn	Pelonkey
Nicole	Gallub	Founder of all Glitter & Happiness	Pelonkey
J.S.	Gamble	Managing Principal	Blu Venture Investors, LLC
Cindy	Gao		Georgetown University
Seth	Garfield	Attorney at Law/Partner	Daisy & Collins, LLP
Frank	Gelbart	CEO	Appfluent
Glenn	Giles	President & CEO	Privia
Charles	Gillig	Founder & CEO	RemitRight
Tom	Godin	COO	Gorove/Slade Associates, Inc.
Kate	Goodall	COO, S&R Foundation	Halcyon Incubator
Carl	Grant	EVP, Business Development	Cooley LLP
Lawrence	Greenberg	SVP & Chief Legal Officer	The Motley Fool Holdings, Inc.
Aaron	Gregg	Reporter	Washington Post
Susan	Groter	Senior Business Performance Advisor	Insperity
Oleg	Gudym	Director, Business Development	Lore Systems
Glen	Gulyas	President & COO	CauseNetwork
Jeffrey	Guzy	Managing Partner	Grace McLain Capital LLC

ATTENDEES			
First Name	Last Name	Title	Company
G. Robert	Hagerty	Associate	Farragut Capital Partners
Jack	Hangen	Founding Member	Blu Venture Investors
Sara	Haq	Principal	SH International
Jim	Hatch	Founder	The WorkForce Channel
Deepak	Hathiramani	Manager	Hathi Partners LLC
Jennifer	Hecht	VP of Business Development	BenComm
Daniel	Heimlich	Chief Marketing Officer	Heimlich Group
Hormoz	Hekmat	Partner	2-Markets Inc.
Doug	Humphrey	CEO	Joss Heavy Industries
Bernadette	Hyland	CEO	GeoHealth.us
Belen	Ishizak	CEO	Let's Clean Team
Jana	Jackson	Founder & Executive Consultant	TRI Resources, LLC
Nelson	Jacobsen	CEO	Altavoz Entmt
Param	Jaggi	CEO	Hatch
John	Jenkins	President	J.E.T.S.
Alex	Johnson	President	InState Partners
Braun	Jones	Managing Director	Stonehaven Capital, LLC
Mariama	Kabia	Founder	Memunatu
Julie	Kantor	President & CEO	Twomentor, LLC
JD	Kathuria	CEO	Washington Executive
Afrika Bell	Kathuria	CEO	ABK Creative Solutions
Rebekah	Kelley	Creator & Founder	SKINFOOD
Matt	Kelty	Managing Partner	LNC Partners
Laura	Kennington	Partner	OTJ Architects
Tim	Keough	Founder	WythMe
Joe	Kessler	Managing Partner	Next-Stage Development Group
Kirk	Kincer	Assurance Manager	RSM US LLP
Rebecca	Klemm	Founder/CEO	NumbersAlive!
Rich	Kochman	President	Adaptive Consulting
Tom	Kohn	Executive in Residence	American University/Kogod
Prashant	Kothari	CEO & Founder	String Information Services
Nick	Kovacic	Partner	The Nicholas Companies LLC
Sumi	Krishnan	Founder	K4 Solutions
Steve	Kubisen	President & Founder	InnoComm
Tom	Labrecque	Managing Partner	NextSteps Capital
Connor	Lawless	Client Success Director	Aspire
David	Lebow	CEO	HyLighter, LLC
Jeannette	Lee	CEO	MoboTour.com
Nathan	Lee	Co-Founder	Medssenger
Tim	Lee	Managing Director	Empower Investments
Valdis	Lenss	Principal	TDF Ventures
Julie	Lenzer	Director, Office of Innovation & Entrepreneurship	U.S. Dept of Commerce Economic Development Ad
Marissa	Levin	CEO	Successful Culture
Martin	Levine	Founder & CEO	Whyttle
Mark	Lewandowski	Advisory Board	Ultrata
Mark	Leybengrub	Chief Strategy Officer	Hungry Harvest
Yuanxi	Li	Freelance Journalist	Bloomberg Businessweek China
Brandan	Lickey	Account Coordinator	SpeakerBox Communications
Bob	London	President	London, Ink
Jim	Long	Managing Director	VentureCross Partners
Dennis	Lukey	Vice President	Qivliq Federal Group
Brandon	Luong	CEO & Founder	Guanxi Innovations
Evan	Lutz	CEO & Co-Founder	Hungry Harvest
Chad	MacDonald	CEO	Connected Services
Zachary	MacDonald	Business Development Associate	Connected Services
Sean	Mallon	Senior Investment Director	CIT GAP Funds
Janice	Mandel	Advisor	Routeam
John	Marsh	CEO	Chrysalis Micro Design
June	Marshall	Founder	Repperio
James	McAndrews	EVP	Brightline Strategies
Sean	McDonald	CEO	FrontlineSMS
Sally	McHugh	Account Coordinator	SpeakerBox Communications
Michael	McShea	Technical Advisor	ICmed
Richard	Meccarielli	CEO	Microlog Corp
Art	Medici	Partner	Newport Board Group
Ben	Meiowitz	Innovation Strategist	Morningstar
Christopher	Miller	Founder, CTO and COO	Legal Decoder, Inc.
David	Miller	CEO	Hitch

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First Name	Last Name	Title	Company
Neile	Miller	Founder and CEO	Ultra High Materials, LLC
Robert	Miller	President	Eventr.io
Terry	Moraska	CEO	Warrior Communications
Orest	Mryszuk	Founder	Samplit, Inc and Expertaste Marketing
Dale	Murphy	Professor	Georgetown University
Steven	Myers	President & CEO	eMedical Passport
Suren	Nathan	Chief Technology Officer	Synchronoss
Bob	Nelson	President	Nelson & Company
Kate	Nesbitt	Senior Account Supervisor	SpeakerBox Communications
Kim	Nguyen	Managing Partner	Blu Venture Investors
Jennifer	O'Daniel	Investment Director	CIT GAP Funds
Keith	O'Donnell	CEO	The Clover Group
Brian	O'Neill	CFO	DeepMile Networks, LLC
Paul	Opalack	Managing Director	Noblestar Capital, LLC
Scott	Ormiston	Founder/CTO	WECG
Michael	Orso	Manager	ReThink Ventures
Kristi	Otto	Founder	vClick3d
Sam	Owen	CEO	Otolith Sound
Jennifer	Owens	CFO and COO	FastCase
Jeff	Palk	CFO	ClubSportal LLC
Doug	Palley	Partner	Trilogy Investments
Anu	Passi-Rauste	Founder	LearnBrand / Omaksu
Vanessa	Patten	Vice President of Sales	Microlog Corp
Nathaniel	Pearlman	President	Graphicacy
Nick	Perdikis	CEO	Deven Software
Michele	Perry	Principal	MPB Strategies, LLC
Kimberly	Person	BPA	Insperity
Jim	Pfautz	CEO	Self Solutions
Mali	Phonpadith	CEO	SOAR Community Network
Chris	Prangley	Enterprise Account Executive	Varonis
Anthony	Priest	CEO	DragonFruit, LLC
Roland	Probst	Founder	ACUITYnano, LLC
George	Purcell	President	Military Job Networks Inc
Lily	Qi	Office of the County Executive	Montgomery County, MD
Phillip	Quatrini	Partner	Rimon Law Group
Helen	Qubain	Founder	AmazeBeans
Harley	Radin		Private Investor
Parag	Rathi	Vice President	River Cities Capital Funds
Amy	Riccardi	CEO	HCM2020
Ben	Rodgers	Senior Director	BNY Mellon Wealth Management
David	Rosenberg	CEO & Founder	Budget Referee
Aaron	Rosenthal	Founder/CEO	Golfswell
Chris	Ross	Senior Portfolio Manager	BNY Mellon Wealth Management
Ryan	Ross	Program Manager	Halcyon Incubator
Timothy	Ross	Partner	CohnReznick LLP
Steven	Roth	Partner	CM Equity
Scott	Rothrock	Chief Technology Officer	POLITICO
Toni Lee	Rudnicki	CMO	idirect
Ola	Sage	CyberRx	Co-Founder & CEO
Doug	Sampson	Partner	Excella Consulting
Liz	Sara	Managing Director	Best Marketing LLC
Ian	Schoenen	Tax Senior Manager	RSM US LLP
Tom	Scholl	Venture Partner	Novak Biddle Venture Partners
Gerhard	Schwandt	President & CEO	Management Partners International, Inc.
Robert	Schwartzberg	Special Advisor	National Capital Companies
Michael	Script	CEO	vClick3d
Chris	Seline	CTO	PersoniFind
Elizabeth	Shea	President & CEO	SpeakerBox Communications
Kevin	Sheehan	Managing General Partner	Multiplier Capital
Paul	Sherman	Editor	Tech Wire Media
Parag	Sheth	Managing Director	Radius
Suzannah	Simmons	AVF Director & Network Entrepreneur	Angel Venture Forum
John	Sitilides	Board Director	3doo, Inc.
Michael	Slage	Co-Founder & CEO	LiftOff Health
Bill	Smith	VP, Product & Growth	appnetic
Alan	Snyder	Founder	CAS Advisors
Robert	Snyder, Ph.D.	Incubator Manager	Bethesda Green
Angela	Sparrow	Account Executive	Electronic Commerce

ATTENDEES			
First Name	Last Name	Title	Company
George	Spears	CEO	ePurchasing Network
Tom	Springer	COO	Metronet Broadband Services
Scott	Stephens	EVP	Bendure Communications
Bill	Stokes	Founder & Chairman	Washington Network Group
Jay	Subramaniam	MBA Graduate	University of Chicago
John	Sullivan	Founder and General Counsel	Ultra High Materials, LLC
Vijay	Suri	Founder	Gambay
Deepak	Swamy	Founder & CEO	Business Radar
Mannie	T'Chawi	CEO	LayerCake
Charlie	Thomas	Senior Vice President	Synchronoss
Joseph	Tiano	Founder and Chief Executive Officer	Legal Decoder, Inc.
Sean	Tibbetts	CEO	CyberTimez
Lilian	Ting	Research Associate	Select Venture Partners
Brigitta	Toruno	CEO & Founder	UNO Translations and Communications, LLC
Graham	Treakle	Operations	Pass the Plate LLC
Ryan	Troll	Founder & CEO	Hirely
Duyen "Jen"	Truong	Vice President, Public Relations	Sage Communications, LLC
Maksin	Tsvetovat	Founder and CTO	Open Health Network
Lance	Ullom	Member	Blu Venture Investors
Prachi	Vakharia	Associate	World Bank Group
Anne	Van Gilson		Angel Investor
Amanda	Vedder	Regional Sales Manager	Wells Fargo Bank
Charlie	Venus	Vice President	Brown & Brown Insurance Agency of VA
Adam	Viener	Founder	Yazing
Donnie	Vinson	Consultant	The Aspen Group
Gary	Voight		Investor
Todd	Walrath	CEO	HomeCare.com
Neil	Wasserman	Chief Design Officer	SynchCare, Inc.
Michael	Weaver	Director of Growth	RideAmigos
Henrik	Weng	Co-Founder & CEO	XanLogic LLC
Matt	Whitaker	Director	Clear Rock M&A Advisory Services
William	Wynn	CEO	xTeros Inc.
Dean	Xenos	President & CEO	Leros Technologies Corporation
Yulia	Yaani	CEO	Interactive Shares
Yuxi	Ye	Freelance Photographer	
Jeff	Yentis	Co-Founder	TopBox
April	Young	Managing Director	Hercules Technology Growth Capital
Susan	Young		
Drew	Zaleski	VP & Director IT Services	Lore Systems
John	Zett	VP Product Management & Operations	CareTaker Medical
Robert	Zimmerman	Managing Partner & CEO	QI Express

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BABAK HAFEZI
CEO
Hafezi Capital



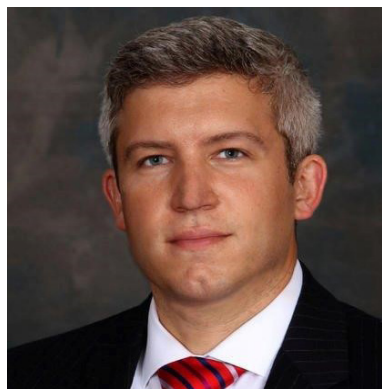
BOB LONDON
President
London, Ink



JIM HAYDEN
Partner
BDO



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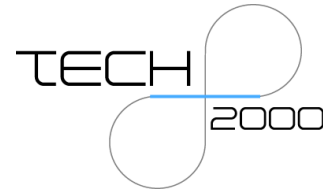
Mobile: 703.855.1155

ogudym@lore.net

www.lore.net

@loresystems

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