



CONNECTpreneur XVIII

April 28, 2016

Hyatt Regency Bethesda



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WELCOME LETTER

Dear Guests:

On behalf of our awesome Sponsors and team, I would like to welcome you to Big Idea CONNECTpreneur Forum XVIII, our first event in Maryland!

Our goal is to bring together regional tech entrepreneurs and CEOs, founders, angel investors, VCs, CXOs, and other business, university, and government leaders under one roof to facilitate connecting, learning, and dealmaking.

We have so many people to thank. Firstly, this event would not have happened without the encouragement and support of Sally Sternbach, Acting Executive Director of the Montgomery County Department of Economic Development. I also want to thank Montgomery County Executive Ike Leggett; the County Executive Office's Assistant Chief Administrative Officer Lily Qi, Steve Pennington, Managing Director of Business & Industry Sector Development of the State of Maryland's Department of Commerce; Montgomery County Council Vice President Roger Berliner; and the newly formed Montgomery County Economic Development Corp. Board You guys rock!

Our Partners have been terrific and make this event financially feasible. Their profiles and bios follow in this program book: Tech 2000, Lore Systems, Montgomery County Dept. of Economic Development, State of MD Dept. of Commerce, Cresa, Eagle Bank, Shulman Rogers Gandal Pordy and Ecker, BioHealth Innovation, Dixon Hughes Goodman, Convergent Wealth Advisors, SnyderCohn, Wilson Sonsini Goodrich and Rosati, General Assembly, The Meltzer Group, Ryan & Wetmore, Emissary Realty, Serendipity Labs, Georgetown Entrepreneurship Initiative, Dingman Center for Entrepreneurship, GWU Office of Innovation & Entrepreneurship, 1776, SmartCEO, Institute for Excellence in Sales, and Hafezi Capital. Thank you so much!

Finally, I want to thank our loyal and hardworking team, who handled all logistics and planning. In particular, I'd like to acknowledge Kathy Broe, Antonia Chen, Oleg Gudym, and Drew Zaleski. Their hard work helps insure that these Big Idea CONNECTpreneur Fora are some of the best networking events in the DC region.

I hope you enjoy the networking, the speakers, and presenters, and make some great connections this morning.

Best,

A handwritten signature in black ink, appearing to read "S. Tien Wong".

S, Tien Wong
CEO
Tech 2000, Inc.

AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																														
08:15 – 08:20 am	WELCOME S. TIEN WONG , CEO of Tech 2000 and appnetic - @tienwong																														
08:25 – 09:10 am	FIRESIDE CHAT MARK WALSH , Associate Administrator, Office of Investment and Innovation, U.S. Small Business Administration; Executive Chairman, HomeSnap; Co-Founder and CEO, Genius Rocket - @walsh																														
9:10 – 10:10 am	COMPANY SHOWCASE																														
	<table border="1"> <thead> <tr> <th>COMPANY</th> <th>PRESENTER</th> <th>TITLE</th> </tr> </thead> <tbody> <tr> <td>ePurchasing Network, Inc.</td> <td>George Spears</td> <td>CEO</td> </tr> <tr> <td>ICmed LLC</td> <td>Michael McShea</td> <td>Chief Strategy Officer</td> </tr> <tr> <td>Neolitics, Inc.</td> <td>Sean Christian</td> <td>Co-Founder & CTO</td> </tr> <tr> <td>SwingSpace LLC</td> <td>Richard J. McBride, Jr.</td> <td>Co-Founder & CEO</td> </tr> <tr> <td>Toto Communications, Inc.</td> <td>James Cannon</td> <td>CEO</td> </tr> <tr> <td>Tria Technologies, LLC</td> <td>Arthur Lazerow</td> <td>Chairman & CEO</td> </tr> <tr> <td>Unbound</td> <td>Polly Rodriguez</td> <td>CEO</td> </tr> <tr> <td>valAurum</td> <td>Dr. Adam Trexler</td> <td>President</td> </tr> <tr> <td>Wye River Technologies</td> <td>Martin Knott</td> <td>CEO</td> </tr> </tbody> </table>	COMPANY	PRESENTER	TITLE	ePurchasing Network, Inc.	George Spears	CEO	ICmed LLC	Michael McShea	Chief Strategy Officer	Neolitics, Inc.	Sean Christian	Co-Founder & CTO	SwingSpace LLC	Richard J. McBride, Jr.	Co-Founder & CEO	Toto Communications, Inc.	James Cannon	CEO	Tria Technologies, LLC	Arthur Lazerow	Chairman & CEO	Unbound	Polly Rodriguez	CEO	valAurum	Dr. Adam Trexler	President	Wye River Technologies	Martin Knott	CEO
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10:10 – 11:00 am	PANEL: WHAT'S REALLY GOING ON IN VENTURE CAPITAL Moderator: JONATHAN ABERMAN , Managing Director, Amplifier Venture Partners; Managing Director, TandemNSI; Founder and President, Foundercorps - @jaberman ELANA FINE , Managing Director, Dingman Center Angels, Robert H. Smith School of Business, University of Maryland - @elanafine KATHRYN COLLINGS LAING , Principal, U.S. Boston Capital Corp.; President, Pear Tree Partners, L.P. PASCAL LUCK , Managing Director, Core Capital Partners - @luckp KYP SIRINAKIS , Co-Founder and Managing Partner, Epidarex Capital																														
11:00 am	NETWORKING																														

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SPEAKERS



MARK WALSH, ASSOCIATE ADMINISTRATOR, OFFICE OF INVESTMENT AND INNOVATION, U.S. SMALL BUSINESS ADMINISTRATION; EXECUTIVE CHAIRMAN, HOMESNAP; CO-FOUNDER AND CEO, GENIUS ROCKET @walsh

Mark Walsh is the Office of Investment and Innovation's Associate Administrator. Mark has over 30+ years of experience as a technology entrepreneur, manager and investor. Prior to SBA, Mark was executive chairman of Homesnap.com, a "prosumer" platform/app for residential real-estate backed by Revolution Ventures and CEO and Co-founder of GeniusRocket, a leading provider of crowd-sourced marketing for major brands and global non-profits. He has been a division head and senior executive at technology and content companies, like GE, AOL, HBO and others.

Mark was the CEO and Chairman of VerticalNet, a leading provider of B2B "communities of commerce". He took the company public on the NASDAQ in 1999, and was named one of Upside Magazine Elite 100 leaders of global technology in 2000 and CEO of the year by the Eastern Technology Council in 2001.

Mark has been an active angel investor, shareholder or board member/advisor in a number of successful start-ups and high growth companies like: BlackBoard, NutriSystems, Thestreet.com and many others. He has been named one of 100 "Tech-Titans" by Washingtonian Magazine from 2009 - 2016.

Mark was an entrepreneur-in-residence, then chairman of the board of advisors to the Dingman Center for Entrepreneurship at the University of Maryland, and is on the board of the Bipartisan Policy Center, a DC based thought leader and think-tank. He has served on the boards of the Philadelphia Orchestra, the Baltimore Symphony and the NY Theatre Workshop.

Mark has also been very active in U.S. politics, serving as the first Chief Technology Advisor to the Democratic National Committee and Head of Internet operations for the Kerry Presidential Campaign in 2004.

Mark holds a BA from Union College in NY, and was the chair of their board of Trustees. He received his MBA from the Harvard Business School.



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

Tien is CEO of Tech 2000, Inc. a national leader in technology training, mobile e-learning, and mobile software development. 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.

SPEAKERS

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 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 VENTURE PARTNERS; FOUNDER AND MANAGING DIRECTOR, TANDEMNSI; FOUNDER AND PRESIDENT, FOUNDERCORPS @jaberman

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.

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 DC region. Jonathan is 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 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



**ELANA FINE, MANAGING DIRECTOR, DINGMAN CENTER ANGELS,
ROBERT H. SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND
@elanafine**

Elana Fine is Managing Director of the Dingman Center for Entrepreneurship at University of Maryland's Robert H. Smith School of Business. Elana's primary focus is leading the Center to execute on their mission by developing curricular and co-curricular programs for students, alumni and the broader community. Her portfolio includes the Dingman Center Angels, Fearless Founders accelerator and many other student venture creation programs. She is also an adjunct faculty member in the Smith School's Management & Organization department and part of the national teaching team for NSF's ICorps program.

Elana started in investment banking at Bear Stearns, but started working with technology startups when she joined Revolution Partners, a boutique investment bank specializing in M&A and private capital advisory for software companies.

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. She started her career as a technology consultant with an Accenture.

Elana was recently named a 2013 and 2015 Tech Titan by Washingtonian Magazine, "Power Women in Tech" by Tech Bisnow and "50 On Fire" by In The Capital." She is also a contributor to the Washington Post Capital Business. Elana resides in Potomac, Maryland, with her husband and two children.



**KATHRYN COLLINGS LAING, PRINCIPAL, U.S. BOSTON CAPITAL CORP.;
PRESIDENT, PEAR TREE PARTNERS, L.P.**

Kathryn Collings Laing has been a principal with U.S. Boston Capital Corporation since 1997 and has been a personal, investment and business adviser to CEOs, entrepreneurs and other business owners, professionals and academics for over twenty years. For her work with her clients, in 2012 Kathryn was named to the SmartCEO magazine's Wealth Management Readers' Choice list.

In addition to providing comprehensive wealth and investment management services grounded by her background in investment banking, finance, economics and law, Kathryn helps her clients use their "human capital" or talents to maximum advantage by managing the intersection of her clients' business strategy and goals. Kathryn is also President of U.S. Boston's affiliate, Pear Tree Partners, LP, an SEC registered investment adviser that manages private investment funds, investing primarily in growth capital investment opportunities.

Kathryn started her investment career in Mergers & Acquisitions at Goldman Sachs. She also practiced law with Foley Hoag and was Executive Director of a public/private partnership linking business resources with community needs. Kathryn received her J.D. magna cum laude from

SPEAKERS

Harvard Law School and her B.A. with distinction from Stanford University, where she was inducted into the Phi Beta Kappa academic honor society. She earned her Chartered Financial Analyst (CFA) designation and is a member of the CFA Institute. She is a graduate of the Leadership Anne Arundel Flagship Program.

She is currently a member of the Annapolis Rotary and the Anne Arundel Women Giving Together circle. You can see Kathryn on local public television stations nationwide in a public service informational series on investing. She is also an online practitioner professor in a film series accompanying a college level textbook on business formation, business growth and stock and business valuation.



PASCAL LUCK, MANAGING DIRECTOR, CORE CAPITAL PARTNERS @LUCKP

Pascal has been an advisor to, and an investor in, emerging technology companies as a venture capitalist and investment banker for more than eighteen years and focuses on enterprise software and cyber-security investments.

Prior to Core, Pascal was a Founder of Cross Hill Financial Group, a DC-based private investment banking/M&A advisory firm. Previously, he was a Senior Manager with Deloitte Consulting specializing in finance and strategy initiatives. Pascal began his career as a systems engineer with AT&T-IS/Bell Laboratories.

Pascal is a Chartered Financial Analyst and holds an M.B.A. in Finance with Distinction from the Wharton School of the University of Pennsylvania, a Masters of Electrical Engineering from the University of Maryland, and a B.S. in Physics/Engineering from Loyola University in Maryland.



KYP SIRINAKIS, CO-FOUNDER AND MANAGING PARTNER, EPIDAREX CAPITAL

Kyp Sirinakis has 25+ years of experience as an early stage investor and senior executive of technology and life sciences companies. She is Co-Founder & Managing Director of Epidarex Capital, a Bethesda-based VC firm investing in early stage life sciences and health technologies in the US and UK. Before Epidarex, Kyp was part of the senior management team of MASA Life Science Ventures where she co-led the fund's investment strategy and managed several portfolio investments to successful exits. Kyp was Founder and Managing Director of investment fund WomenAngels.net LLC and CFO of Oncologix, a VC-backed biotech company.

Kyp serves on the Boards of the Tech Council of Maryland, CIT BioLife Fund, Investment Advisory Committee of the Ivy Foundation, Harpoon Medical, Confluence Life Science, and Sirikoss Ltd. She is a graduate of Boston College's School of Management Honors Program.

ePurchasing network

Business Description:

ePurchasing Network provides a SaaS-based e-commerce technology platform that connects commercial and industrial equipment Dealers and Manufacturers. Making complex equipment purchases more efficient by providing customized B2B marketplaces for Buyers and Dealers and enabling Manufacturers to easily manage product information at the source.

Products and Services:

The company provides users with a web-based portal to manage equipment purchases, track orders, track delivery times, assess supplier performance against peers in the community and pay suppliers through the cash management module. A data analytics engine provides customers with better insights into competitive pricing and other related business metrics

Value Proposition to Dealers:

The small-to-medium size business community (<\$100 million) annually generates billions in purchases. However, this market struggles with chaos on a daily basis. Buyers struggle to find the right, approved suppliers and products and lack visibility into order status. Dealers routinely manually create PO's for 100's of orders and inaccurate orders result in heavy restocking fees. Today's solution is to dedicate costly staff to manage the problem. By providing Buyers and Dealers with a customized B2B marketplace ePN helps dramatically reduce labor costs and enables strategic growth.

Value Proposition to Manufacturers:

Traditional Procurement solutions lack sufficient content that is accurate and up to date. Today, manufacturers dedicate costly staff to share spreadsheets of product updates with their distributors and lack a centralized place to manage product information in their organization. By providing Manufacturers with a solution to centrally manage product information ePN solves the Industry's data quality and update problem, improving order accuracy and reducing costs.

Business Proposition to Investors:

Revenues scale as more Dealers and Manufacturers adopt the ePN platform. Revenues are generated from recurring annual fees as well as customization and support services provided to users and eventually from transaction fees. Our goal is 500 Dealers and 1000 manufacturers in 3 years.

Competition:

There are competitors that perform pieces of our model, for example, repetitive transaction processing software, e-commerce, order management, media services, and content creation but these are mostly offered independently and as broad solutions for commodities across the industry whereas ePN is focusing on a specific combination of these elements for buyers and sellers of specific commercial products and services.

Target Markets:

Initial: Restaurant and Hospitality - which includes Hotels, Restaurants, Theme Parks, Stadiums, Convenience Stores, Country Clubs, Casino & Gaming.

2018: Launch into 2nd Vertical Targeting Medical.

Management:

Strengths include extensive experience in procurement, e-commerce, restaurant and hospitality sales and distribution (Marriott, Hilton) and extensive experience building startup companies (Retail/CPG, CRM, Mobile, Energy, Distribution). Advisory team strengths include extensive CEO and tech-based enterprise experience.

Number of Employees: 4

Bank: EagleBank

Law Firm: Cooley LLP

Investment to Date: \$ 1,087,000

Current Investors:

White Hall Capital, Herndon Associates, Friends and Family, Founder.

Additional Financing Sought: \$ 1,000,000

Use of Funds:

Build our Sales & Support Teams
Brand Awareness & Customer Acquisition

Projections	Revenue	EBIT
2016	\$400,000	\$(400,000)
2017	\$2,400,000	\$(300,000)
2018	\$7,200,000	\$1,800,000
2019	\$13,900,000	\$6,600,000
2020	\$23,800,000	\$15,000,000

Business Description

The ICmed mobile and cloud application provides consumers a platform to take ownership of their health and collaborate in managing their family's health. We have developed interactive tools for family caregivers, including a **family tree feature** for sharing medical history, along with easy to use features to create, share and manage health records. Through the proprietary personalization engine, users are exposed to **individualized** educational content sponsored by health industry marketers that can precisely target ideal health audiences.

Company Background

ICmed began in 2011 when Anil sought to create an app to help his wife, her three sisters and their mother track the health of their families. In 2014, he formed a team to build a dynamic company with the vision **to help families live a better life.**

Management

Anil Kshepakaran, CEO - more than two decades as a successful tech entrepreneur specializing in cloud and mobile development; James J. Jacobsen, COO - over 20 years emerging business development & corporate expansion, CPA; Gregory H. Pelton, M.D., Chief Medical Officer - 25 years practicing physician and former faculty of Columbia University; Michael J. McShea, Chief Strategist - 15 years enterprise product management and strategic planning in digital healthcare.

Product | Services | Differentiators

ICmed is the only mobile and cloud social family health platform allowing users to aggregate all medical information and selectively share with those they care about for collaborative caregiving. Through a **sponsored** content engine, it delivers continuous, personalized, actionable health information without the user having to search for it. ICmed is in the process of securing a patent for its proprietary personalized health content engine.

Market | Distribution Channels

There are 65 million caregivers in the U.S. who manage or closely monitor the health of family members. 70% are women. ICmed will focus on women caregivers as our initial target market. Family sharing promotes a viral effect spreading usage through generations and extended families. Adoption will be accelerated via strategic partnerships with health advocacy groups and by promoting the app to communities and wellness networks. Target segments for digital advertising revenue are pharma, retailers and insurers.

Competition

Many medical apps allow users to compile, access and track health information. Most of these apps are static, passive repositories for patient data. ICmed is aware of no competitors that allow consumers to **own** their data, **share** it with loved ones and **learn** how to improve family health.



Management

Anil Kshepakaran, CEO
James J. Jacobsen, COO
Greg H. Pelton, M.D. Chief Medical Officer
Michael J. McShea, Chief Strategist

Industry

Mobile Health
Cloud & Mobile Platform

Bank

Silicon Valley Bank

Law Firm

Bowie & Jensen, LLC

Current Round

\$750,000

Financial Projections

(In thousands)

	Year 1	Year 2	Year 3
REV	\$60	\$970	\$6,800
EBIT	(\$2,070)	(\$2,390)	\$1,050
BE	30 mth		

ICmed, LLC
101 N. Haven Street, Suite 103
Baltimore, MD 21224
@icmedonline



EXECUTIVE SUMMARY

Problem Statement: Process optimization is critical for enabling the economic viability of many produced products. Issues related to low yields, poor quality, waste, and reduced throughput limit the industrial practicality of many products.

Solution Statement: In 2017, Neolitics, a platform-based, Analytical Technology (AT) company, will introduce a revolutionary Industrial Spectral Analyzer (ISA) which drastically reduces: 1) the labor required to implement and subsequently operate ISAs and 2) the downtime associated with potential process outages; two (2) factors which have restricted the use of ISAs within industry to predominately high-value applications.

The Innovation: Neolitics' patented innovation leverages a component from the consumer electronics industry that allows our ISA to repeatedly verify its calibration in real-time with no manual intervention.

Neolitics ISA does this autonomously with no moving parts in a platform that is 1/10 the size of conventional ISAs. Effectively, our ISA reduces the total cost of ownership (TCO) and installation expenses traditionally associated with the use of ISAs for in-line process control; which should serve to significantly expand the utilization of ISAs within all industries; even those industries that are margin constrained. Additionally, by removing the requirement for manual recalibration, process contamination from human error is significantly reduced.

Target Markets / Size: The global ISA market is currently \$3.2B and estimated to reach ~\$5B by 2020. The market for Near-Infrared (NIR) ISAs, addressable by Neolitics first (1st) product release, exceeds \$400M and is projected to reach \$1.5B by 2027. Neolitics' Five (5) financial projections tabulated above only considers two (2) key market segments: 1) Food, Beverage, & Agriculture (FB&A), which is currently the largest market segment for NIR ISAs, and 2) Pharma/Biotech, which is the fastest growing and highest margin segment for NIR ISAs.

Management Team: Neolitics executive management team has over fifty (50) years of combined experience related to founding, growing, positioning, and successfully exiting Analytical Technology Companies. When coupled with Neolitics' Legal Council (Cooley, LLP), globally renowned Scientific Advisory Board (Emil Ciurczak and John Coates), and Executive Board; the level of experience within Neolitics is unprecedented for an early stage, pre-revenue, technology company.

Current Status: Neolitics is currently in discussions with Strategic clients within BioPharma and FB&A. The intent of these discussions is to secure: 1) LOIs that enable rapid validation & commercialization of the technology within core markets and 2) early purchase orders (POs). The common response from face-to-face meetings with five (5) Tier 1 clients in BioPharma and two (2) Tier 1 clients in FB&A is as follows: *If your ISA delivers on half of what you promise, it's a game changer for the industry and we're interested in working with you.*

Competitive Landscape: Competitors are predominantly large, globally diversified AT companies such as Thermo Fisher, ABB, and Perkin Elmer. There are also established niche (i.e., specialty product) competitors such as Brimrose, Buchi, Foss, and Bruker. Even with the introduction of innovative platforms in recent years, one of which was acquired by Thermo Fisher; no one has successfully establish a foothold on the growing \$400M market segment; due primarily to the fact that all competitive technologies require frequent manual recalibration and complex/expensive in-line integration strategies. Neolitics IP which enables real-time calibration is enabling and currently, unique within the competitive in-line ISA landscape.

Founded: August 4th, 2015
Founders: Sean M Christian, Ali Radfar, Todd Palcic, Jerry Jasinowski
Board: Jerry Jasinowski (Chairman), Michael Campbell
Primary Markets: BioPharma, Food, Beverage, & Agriculture, Chem/Petrochem, Biomedical, Environmental
Secondary Markets: Industrial Manufacturing
Closed: \$1.25 mm Seed Conv. Note
Seeking: \$1.50 mm Seed Conv. Note
Five (5) Year Financial Projections

Year	Rev (\$ mm)	EBIT	EBIT Margin %
2016	-	-	na
2017	-	-	na
2018	\$2.85	\$0.93	32.5%
2019	\$15.19	\$5.32	35.0%
2020	\$49.05	\$18.39	37.5%

Management

Richard McBride

Co-Founder, CEO & President

- ▶ 30 years in CRE
- ▶ Owner of leading independent tenant brokerage firm, McBride Real Estate Services
- ▶ Georgetown University

Zak Kidd

Technical Co-Founder, COO

- ▶ Owner of dupontstudios
- ▶ Founded 4 DC based start-ups
- ▶ Former Private equity analyst for Invemed & Vantis Capital
- ▶ Harvard University

Financing Sought

\$800,000 SAFE

Current Monthly Burn \$22,500

Use of Funds

48% Staff Payroll

38% Operation Costs

14% Marketing

Current Monthly Burn \$22,500

Capital Invested To Date

\$330,000

Current Investors

Bobby Schwartz

Bobb Fox

Andy Ye

Lance Ford

Joan Bialek

Jules Russell

Richard McBride

Law Firm

Richard Levin,

Grossberg Yochelson Fox & Beyda

Accounting Firm

Scott Irving, CPA

Business Summary

There is a lot of vacant or underused small office space because there is no easy way to openly list spaces, find tenants and manage payments. SwingSpace has built an automated listing service paired with hi-touch marketing that helps landlords rent small offices and tenants sublease.

History

Officially launched in February, SwingSpace has become the largest small office listing platform in the DC area.

Business Model

- ▶ SwingSpace tours, photographs and films each space on the platform for free.
- ▶ SwingSpace collects a 10% fee for co-working and sub-leased space and a 5% fee for prime leases.
- ▶ Fees are collected as new tenants pay, instead of in a lump sum, making SwingSpace's success-based approach highly attractive to landlords and their brokers.

Competition

Some firms focus on listing only subleases or temporary offices spaces, and they do so without being broker centric (e.g. liquidspace or pivotdesk). SwingSpace lists both prime and sub-lease opportunities and drives excitement to listings by holding events, filming and encouraging general broker cooperation.

Market

1.26B SF of office small space remains vacant or underused each year. Vacancy occurs because landlords find it difficult to get commission-based brokers to rent the spaces. Underuse occurs because prime tenants are locked into long-term leases and do not have the tools to easily sub-lease spaces. \$2.9B in fees is the total national addressable market.

Projected Revenue

	2017	2018	2019
Gross Revenue	\$1,351,000	\$7,586,000	\$19,382,250
Expenses	-1,038,100	-4,311,600	-7,497,600
EBIT	\$579,450	\$3,596,600	\$12,152,400

Toto Communications – Executive Summary

Introduction

Toto Communications, Inc. provides applications for the mobile workforce. Our flagship product is Toto Lynx™, a complete mobile call management solution with sophisticated Cloud based PBX features that can either standalone as a sole solution or augment with an existing PBX system. Toto Lynx™ uses existing cellular technology to incorporate a user's existing smartphone, on their existing network using their existing call plan. Toto Lynx™ has 3 component parts, a mobile app for iPhone and Android smartphones, an intuitive system admin portal and if desired a web based Switchboard for receptionist functionality that scales as your company grows. A targeted marketing approach which amplifies our marketing spend is where we are focused. We have two such areas that will deliver a mix of large enterprise and small business.

Toto Worx™ is our mobile facilities lifecycle management solution. Toto Worx™ is a sales tool for selling Lynx because we gain access to every office within a building that uses Worx as a building management tool. We can actually give away the Worx tool to building management companies in order to gain market information about a campus of buildings.

Toto Trax™ is our mobile IoT solution. Trax is designed to be “additive” to an application like Lynx. For example, an employer may want hourly people to check in and out of a building simply by geo fencing through their Lynx app. There are hundreds of uses for IoT as they relate to Lynx and the management of people, big data or location, so as these requirements are specified by a market segment, we are able to address them where the return is appropriate.

Go to Market Strategy

Our Objective is “Go to Market” with Lynx in 3 areas:

1. Association marketing (Member services) for those who cater to small and medium business. This channel will amplify our marketing efforts through a focused lens. We are aligned with NFIB: 350,000 small business members.
2. Telecom Expense Management companies: tasked with lowering the telecom expenses of their clients, TEMs are both worldwide and anxious to find value added systems that provide significant savings. We are aligned with AOTMP: accrediting association for TEM's worldwide.
3. Meetups locally. There are hundreds of small businesses within the DC Metro Area and they congregate in settings that provide excellent marketing opportunities for Toto. These venues also hone our staff's sales ability.

Market Justification

The competition charges for minutes; we don't.
The competition uses VoIP technology; we don't.
The competition is not a solution for BYOD; we are.
The competition isn't mobile based, we are.
The competition can't scale; we do

Growth potential is a factor of marketing. We foresee 20% per quarter growth for the foreseeable future.

Investment Highlights:

Current Raise: \$1,000,000
Current Commitments: \$600,000
Remaining: \$400,000
Convertible note or equity

Toto Communications

Executive Summary

Triea Nutrient Recovery Technologies, LLC

CONTACT:

Arthur Lazerow - COB
Direct: 301-807-9022
arthur@lazerow.com

MANAGEMENT TEAM

- Chris Haug, CEO/CFO
- Cindy Wilker, COO
- Dick Stoner, CMO

INDUSTRY: Agriculture

Funding to Date: \$1.13M

Founder Equity: \$450K
Angel Round: \$413K
MD Grant: \$250K

FINANCING SOUGHT: \$1.5MM

USE OF PROCEEDS:

Build On-Farm System
Product Roll-Out and Ramp
Sales, Marketing
Project Management, Staffing,
Working Capital

“We Turn Manure Into Money”

Summary:

Triea Nutrient Recovery Technologies is focused on the Concentrated Animal Feeding Operation (CAFO) segment of the agriculture industry. We have a unique technology that removes and recovers valuable nutrients from animal manure. These nutrients can then be sold into the supply chain. The low-phosphorus processed manure can be sold and applied safely to crops. A win for the farmer and for the environment!

Problem: Toxic Manure - \$106 Billion Annual U.S. Market

Due the presence of high levels of phosphorus and nitrogen found in animal manure, manure management has become a huge problem for the CAFO farmer. Farmers are under significant and growing pain because government regulations are restricting the spreading of raw manure. Tens of thousands of acres have been redlined and can no longer be fertilized as usual in a widespread effort to keep these nutrients from running off farms and into waterways. Currently, contract farmers either apply manure to their fields, sell it to other farmers who intend to do the same, or have it transported to a storage facility. Taxpayers subsidize the transportation of excess manure — since 1999, \$5.6 billion in Maryland state money has gone towards the removal of excess manure from farms. Farmers, taxpayers and the environment suffer.

Triea has developed technology that will provide a powerful solution called the

Agra-NRS™ Nutrient Recovery System.

Solution: Triea’s Agra-NRS™ is Industry Disruptive

Agra-NRS™ removes and recovers 90+% of the phosphorus and 20% of the nitrogen in all forms of animal manure. Triea's soon to be patented system extracts phosphorus, nitrogen and other nutrients from manure. The recovered nutrients can be combined to produce several highly valuable end products. Once the phosphorus and nitrogen have been removed from the manure, the low-phosphorus manure can be applied to land and used as nature intended, as fertilizer. This enables farmers to comply with environmental regulations, minimize costs, and generate new revenue streams. Additionally, there are significant environment benefits. Every pound of phosphorus and nitrogen we remove from manure is a pound that will not enter our waterways and is a pound that will re-enter the supply chain as a soil amendment, feedstock or other commodity. Good for the farmers, taxpayers and the environment.

Market Opportunity:

Triea's initial customers are CAFO poultry farmers in the Mid-Atlantic States. There are approximately 5700 grow barns in the region which produce more than 900 million chickens and over a million tons of manure annually. Each area-wide (industrial) system represents potential Triea revenue of approximately \$55 million annually based on processing 225,000 tons annually. We already have a signed MOU for construction of our first industrial scale system.

How We Make Money:

- Charge a per ton processing fee
- Take ownership of the end products and sell them into the open market
- License the technology to other agriculture suppliers and vendors and collect licensing and royalty fees. This will have a perpetual annuity revenue stream model.

Our revenue goal is \$70 MM in annual revenue within 5 years.

Competition & Competitive Advantages:

The handful of companies in North America that, as part of their process, remove or remove and recover phosphorus from animal manure and other organic materials, universally use a technology based on the production of struvite. Struvite is a complex chemical which is difficult to work with and produces **far less** commercial value than the end products produced by the Agra-NRS™ process. Additionally, Agra uses a fraction of the water needed by competitors and we produce **ZERO** waste.



Unbound is a sexual lifestyle company for millennial women. We provide a sophisticated platform for the purchase of high quality sex toys, erotic accessories and lingerie, supplemented with an online publication that offers the modern woman inspiration, insights, and tools for living a life of passion. Our model is carefully calibrated to capture the market opportunity presented by underserved female consumers through a combination of thoughtfully curated products, an accessible editorial voice, and an engaging brand experience.

Market

Evolving social attitudes and dialogues around women's sexual exploration and satisfaction (c.f. the runaway mainstream success of Sex and the City and the 50 Shades of Grey series) have significantly increased interest in and demand for innovative, quality erotic products. Indeed, the global sex toy market is growing by 10-15% annually and expected to reach an estimated \$52 billion by 2022. In the US alone, more than 40 million women report regularly using such products. However, despite rising demand, much of the extant products on the market are poorly made and sold in unappealing, lurid stores that many outside major urban centers can't readily access. Unbound seeks to change the industry by 1) providing a differentiated, holistic solution, offering curated high quality products as well as intelligent, accessible advice, and 2) creating opportunities for quality manufacturers to access consumers they have not previously been able to reach.

Success thus far:

- Doubled revenue every year since 2013, supported by two team members working part-time
- Average lifetime value per customer is \$100+
- 35k+ unique monthly site visitors, resulting in 160k page views
- 10,000+ content subscribers
- Each weekly newsletter receives a 40% open rate and a 20% newsletter CTR, roughly 6 times higher than the industry standard
- Featured press in Teen Vogue, Cosmopolitan, MTV, Bustle, Gilt, Women's Health, and Fortune

Revenue Model & Products

Unbound has two distinct revenue streams: 1) subscription box revenues and 2) e-commerce sales. The subscription box is delivered quarterly for a price of \$65 per box. The e-commerce store offers a broader range of products that can be purchased a la carte, including: one-off occasion boxes (e.g., wedding, bachelorette), sex toys and accessories, and lingerie. Inventory is purchased at wholesale prices and manufactured in-house (non-motorized sex toys, e.g.).

Currently Unbound acquires users primarily through content marketing, SEO, PR, SEM, and brand partnerships. 89% of millennials turn to Google for their sexual health questions. Our primary customer acquisition channel is to capture these young women through the generation of relevant, engaging content that either directly or indirectly promotes products in our current inventory.

We view our current subscription offering as a MVP for our long-term vision which will involve the buildout of a robust CRM engine to onboard customers, allowing them to build out profiles which reflect their individual preferences (to evolve with iterative feedback) for hyper-tailored recommendations of both curated collections and individual products. We believe that this will create a high-touch, luxury shopping experience that will not only make shopping easier and more engaging for our customers, but also improve retention and customer lifetime value.

Competitive Advantage

Our competitive advantage derives from our sophisticated approach in an industry where sophistication does not exist. With a captured audience and robust data collection (i.e., customer profiles) we're able to build trust and retention. Long-term, we will increase our vertical integration and manufacture all products in-house, improving our profit margins from the average 35-50% today.

Financial Performance & Projections

- \$37k of sales in most recent quarter. Current projections anticipate growth will level to LT run-rate of 10% (translating to \$13mn in annual revenue by 2020)
- Current subscription box unit economics show a margin of approx. 35.5% (anticipated to improve further as we scale)

Who We Are

We are a passionate team, obsessed with improving women's sexual health and satisfaction and delivering a world-class customer experience. Our diverse, complementary bench of talent reflects experience in strategy consulting and YCombinator startups ([Polly Rodriguez](#)), research at Bridgewater ([Jackie Churchwell](#)), iOS and ruby on rails development ([Dave Renz](#)), and strategy and corporate development at ING ([Lorraine White](#)).

EXECUTIVE SUMMARY



Valaurum®, Inc.

333 NE Hancock St.
Suite 8
Portland, OR 97212
503-451-6801

www.valaurum.com

Strengths

- Offering Aurum®, smallest denomination of gold bullion on the world market
- Large revenue potential
- Strong intellectual property
- Has revenues into multi-billion gold bullion market
- Sales to artists, banks, schools, non-profits, corporations and gold dealers
- Invited to propose production of foreign currency

The Team

Management, Directors and Advisors are successful technology entrepreneurs, fortune 100 veterans, experts in the precious metals, gold, investment, marketing and international business. Please see www.valaurum.com for bios on management, directors & advisors.

Current Financing

Up to \$750,000—Common Stock at \$2.00 per share.

Further Information

Trexler@valaurum.com
Phone (503) 995-1503

REVa 04192016

Introduction

Valaurum is creating the leading vehicle of storing value in the 21st century. Valaurum offers the smallest, most affordable, most secure form of gold available on the world market. Valaurum's primary product is the Aurum®, a proprietary, nanotechnology sandwich of 24k gold between layers of printed polyester. At a market price of \$1,250 per troy ounce of gold, individual Aurum® sell for \$10-\$20, depending on denomination.

The Problem

Valaurum is positioned to address a crisis in the precious metals industry and foreign currencies. Gold has appreciated astronomically over the last 40 years, making the increments of traditional coins and bars unusable for the majority of the world's population. At the same time, currency instability has made citizens more desperate than ever for a secure form of value.

Technology/License

Valaurum, Inc. has the exclusive, world-wide license to manufacture, market, and distribute Aurum® and similar products. Aurum and Valaurum are registered trademarks and the Aurum is protected by worldwide patents pending and numerous trade secrets. Valaurum continues to develop trade secrets and protectable IP, which it plans to aggressively protect.

Target Market

The worldwide market for Aurum® is enormous and untapped. The aggregate demand for gold has increased steadily over time as well. In 2012, the world demand for gold was 4400 tons, worth \$236 billion. The demand for physical gold has continued to grow during price downturns. Valaurum has established market acceptance, developed strategic relationships, and is selling the Aurum® profitably.

Competition

For our dealers, Aurum® represents a genuinely new product, an expanded customer base, and industry-leading profit margins. No company is currently offering a similar product.

Sales

Valaurum is rapidly expanding its dealer base. The Aurum's small, convenient increment commands a higher margin than conventional gold. Beyond traditional bullion dealers, Valaurum's customers include governments, banks, schools, non-profits, corporations and families to commemorate their most meaningful events.

Other Products in Our Pipeline

With the volatility of current currency, many governments are looking for more stability in their bank notes. The Company currently has invitations from three Central Banks for proposals to make legal tender currency. This Market could result in billions of dollars of revenue for Valaurum.



KTrack

Wye River Technologies

For generations facility owners have experienced significant challenges collecting and managing facility data required for construction and more importantly operations and maintenance. The primary reason this challenge exists is a lack of incentive in the design and construction industries to provide proper data and document collection to the owner at handover. This challenge is further compounded by a lack of interoperable systems.

Nationwide, owners and building operators incur approximately \$10.6 billion or 68% of an estimated \$15.8 billion in costs due to lack of interoperability, These inefficiency are attributed to:

- a. time spent on information verification and validation,*
- b. idled personnel and tradespeople waiting information,*
- c. inefficient business process management, and*
- d. the use of redundant information technology systems. NIST GCR 04-867*

As well as lack of actionable data and increased capital expenditures due to premature asset failure and a dearth of information needed for prescriptive maintenance.

Today, owners are seeking a new approach to facility management. One that is heavily rooted in data driven strategies that addresses this significant challenge head on with the objective of eliminating the waste while recapturing labor and other expenses and relocating them to the benefit of the owner.

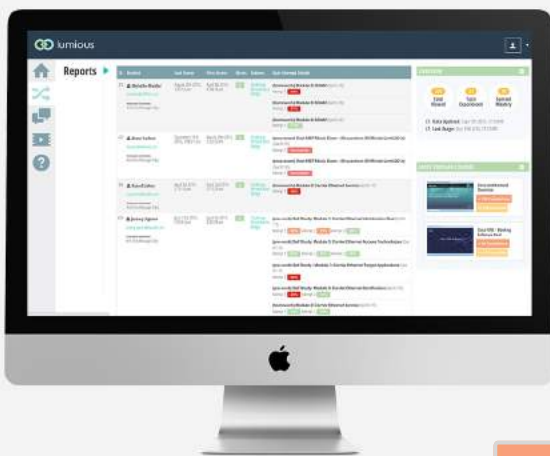
KTrack is a web and mobile enabled Project and Work Order Management application built on top of an Integrated Facility Asset Library (IFAL). KTrack facilitates all of the owner's operation and maintenance requirements and also plays nicely during the design and construction phases of a facility enabling validated end to end document and data collection. KTrack enables the owner to establish clear standards for data and document collection for their facility and facility assets and to enforce those standards throughout the lifecycle of the building. With KTrack, all stakeholders work on one platform collecting and validating documents and data during design & construction then harnessing the same to maintain and repair assets during the operation and maintenance phase of the facility. All stakeholders collaborating on the owner's platform capturing all of the installation, service and preventative maintenance activities and costs for the facility and facility assets.

With KTrack the owner is able to harness the data collected for each facility to build strategic and efficient processes and execution plans to facilitate the most cost effective service and preventative maintenance activities. The owner is also empowered with deep analytics providing for the first time cost per piece of equipment insight and constant feedback on the effectiveness of the established processes and execution plans.

Profiting from Learning Analytics and Reporting in an Evolving Training Environment

Lumious provides timely information in a readily consumable format to generate better decisions for learners, instructors, course designers, managers and executives. Answer the question “How can I produce value from our data?” with Lumious.

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- ✓ Secure - using industry standard OAuth 2.0



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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 Dispersive 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.



MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT @MCDED

The Montgomery County Department of Economic Development creates and administers programs that support and grow our diverse business community, expand the county's

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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.



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.



STATE OF MARYLAND DEPARTMENT OF COMMERCE

The Maryland Department of Commerce, one of 20 agencies within Maryland's Executive Branch and the state's primary economic development agency, is dedicated to excellence in customer service and creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies.



STEVE PENNINGTON, MANAGING DIRECTOR, BUSINESS & INDUSTRY SECTOR DEVELOPMENT

Steve Pennington comes to the Department with extensive experience as a sales leader in the telecommunications industry. As Managing Director, Steve leads the customer facing efforts for growth, attraction and retention for the Department. His organization is made up of business units including Finance, Strategic Industry and Entrepreneurship, BioHealth and Life Sciences, CyberSecurity and Aerospace and Business Development. Throughout his more than 30-year career, Mr. Pennington has been a leader of

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performance focused teams, developing growth and go-to-market strategies and conducting business development activities for a number of dynamic industry leading companies. These include Group Vice President for Americom Inc., Senior Vice President of Sales and Marketing for USA Mobility Inc., General Manager for Bay Broadband Communications and Regional Manager for Sprint Enterprise and Public Sector Sales. Most recently, Mr. Pennington led the national business development efforts as Vice President for Seattle-based start-up ATG Risk Solutions.

Steve has a Bachelor's degree from the University of Maryland, College Park.



EAGLE BANK @EagleBankCorp

EagleBank is a full-service, community bank with 21 locations throughout the Metro Washington DC area. Founded in 1998, to serve local businesses, EagleBank also provides a full array of personal banking and mortgage lending products. Experienced bankers and superior service have laid the foundation for building many strong, loyal customer relationships. Growth has brought expanded lending capacity for funding projects to boost our local economy. EagleBank has become the largest locally-based community bank in the area. Instilled with a deep sense of giving back to the community, EagleBank employees enjoy volunteering and participating in local events. The Bank supports many worthwhile organizations that enrich our lives and enhance our community.



RONALD D. PAUL, CHAIRMAN

EagleBank is a community bank established in 1998 in Bethesda, Maryland. With over \$6.1 billion in assets and over 25 offices, EagleBank is the largest community bank organized in the Washington, DC Area. EagleBank is a member of the Independent Community Bankers of America, the Maryland Bankers Association and the Virginia Bankers Association. Rated A- by Kroll Bond Rating Agency, EagleBank has consistently been cited for its excellent overall financial performance by recognized bank rating services such as IDC Financial Publishing, Veribanc and BauerFinancial. For 2014, EagleBank was one of 40 banks named to the Honor Roll of Banks by Keefe, Bruyette and Woods, and was also named a 2013, 2014 and 2015 Sm-All Star Bank by Sandler O'Neill & Partners.

As Chairman of Eagle Bancorp, in 2005, Mr. Paul founded the EagleBank Foundation, which annually raises funds for breast cancer research, patient services and education. To-date, the Foundation has raised in excess of \$2.5 million.

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CRESA @DCCresaPartners

Cresa is the largest tenant only commercial real estate firm in the world. We represent a large number of technology clients globally such as, RSA, Oracle, VMWare, EMC, Twitter, and Science Logic to name a few. Cresa delivers a fully integrated platform of tenant specific services created to best support emerging technology companies.



JAMES M UNDERHILL, CHIEF EXECUTIVE OFFICER

Jim is the CEO of Cresa, the largest commercial real estate tenant advisory firm in the world. The company has offices in over 70 cities worldwide, and is known for client advocacy, thought leadership and analytics, and a special culture from being a 100% employee owned company.

Jim's focus as CEO is on expanding the firm's capabilities in key markets, growing its global footprint, and continuing investment in its advisory and service line capabilities. Jim was most recently the CEO of the Americas with Cushman & Wakefield, where he was responsible for an operating budget in excess of \$1.2 billion and over 10,000 employees. Previously Jim was the Founder and President of The Staubach Company - Northeast, which grew to become the largest region in the company before its sale to JLL. During his tenure he negotiated transactions with a combined value well in excess of one billion dollars for organizations such as Booz Allen & Hamilton, The Nature Conservancy, MCI and The World Wildlife Fund.

Jim has served on the Boards of numerous charitable organizations, including Junior Achievement, The Wolf Trap Foundation for the Performing Arts, Neediest Kids, the National Rehabilitation Hospital, and the Chesapeake Bay Maritime Museum. He is a member of the World Presidents Organization (WPO), and the Economic Club of Washington and was previously a finalist for the Ernst & Young Entrepreneur of the Year Award.

Jim received his MBA degree from Harvard Business School and has taught at Harvard College. He holds a Bachelor of Science degree from Washington & Lee University, where he recently served on the Williams School Board.

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ECKER

SHULMAN, ROGERS, GANDAL, PORDY & ECKER, P.A. @ShulmanRogers

Shulman Rogers, a full service law firm with 100 attorneys, offers superior legal services across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, mergers and acquisitions, securities, tax, intellectual property, employment, immigration, telecommunications, bankruptcy and debt restructuring, trust and estate planning, as well as other areas. In addition, the Firm has vast experience in a broad range of real estate transactions, with

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a strong emphasis on both commercial and residential closings, leasing, landlord-tenant, commercial development, acquisition, sales and related matters. Our litigators offer extensive experience in both general and complex litigation, and all methods of dispute resolution.

Shulman Rogers has garnered a reputation for providing quality representation, business insight, and client value. In addition to legal services, the attorneys provide their clients with sound strategic planning and good business advice, focusing energy on how to make a business opportunity work as opposed to dwelling on the reasons why it won't. The Firm also supports its clients by creating opportunities, through its vast client base, for financing procurement, joint venture possibilities and client-to-client business referrals.

Experience, breadth of knowledge and commitment to excellence enables the Firm to provide high quality legal services at a reasonable fee. As a result, the Firm is an attractive alternative to larger, higher-priced law firms and to smaller, less diverse firms in the Washington, D.C. area. You can learn more about Shulman Rogers by visiting our Web site at www.shulmanrogers.com.



DON ROGERS, SHAREHOLDER, BUSINESS AND FINANCIAL SERVICES

One frustration often voiced by entrepreneurs and business executives about lawyers is that "they just don't understand business." Don Rogers is a lawyer who understands business. In fact, he is a very accomplished and trusted business advisor to many startup, early-stage and growth companies.

According to Don Middleberg, a very successful entrepreneur and client, "Most lawyers don't even try to understand my business and they certainly don't know how to get a deal done. Don Rogers is a deal maker, not a deal breaker. I feel I can trust Don with anything. His experience and expertise have paid off handsomely for me and my family."

A leader in the Business and Financial Services Department at Shulman Rogers, Don is regarded by many as one of the foremost business advisory/transaction attorneys in the Metro Washington area. Beyond serving as legal counsel, he is known for his practical, hands-on experience in M&A transactions, tax and business planning, employee equity plans and succession planning.

With his background in finance, tax, accounting, and his significant experience in working with many companies, Don is able to further the growth and success of a business in many ways beyond those of a typical lawyer. Clients value Don's assistance in securing necessary resources such as seed capital, private equity, venture capital and strategic alliances. As a highly-regarded business man, he has been a very effective team member in planning and executing exit strategies, mergers and acquisitions.

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BIOHEALTH INNOVATION, INC. @BioHealthInnov

BioHealth Innovation (BHI) is a regional innovation intermediary that accelerates and facilitates technology transfer and commercialization of market-relevant research in federal labs, universities, and biohealth companies in the Region. It is a private-public partnership in the form of a 501 (c)(3) nonprofit that connects the Region's innovation assets to provide integrated technical knowledge, financial means and entrepreneurial/managerial expertise to turn promise into prosperity for the region while advancing human health.



RICHARD BENDIS, PRESIDENT & CEO @rbendis

Mr. Bendis is an entrepreneur, corporate executive, venture capitalist, investment banker, innovation and technology-based economic development leader, international speaker and consultant in the technology and healthcare industries. He currently serves as the founding President and CEO of BioHealth Innovation, a central Maryland public-private partnership focused on accelerating the growth of commercially relevant science. He is also the founding President and CEO of Innovation America (IA), a national public-private partnership focused on accelerating the growth of innovation economy in America. As one of the most recognized experts in the field of innovation economy, Mr. Bendis has served on numerous distinguished boards and task forces including the White House U.S. Innovation Partnership Advisory Task Force, the Small Business Innovation Research Committee, and the National Association of State Venture Funds board, State Science and Technology Institute, and the Ernst and Young Entrepreneurial Institute as a national/regional Judge.

Mr. Bendis has provided global consulting services to over 16 countries and 22 states, several cities and regions, along with international organizations including the United Nations, NATO, UK Trade and Industry, European Commission, French Embassy, the German Marshall Fund, The Canadian Consulate, METI, AKEA, the International Science Parks and Innovation Expert Group and other global entities. Mr. Bendis is an International speaker on Building Innovation and Entrepreneurial Ecosystems (voted a 2012 & 2014 Top 5 Innovation Speaker by Speakers Platform) and the Editor and Publisher of innovationDAILY and WEEKLY, an e-newsletter/Blog reporting on Global trends on innovation with over 1,000,000 unique visitors in over 185 Countries (voted The 4th Best Innovation Blogger in The World by Blogging Innovation).



DIXON HUGHES GOODMAN LLP @DHGLLP

With more than 2,000 people in 12 states, Dixon Hughes Goodman ranks among the nation's top 20 public accounting firms. Offering comprehensive assurance, tax and advisory services, the firm focuses on major industry lines and serves clients in all 50 states as well as internationally. Visit www.dhgllp.com for additional information.

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LISA CINES, CPA, REGIONAL PARTNER-IN-CHARGE OF MARKETING AND BUSINESS DEVELOPMENT @LisaCines

Lisa is the Regional Partner in Charge of Business Development & Marketing, and she has in excess of 30 years of public accounting experience. She is well versed in accounting firm management with an emphasis on strategic and financial management, marketing, and business development. Before joining the firm, Lisa served as the Managing Office and Chairman of the Board for nine years, and most recently Partner in Charge of Business and Corporate Development for a nationally ranked top 50 regional accounting firm. Prior to assuming leadership at this top 50 firm, she spent 20 years working with federal government contractors providing audit, tax and consulting services for emerging and mid-market companies. In addition to her regional leadership role, she has been an instrumental team leader in the DHG strategic planning process including the rollout with emphasis on the knowledge share initiative.

Lisa is a frequent speaker on matters related to accounting firm management and leadership development. In addition, she is an active participant in many industry and business organizations and community groups. Her efforts have been recognized by several media and industry outlets, and she was named one of the Washington Business Journal's "25 Women Who Mean Business."



CPAs and Trusted Advisors

SNYDERCOHN @SnyderCohn

As a firm founded in 1927, we know something about success, continuity and change. In fact, in a world where milestones are often measured monthly and quarterly, many of our clients and associates have been with us for decades.

We learned long ago that serving as an organization's accounting firm also places us in a role of trusted advisor throughout the business life cycle, including clients' major events such as organizational or ownership changes, including business formation, mergers, acquisitions, liquidation and leadership succession.

This experience translates into immeasurable added value for our clients who get the quality accounting services they expect and deserve, plus a team of seasoned advisors who've honed their skills based on hundreds of situations and years of training.

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CHERYL Y. HEUSSER, CPA, CFE

Cheryl Heusser joined the Snyder Cohn team in 2001 after teaching accounting at the high school level for four years. She became a Principal in January 2015. Cheryl holds a B.S in Accounting from the University of Maryland at College Park and a M.A. in Teaching from Bowie State University. She is a Certified Public Accountant and a Certified Fraud

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Examiner and is a member of the American Institute of Certified Public Accountants, Greater Washington Society of CPA's, and the Association of Certified Fraud Examiners.

Cheryl's clients range in industry type including technology, professional services, retail, wholesale, contractors, food services, government contracting, and real estate. In addition to serving mature businesses, she works with start-up and emerging businesses in the technology space and consults on entity choice and tax structure, setup of accounting software and systems, financing options, cash flow analysis, equity compensation, and other important tax issues. Cheryl values her clients' priorities and strives to move into action to help them achieve their goals.



CONVERGENT WEALTH ADVISORS @ConvergWealth

Convergent Wealth Advisors provide affluent families with the unique advantages offered by the family office model. Family offices are structured specifically to put advisors and clients on the same side of the table and create customized solutions for all of a client's needs. Solely specializing in financial advice, Convergent makes The Financial Family Office affordable to a wide range of affluent families.



JOHN T. ELMES, CFA®, PRESIDENT

As President, John Elmes leads Convergent's client facing organization, is responsible for the investment deliverable, contributes to national business development efforts, and is a member of Convergent's leadership boards, including the Investment, Operating and Leadership Committees.

Spanning over 25 years, John's experience includes a successful track record of building and managing wealth advisory businesses. John spent a decade with GenSpring Family Offices in multiple leadership roles, including Head of Investments, Head of Marketing/Business Development and founder of the DC office. There, he played a significant role in developing an industry changing Multi-Family Office (MFO) brand and growing assets under advisement (AUA) to over \$20 billion.

Additionally, John was a Managing Director/Market Manager at JP Morgan's Private Bank, and a Partner at Arthur Andersen.

John is a recognized speaker on the topic of family wealth and has been cited in multiple industry publications, including Investment News, FundFire, Family Wealth Report, and the Journal of Wealth Management. He holds the Chartered Financial Analyst® designation and is a member of the CFA Institute. John is a member of the Washington Society of Investment Analysts, the Maryland Technology Council, and a former board member of the Make a Wish Foundation of the Mid-Atlantic.

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John graduated summa cum laude from George Mason University School of Business with a Bachelor of Science degree in Finance and Investments. John is also an avid outdoorsman, amateur farmer, accomplished saltwater fisherman and a licensed charter captain.



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WILSON SONSINI GOODRICH & ROSATI @WilsonSonsini

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, as well as the venture firms, private equity firms, and investment banks that finance and advise them.



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.



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THE MELTZER GROUP @MeltzerGroup

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

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RICHARD DIPIPPO, PARTNER

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process.

Hailing from Longmeadow, Massachusetts, Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach.

Following his time in Foggy Bottom, Rich joined New York Life in 1985 as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents his last 11 years with the company. He was also chosen for the company's Agents Advisory Council, and served as the Chairman of the Life and Long Term Care Committee. In 1998, Rich formed RCD and Associates, a full-service insurance and planning firm. RCD then merged with The Meltzer Group in 2008.

Rich and his wife Molly reside in Silver Spring, Maryland, along with their daughter Carmen. He is an active supporter of GWU athletics, and also enjoys golf, and coaching his daughter's basketball and softball teams. Rich has been a member of the Washington Wrestling Officials Association since the early 90s, officiating countless county, regional, and state tournaments throughout Maryland.



GENERAL ASSEMBLY @GA

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 @pgleger

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

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

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

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



RYAN & WETMORE, P.C. @ryanwetmorepc

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



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.

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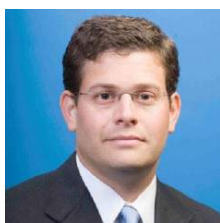
emissary realty

TODD A. SHERBACOW, CEO, EMISSARY REALTY, LLC @tsherbacow

Mr. Sherbacow founded Emissary Realty, LLC to provide service lines not currently available in commercial and residential markets. As your emissary, we are your trusted agents and cover all aspects of your real estate needs. We roll up our sleeves with our clients and interact with architects, contractors, and budgets. We help with furniture, data cabling and wiring and even telephones and IT.

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

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



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

@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."



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @StartupHoyas

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

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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 @hoyapreneur

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 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.



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 Ofce 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

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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.



INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



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.



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);

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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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First Name	Last Name	Title	Company
Mark	Walsh	Associate Administrator	Office of Investment & Innovation, U.S. Small Business Administration
Tien	Wong	Chariman and CEO	Tech 2000, Inc. and appnetic
Jonathan	Aberman	Managing Director, Founder and President	Amplifier Venture Partners, TandemNSI & Foundercorps
Elana	Fine	Managing Director	Dingman Center Angels, Robert H. Smith School of Business, UMD
Kathryn	Collings Laing	Principal	U.S. Boston Capital Corporation
Pascal	Luck	Managing Director	Core Capital Partners
Kyp	Sirinakis	Co-Founder and Managing Partner	Epidarex Capital
PRESENTERS			
First Name	Last Name	Title	Company
ePurchasing Network, Inc.			
George	Spears	CEO	ePurchasing Network, Inc.
Cindy	Cruzado	Chief Product Officer	ePurchasing Network, Inc.
David	Miles	Chief Talent Officer	ePurchasing Network, Inc.
Jennifer	Decker	Marketing Director	ePurchasing Network, Inc.
ICmed LLC			
Michael	McShea	Chief Strategy Officer	ICmed LLC
Anil	Kshepakaran	Founder & CEO	ICmed LLC
Patrick	O'Shea	Investor Relations	ICmed LLC
Greg	Pelton	Chief Medical Officer	ICmed LLC
Neolitics, Inc.			
Ali	Radfar, MD	Co-Founder and CEO	Neolitics, Inc.
Sean	Christian	Co-Founder and CTO	Neolitics, Inc.
Jerry	Jasinowski	Chairman of the Board	Neolitics, Inc.
Michael	Campbell	Board Member	Neolitics, Inc.
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Richard	McBride, Jr.	Co-Founder & CEO	SwingSpace LLC
Zak	Kidd	Co-Founder & COO	SwingSpace LLC
Samantha	Buzaid	Market Maker	SwingSpace LLC
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James	Cannon	CEO	Toto Communications, Inc.
James	Ross	Regional Manager	Toto Communications, Inc.
Sapna	Nichani	Product Experience Manager	Toto Communications, Inc.
Tria Technologies, LLC			
Arthur	Lazerow	Chairman & CEO	Tria Technologies, LLC
Cindy	Wilker	COO	Tria Technologies, LLC
Chris	Haug	Chief Financial Officer	Tria Technologies, LLC
Unbound			
Polly	Rodriguez	CEO	UnBound
Jackie	Churchwell	Chief Operating Officer	UnBound
valAUrum			
Dr. Adam	Trexler	President	valAUrum
Tom	Trexler	President	UV Design, Inc.
Bob	Rager	Board of Directors	ValAUrum
Limor	Schafman	Vice President	Relativity Sciences
Wye River Technologies			
Martin	Knott	CEO	Wye River Technologies
Owen	Knott	CTO	Wye River Technologies
ATTENDEES			
First Name	Last Name	Title	Company
Steve	Abramowitz	CEO	CEO Boardroom
Fredric	Abramson	Founder & CEO	Digital Nutrition
Javier	Aguirre	Partner	Farragut Capital Partners
Chris	Ahern	MBA Candidate	Georgetown University
Ahmed	Ali	Founder	TISTA Science and Technology
Roger	Allenbaugh	Managing Director	Northharbor Capital, LLC

ATTENDEES			
First Name	Last Name	Title	Company
Kyrah	Altman	Winner, New Venture Competition	George Washington University
Takatsugu	Amano	President	Azabu Distilling Co., LLC
Serge	Amouzou	Founder	Delect Technologies, LLC
David	Anderson	President	Hitch
George	Aposporos	Advisor	SWAG'R
Nick	Arena	Vice President	EagleBank
Ethan	Assal	CEO	Verasolve
Hilton	Augustine	Chairman & CEO	Global Management Systems
Michael	Austin	Founder	Business & IT Solutions (BITS)
Erik	Ayers	Co-Founder & CEO	GoodSeeker, Inc.
Ngozi	Azubike	Executive Vice President	OBAN Corporation
Bronwyn	Bailey	Vice President	Private Equity Growth Capital Council
Don	Baker	Managing Director	Funding Trek
Maurice	Bakley	Venture Partner	NextGen Venture Partners
Zvi	Band	CEO	Contactually
Jeffrey	Banks	Winner, New Venture Competition	George Washington University
Patricia	Barber	Founder	3 Ways Digital
Jack	Barrow	Senior Manager	CEB Corporate Venture Group
Matthew	Bart	Tax Partner	Pennington Partners & Co.
Tom	Basile	Advisor	GP Ventures
Tim	Batchelor	Chairman	White Peak Capital
Rich	Bates	CIO	Zeiders Enterprises
Vanessa	Beary	Founder	Pineapple Suitcase
Kelly	Becker	Director of Innovation Partnerships	Under Armour
Richard	Becker	Partner	Hogan Lovells
Shashi	Bellamkonda	Chief Marketing Officer	Surefire Social
PJ	Bellomo	Partner	Black Mercury
Richard	Bendis	President & CEO	BioHealth Innovation, Inc.
Reed	Benet	Founder	zeroto6t,inc.
Danielle	Bennings	Director of Events and Public Relations	Plank Industries
Sylvanus	Bent	CEO	TownStore
Aaron	Berkey	Principal	Cresa
Roger	Berliner	Vice President	Montgomery County Council
Gus	Bessalel	CFO	Fugue, Inc. (fka Luminal)
Dan	Beyers	Capital Business Editor	The Washington Post
Bruno	Bianchi	Founder	Online Owls
Derek	Blain	Principal Owner	Keller Williams Realty McLean
Peter	Bloom	Attorney	The Bloom Group LLC
PV	Boccasam	Partner	Novak Biddle Venture Partners
Galit	Bokobza	Business Operations Specialist	Tech 2000
Mark	Bolyard	Sales Manager	Tech 2000
Lesley	Boucher	VP, Consulting & Customer Experience	ORI
JP	Bourget	CEO	Syncurity
Jaime	Bowerman	CEO & Founder	Roaming Tails
Benjamin	Bradburn	Director	Fair Chance Fund
James	Brady	Vice President	AstraZeneca
Ike	Brenner	President	Ozmosis
Alain	Briançon	CEO	Kitchology
Michael	Broder	President & CEO	Brightline Strategies
Charlene	Brown	Co-Founder & CEO	ReciproCare
Bob	Buchanan	Chair	Montgomery County Econ. Dev. Corp.
Peter	Buchanan	Managing Director	Ten Mile Square Technologies
Ellen	Buchanan Mundell	Director of Business Development	Cordia Partners
Natalie	Buford-Young	Business Development Executive	Deloitte
Michael	Burton	President	Burton Equity
Ethan	Byler	Managing Director, Economic Development	BioHealth Innovation, Inc.
Charlotte	Byram	Winner, New Venture Competition	George Washington University
Anthony	Cancelosi	President & CEO	Columbia Lighthouse for the Blind
Simon	Carney	Senior VP & Regional Counsel	Brookfield Property Partners
Lyles	Carr	Senior Vice President	The McCormick Group
Vizma	Carver	CEO	ClearRoadmap
John	Casey	Managing Director	Venture Mentors LLC
Alex	Castelli	Partner	CohnReznick
Regina	Catipon	Local Marketing Producer	General Assembly
Jay	Chapel	CEO & Co-Founder	ParkMyCloud
Jonathan	Chashper	CEO	ProductSavvy
Parth	Chauhan	Winner, New Venture Competition	George Washington University
Antonia	Chen	Financial Analyst	Tech 2000
Kara	Cheseby	Managing Partner	Rock Investment Partners LLC

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First Name	Last Name	Title	Company
Yeshwant	Chillakuru	Winner, New Venture Competition	George Washington University
Jim	Chung	Director, Office of Entrepreneurship	George Washington University
George	Churchwell	Co-Founder & President	Tech 2000
Lisa	Cines	Partner	Dixon Hughes Goodman LLP
Dan	Coffing	CEO	Syntegritynet
Jonathan Barry	Cohen	Global Bus Dev	20/20 GeneSystems
Buff	Colchagoff	CEO	RosettaHealth
Angie	Collier	Director of Business Development	Aronson LLC
Bill	Collins	Chairman & CEO	The Collins Companies
Robert	Colorina	Director	AIAC Investment Group
Dan	Concannon	CEO	Minetta Brook
Tom	Condon	VP, Engagement & Revenue	Homesnap
Julie	Coons	President & CEO	Electronic Retailing Association
Christy	Cooper		Serendipity Labs
Christine	Copple	CEO	Starise Ventures
Tony	Cord	Partner	Newport Board Group
Judy	Costello	Director	MD COMMERCE BioHealth
John	Crain	Principal	452 Consulting
Chris	Crooks	Principal	Cresa
Jessica	Crytzer	Vice President	Cresa
Elza	Daniel	Photographer	Elza Photography
Will	Dantzier	CSO	Rofori Corporation
Joshua	de Gastyne	Founder	The Ultimate Doctor
Jim	DeCicco	Co-Founder & CFO	Sunniva Caffe, Inc
Jordan	DeCicco	Co-Founder & CEO	Sunniva Caffe, Inc
Taylor	Devine	Founder & Managing Partner	The CDI Group
Fred	Diamond	Founder	Institute for Excellence in Sales (IES)
Brian	Dickerson	Senior Associate	West, Lane & Schlager Commercial Real Estate
Rich	DiPippo	Partner	Meltzer Group
Randy	Domolky	Managing Director	Private Access Network
Douglas	Donatelli	Principal	Lungarno Investments
Gerard	Donovan	Patent Attorney	Reed Smith LLP
Latiffah	Douglas	Student	Montgomery Coll., Hillman Entrepreneurs Prog.
Ollen	Douglass	CFO	The Motley Fool
Ben	Ebenezer	Senior Associate	Blu Venture Investors, LLC
Jordan	Edelman	Founder	Artmonious
Ismael	Elhelbawey	Chief of Staff Intern	Tech 2000
Alona	Elkayam	Founder	Far From Timid
John	Elmes	President	Convergent Wealth Advisors
Asher	Epstein	CFO	VIVA Creative
Martha	Ertman	Professor	University of Maryland Law School
Herbert	Ezrin	President & CEO	Potomac Business Group
Brad	Fackler	Senior Director, BioHealth & Life Science	Maryland Department of Commerce
Sebastian	Fainbraun	Partner	eHealth Ventures
Sonja	Faison	Private Wealth Advisor	Merrill Lynch
Caleb	Farrell		Special Operations Leadership Academy
Olivia	Farrow	Public Affairs Specialist	Georgetown University
Fred	Farshey	President	Stanley Martin Commercial, Inc.
Richard	Faulkner	Founder / CEO	IQ Exchange
Jeri	Fellerman	SVP, Team Leader/C&I Lending	EagleBank
Zachary	Fickling	Senior Financial Consultant	Ryan and Wetmore
Heather Louise	Finch	Market Director	SmartCEO
Dwight	Fischer	Executive Vice President	Lore Systems, Inc.
Matt	Fischer	Founder & CEO	Control A+
Myra	Fitzwater	Business Development	
Dr. Sharon	Flank	CEO	InfraTrac
Ric	Fleisher	EVP Corporate Development	Urgent.ly
Mike	Fletcher	Partner	RSM US LLP
Dave	Foran	Winner, New Venture Competition	George Washington University
Brian	Frankel	CEO	Arune LLC
Laura	Fredericks	CEO	Describli
Marc	Freedman	CCE	Expense To Profit
Laurie	Freeman	Vice President	American Cyber, Inc.
Mike	Fuller	VP Global Alliances	ShowGizmo
Tim	Furey	CEO	MarketBridge
Brian	Gaister	Principal	Pennington Partners & Co
Michael	Gaister	Managing Member	GF Angel LLC
Danielle	Gallo	Manager	Ryan and Wetmore
J.S.	Gamble	Managing Principal	Blu Venture Investors, LLC

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First Name	Last Name	Title	Company
Tami	Garcia	Founder	Mully Lingua
Valerie	Gaydos	President	Capital Growth
Rick	Gersten	CEO & Founder	urbanigloo
Aaron	Ghais	Co-chair, Business and Financial Services	Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
Mark	Gilbert	Financial Advisor	The Han Group at UBS Financial
Glenn	Giles	President & CEO	Privia
Shana	Glenzer	Chief Marketing Officer	MakeOffices
Tom	Godin	COO	Gorove/Slade Assoc. Inc.
Sybil	Gohari	Founder	The Admissions Company
Nikou	Golchin	Winner, New Venture Competition	George Washington University
Melissa	Goldate	Client Development	Holland & Knight
Alan	Golden	Business Manager, Reston	Apple
Kellie	Goldstein	Chief Financial Officer	Travel Channel
Dan	Gonzalez	Principal	Avison Young
Don	Goodwin	Chief Marketing Officer	Yyotta LLC
Michael	Gordon	CEO	CC Pace
Angela	Graham	President	Quality Biological
Jennifer	Graham	VP of Marketing	Kastle Systems
Carl	Grant	EVP, Business Development	Cooley LLP
Idris	Grant	Chairman/CEO	LSi Media
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