



FALL FORUM

September 28, 2016
Hyatt Regency Bethesda



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CONNECTpreneur



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Next CONNECTpreneur Forum: December 14, Falls Church, VA

Big Idea CONNECTpreneur Fall Forum



WELCOME LETTER FROM TIEN

Dear Guests,

On behalf of our awesome Sponsors and team, I would like to welcome you to the Big Idea CONNECTpreneur Fall Forum.

Our goal is to inspire and empower regional entrepreneurs, CEOs, founders, angels, VCs, CXOs, and other business, university, and government leaders by bringing them into one room for meaningful connecting, learning, and dealmaking.

We have many people to thank: Montgomery County Council Vice President Roger Berliner; Montgomery County Executive Ike Leggett; the County Executive Office's Assistant Chief Administrative Officer Lily Qi; Steve Pennington, Managing Director in the State of Maryland's Department of Commerce; and the Montgomery County Economic Development Corp. Board and new CEO David Petr.

Our Partners have been terrific and make this event feasible. Their profiles and bios follow in this program book: Tech 2000, Lore Systems, BDO, Wilson Sonsini, Deloitte, Maryland Dept. of Commerce, Cresa, Shulman Rogers, Radius, BNY Mellon, Dixon Hughes Goodman, Montgomery County Economic Development Corp., Convergent Wealth Advisors, Hogan Lovells, MGA, Justworks, Capitol Bay Group at Ameriprise Financial, The Meltzer Group, Ryan & Wetmore, Georgetown Entrepreneurship Initiative, Dingman Center for Entrepreneurship, 1776, SmartCEO, Institute for Excellence in Sales, Wharton DC Innovation Summit, and Hafezi Capital. Thank you so much!

Finally, I want to thank our loyal and extremely hardworking team and volunteers. In particular, I'd like to acknowledge Kathy Broe, Antonia Chen, Drew Zaleski, Sean Park, Jack Weinstein, Oleg Gudym, Helen Huang, Jet Lu, and Justin Hinh. Their great work insures that these CONNECTpreneur Fora are the best and most popular events in the DC region.

Please enjoy the networking, speakers, and presenters, and make some great connections this morning!

Best,

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

S. Tien Wong

Chairman

Tech 2000, Inc. and Lore Systems, Inc.



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Big Idea CONNECTpreneur Fall Forum



AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																											
08:15 – 08:20 am	WELCOME S. TIEN WONG , Chairman, Tech 2000 and Lore Systems																											
08:25 – 09:10 am	FIRESIDE CHAT SETH GOLDMAN , Founder and TeaEO, Honest Tea																											
	COMPANY SHOWCASE																											
9:10 – 10:10 am	<table border="1"> <thead> <tr> <th>COMPANY</th> <th>PRESENTER</th> <th>TITLE</th> </tr> </thead> <tbody> <tr> <td>BeneVir</td> <td>Matthew Mulvey</td> <td>Founder & CEO</td> </tr> <tr> <td>bThere</td> <td>Amy Nichols</td> <td>Founder & CEO</td> </tr> <tr> <td>Fast Plastic Parts LLC</td> <td>Corbin Cowan</td> <td>CEO</td> </tr> <tr> <td>NEXAWARE</td> <td>Jeffrey Segal</td> <td>CEO</td> </tr> <tr> <td>RoboMQ</td> <td>Bramh Gupta</td> <td>Founder & CEO</td> </tr> <tr> <td>Speak Agent, Inc.</td> <td>Ben Grimley</td> <td>CEO & Co-Founder</td> </tr> <tr> <td>Virtue Labs</td> <td>Melisse Shaban</td> <td>CEO</td> </tr> <tr> <td>XAPPmedia, Inc.</td> <td>Pat Higbie</td> <td>CEO & Co-Founder</td> </tr> </tbody> </table>	COMPANY	PRESENTER	TITLE	BeneVir	Matthew Mulvey	Founder & CEO	bThere	Amy Nichols	Founder & CEO	Fast Plastic Parts LLC	Corbin Cowan	CEO	NEXAWARE	Jeffrey Segal	CEO	RoboMQ	Bramh Gupta	Founder & CEO	Speak Agent, Inc.	Ben Grimley	CEO & Co-Founder	Virtue Labs	Melisse Shaban	CEO	XAPPmedia, Inc.	Pat Higbie	CEO & Co-Founder
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10:10 – 11:00 am	SERIAL ENTREPRENEURS SHARE WAR STORIES Moderator: ERIC KOEFOOT , Co-Founder and Managing Partner, Public Relay, CEO and Publisher, US News Ventures, Founder and CEO, Five Star Alliance AJ JAGHORI , CEO Solebrity; Founder HelloLoCo BETH JOHNSON , Founder and CEO, RP3 Agency JEANNETTE LEE , Founder and CEO, Cyper; Founder and CEO, SYTEL																											
11:00 am	NETWORKING																											

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SPEAKERS



SETH GOLDMAN, FOUNDER AND TEAEO, HONEST TEA

Seth Goldman co-founded Honest® Tea in 1998 with Professor Barry Nalebuff of the Yale School of Management. Over the past 18 years the company has thrived as consumers have shifted toward healthier and more sustainable diets. In 2011, Honest Tea was acquired by The Coca-Cola Company. Today, Honest Tea is the nation's top selling ready-to-drink organic bottled tea and Honest Kids® is the nation's top-selling organic youth beverage. The brands are carried over 125,000 outlets in the U.S., including all Wendy's and Chik-fil-A restaurants.

In 2016, Seth transitioned to a new role at Honest Tea as TeaEO Emeritus and Innovation Catalyst for Coca-Cola's Venturing & Emerging Brands business unit. He is Executive Chairman of Beyond Meat, a privately held California-based enterprise where Seth has served as a board member since 2012. Beyond Meat is a company on the cutting edge of plant protein research and development, with a goal of providing plant-based protein foods - without sacrificing the taste, chew or satisfaction of animal meat.

In addition to offering a range of lower-calorie beverages, Honest Tea has been recognized as the first company to launch an organic bottled tea and a Fair Trade Certified bottled tea. Today every Honest Tea variety is certified organic and Fair Trade. Seth was named the #1 Disruptor by Beverage World, and Beverage Executive of the Year by Beverage Industry magazine; he was also inducted into the Washington DC Business Hall of Fame. Seth was recognized by the U.S. Healthful Food Council with a REAL Food Innovator Award for helping change the food landscape by providing options that are healthier for both the body and the planet.

Seth serves on the advisory boards of Ripple Foods, the Yale School of Management, the American Beverage Association, and Bethesda Green. He graduated from Harvard College and the Yale School of Management, and is a Henry Crown Fellow of the Aspen Institute. Seth and Barry are the authors of The New York Times bestseller Mission in a Bottle, which was published in September, 2013. The book, told in comic book form, captures their efforts to create a mission-driven business in a profit-driven world. Seth lives with his wife and three sons near Honest Tea's Bethesda, MD headquarters in an eco-friendly house.



S. TIEN WONG, CHAIRMAN, TECH 2000 INC, AND LORE SYSTEMS @tienwong (Snapchat and IG: stienwong)

Tien is Chairman of Tech 2000, a Northern Virginia based leader in technology training, mobile e-learning, and mobile content management platforms. He is also Chairman of Lore Systems, a provider of network engineering, cloud computing, and VCIO 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 Montgomery County Economic Development Corp., CIT GAP Fund's Investment Advisory Board (IAB), the Digital DC Tech Fund IAB, 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.



ERIC KOEFOOT, CO-FOUNDER AND MANAGING PARTNER, PUBLIC RELAY, CEO AND PUBLISHER, US NEWS VENTURES, FOUNDER AND CEO, FIVE STAR ALLIANCE

Eric is an experienced software executive and an Internet pioneer, having either founded or served as a senior executive for early-stage Internet companies since 1996. He was the founding CEO and Publisher of U.S. News Ventures, a branded internet publishing company funded in part by U.S. News & World Report. Previously, he was co-founder and CEO of Five Star Alliance, a successful eCommerce startup in Alexandria, which became the largest independent booker of luxury hotels worldwide and was sold in 2007 for over a 20X return to investors in less than 3 years.

Previously, Eric served in various executive roles at Washingtonpost.Newsweek Interactive (WPNI), including CFO, VP of Business Development, VP of Strategy, VP of Operations and Technology, and VP of Sales. Prior to WPNI, he worked for 9 years as a financial executive in product development at Ford Motor Company, consulted at Deloitte Consulting, and founded a startup company, PrimeSource, which provided financial and strategic consulting services to Fortune 500 clients. Eric has an engineering degree from M.I.T. and an MBA from the Sloan School at M.I.T.

An accomplished Ironman and Olympic-distance triathlete, Eric is a co-founder and Managing Partner at PublicRelay, a market-leading enterprise software company providing advanced media intelligence solutions to large corporations, trade associations, and government agencies.

SPEAKERS



AJ JAGHORI, CEO SOLEBRITY; FOUNDER HELLOLOCO

AJ Jaghori is a serial Technopreneur, Data Scientist, and Patentee. He is the CEO of Solebrity, Founder & MP at incubator HelloLoCo, Chairman of YoloData and formerly CTO of L-3 Comm., EIR at The Social Genome Project, & Principal at Google. A self-taught, dyslexic coder, he started his first tech company at 17 from the back of a car in Palo Alto. He's since had 4 successful exits, a distinguished opportunity to speak at TED, mentorship by 2 tech pioneers that paved the way for his success, a month-long digital detox with a Buddhist monk whose teachings helped him overcome startup failure, and a patent litigation battle that nearly bankrupted him --- all before the age of 30.



BETH JOHNSON, FOUNDER AND CEO, RP3 AGENCY

Beth Johnson is CEO and Co-Founder of RP3 Agency, the fastest growing advertising agency in the DC area. RP3 builds business opportunity for its clients by strengthening connections between people and brands, using insights, ideas and technologies. RP3's client roster includes blue chip companies such as Norfolk Southern, Coca-Cola Corporation, Ripley's Believe it or Not! Times Square, Children's National Medical Center, National Harbor and Long & Foster, among many others.

Beth started her advertising agency career at The Dan Rosenthal Co. in 1994, and came up through the ranks of account management as a marketing strategist. During her 15-year tenure there, she led the growth of that agency from a 3-person creative boutique into one of the region's largest, most successful full service shops. In 2009, Beth took the opportunity to launch RP3, a new agency model to meet the changing needs of marketers amidst a transformative time in the industry.

Beth believes brilliant creative comes from brilliant strategy, and works tirelessly to build a culture of curiosity at RP3 that values talented people, fosters great ideas and achieves solid business results. As a community leader, Beth is the current board chair of Washington Area Women's Foundation and serves on the boards of Greater Washington Board of Trade and Junior Achievement of Greater Washington. In 2012, Beth was named by the Washington Business Journal as one of the area's Women Who Mean Business and was recognized in 2016 as a SmartCEO Brava award winner. Beth lives in Virginia with her globetrotting husband and two teen-aged daughters. She spends most of her free time cheering, either for her favorite DC sports teams or on the sidelines at high school soccer games.

SPEAKERS



JEANNETTE LEE, FOUNDER AND CEO, CYPER; CEO, MOBOTOUR, FOUNDER AND CEO, SYTEL

Jeannette is founder and CEO of Cyper LLC, specializing in cybersecurity, IT solutions, and DOD health. Previously she was CEO of MoboTour LLC, a SaaS product company for security guard touring and property management functions.

Formerly, as founder and CEO of Sytel, Inc., a high-end IT solutions company, Jeannette's 20+ year career included: start-ups, mergers and acquisitions and business turnarounds. Her main expertise is in leadership, creative business strategies, building organizational effectiveness and propelling revenue growth. After building Sytel from \$0 to \$50 million in highly-profitable revenues, she made a successful exit selling the company to a publicly-traded company, Techteam Global LLC. She was then asked to lead their combined federal IT group; she instead left to take some time off and got involved in various angel investments.

Jeannette served as founding board member of TEDCO; Board of Trustees, George Mason University; chair of United Way of Montgomery County Maryland; Board of Visitors, University of Maryland; and as advisory board member of Celebrity Pets LLC, a venture founded by actress Jaclyn Smith.

Jeannette has been recognized for her entrepreneurial achievements and was listed by the Washingtonian Magazine's "100 Most Powerful Women in Washington", INC. Magazine's Hall of Fame for making the list of 500 fastest-growing companies in US for five consecutive years, and was named "30 Women of Historical Significance in Montgomery County" Maryland.

Jeannette was chapter officer for the Young Presidents' Organization and is currently an active member of the Chief Executive Organization, a global organization of ex-YPOs.

EXECUTIVE SUMMARY

Team:

BeneVir's scientific and executive teams were responsible for key IP behind T-Vec, the first FDA and EMA approved oncolytic virus (OV). Amgen bought T-Vec for \$1B. BeneVir is developing the team's next generation patent portfolio, which solves several major obstacles to the clinical and commercial viability of OV.

Background:

The next 20 years of cancer care will be based on biologics such as immune checkpoint inhibitors. All pharmas have multiple biosimilars in this class. Unfortunately, only 10-20% of patients durably respond to these agents.

Pharmas must increase response rates in order to maintain or expand their checkpoint inhibitor market shares. OV are widely recognized as agents that can increase checkpoint inhibitor response rates. However, combination regimens must be carefully staged because checkpoint inhibitors prematurely clear OV.

BeneVir's Breakthrough Technologies

BeneVir's T-Stealth™ solves the major limitation to OV and checkpoint inhibitor combo regimens because it is the only OV that evades clearance by immune checkpoint inhibitors. In addition, BeneVir has pioneered a scalable animal product-free manufacturing method that dramatically reduces COGS at commercial scale. The inability to efficiently manufacture large OV like T-Vec and T-Stealth™ has previously dampened pharma enthusiasm for the OV space. For these reasons, BeneVir will be a very attractive acquisition target when the first T-Stealth™ Phase 1 trial is complete in 2019.

Market

As currently formulated, T-Stealth™ is an intra-tumorally administered agent. Therefore, the first target markets are cutaneously and subcutaneously accessible tumors such as head and neck cancers as well as tumors that can be injected using ultrasound guidance. In 2015, Novartis paid \$200M in cash as part of a \$700M development deal for ADU-S100, a pre-clinical intra-tumorally administered agent.

Next generation T-Stealth™ formulations are under development to facilitate intravenous delivery. Top indications for this formulation are non-small cell lung and colorectal cancers. The US and EU markets for these indications is estimated to be \$5-9B.

Moving Forward

BeneVir is securing a \$15M round to fund through completion of the first T-Stealth™ Phase 1 trial in 2019.

FORWARD-LOOKING STATEMENTS

This Document contains forward-looking statements that are based on our management's beliefs and assumptions and on currently available information. Forward-looking statements include all statements that are not historical facts and generally can be identified by the use of phrases like "believe," "expect," "anticipate," "plan," "may," "will," "could," "estimate," "potential," "opportunity," "future," "project," and similar terms and includes statements about our:

- ability to successfully develop our products within the expected time frames;
- financial performance;
- ability to enter into future collaborations with pharmaceutical and biotechnology companies and academic institutions;
- product research and development activities and projected expenditures;
- use of the proceeds from this Offering;
- projected markets and growth in markets;
- cash needs;
- plans for sales and marketing; and
- results of scientific research.

These forward-looking statements involve risks and uncertainties. Our actual results could differ significantly from the results discussed in the forward-looking statements. You should not place undue reliance on our forward-looking statements. We do not have any intention or obligation to update forward-looking statements, except as required by law.

Company Overview:

Virtual reality and 360 video represent a game-changing new medium and is expected to be a \$30B+ industry by 2020. 360 video presents an unprecedented opportunity for businesses to market and advertise their products and services, but post-production is incredibly challenging which greatly limits usability.

Opportunity:

1. Web-based post-production and distribution of virtual reality and 360 video including editing and scheduling.
2. Commercial application of 360 video and virtual reality for advertising and marketing via white label platform and player and ad network integration.

Solution:

Our platform enables online delivery of virtual reality and 360 video to all devices and browsers and adds proprietary editing capabilities and interaction.

1. Simply upload raw video files to our platform via Google drive or Dropbox.
2. Our platform utilizes the cloud to do the heavy lifting of transcoding and rendering for 40+ formats
3. Intuitive 3D web interface to create camera focal points, dynamic overlays with text, 3D images and graphics and audio based on time and video placement. Upon selection, "layers" can lead to other videos, images, or websites all within the player.
4. Our HTML5 player works on any site & utilizes intelligent streaming with device & bandwidth detection.
5. Player shape and size is flexible and can be utilized for banner, column, native and mobile advertising and allows for large galleries of active videos on a single web page.

Business Model:

SaaS platform with subscription levels from \$100/mth - \$1000/mth plus CPM rates.

Technology:

- Proprietary transcoding to dynamically scale cloud-based CPUs depending on need and provide significant video compression
- Advanced tracking and interactions provide a wealth of data and analytics.
- Live Layers editing technology are defensible and patent pending.
- No one in the market today has the VR and 360 video streaming, interaction and management capabilities of the bThere platform.

Team:

Amy Nichols, Founder & CEO – Entrepreneur with successful exit after founding and growing a franchise company to 35 locations. Sales, marketing and social media pro, values and culture maven. Patent holder. YPO Washington DC.

David Snelling, Founder & CTO – 25 yr tech veteran, multiple patents, Dir of Architecture at Disney, VP Technology at AdReady, Research Arch at Microsoft, ad tech, video streaming, big data, machine learning, cloud, RTB and search.

Ron Perry, COO – Air Force veteran and pilot, CMO for Air National Guard. Video production and compression expert. Former tech entrepreneur, MBA.

Advisors:

Eric Freeman – Former Disney CTO of Online, video streaming pioneer, PhD in Computer Science

Randy Wootton – CEO of Rocket Fuel (Nasdaq: FUEL), SVP Sales at Sales Force, Harvard MBA

Don Schiavone - Boston Techstars Mentor, recent exit as COO at \$170M+, SaaS platform expert

Ask: \$500k in Convertible Note to grow development and customer support team for full product roll-out and customer onboarding. \$125k already committed.



FAST PLASTIC PARTS

A HIGH PERFORMANCE TEAM

www.fastplasticparts.com

Company Profile

Fast Plastics Parts LLC is one of Americas remaining custom tool makers that specializes in affordable tooling, fast turnaround and delivery of quality plastic parts on time. FPP is set apart from its global competition because of its ability to design and build molds through its proprietary automated design process using their own engineering ingenuity. This proprietary process has significantly reduced labor expense and greatly accelerated delivery time and is constantly evolving to improve performance and scalability allowing FPP to now be competitive globally in quality, lead time and cost within specifications at more favorable global pricing. Because the process is proprietary there are substantial barriers to entry allowing FPP to bring back manufacturing to America while building a stable baseline of loyal re-order customers.

FPP'S GROWTH STRATEGY

- Expand customer base by adding business development expertise and investing in sales and marketing.
- Add new market segments with higher volume and larger scale projects.
- Increase mold-making activities for long-term future revenue sustainability

Uniqueness and Competitive Advantages

- High volume production plastics manufacturer
- providing America affordable tooling
- automated process with proprietary design
- fast turnaround
- favorable global pricing

Industry info

The plastics industry is a huge part of the global economy.

Every new product launch has time constraints. FPP provides a truly unique value proposition for this large underserved market through its automated process and favorable global pricing. Plastics are responsible for countless facets of the modern life we enjoy today. From health and well being, nutrition, shelter and transportation to safety and security, communication, sports, leisure activities and innovations of industry-plastics deliver bountiful benefits to you and your world. The men and women of the plastics industry make it all possible. In the US, the plastics industry accounts for more than \$400 billion dollars in annual shipments and injection molding one area of specialization of FPP itself is \$ 25 billion.

Financial Forecasts

	Forecast 2016	Probable 2017	Possible 2018
Revenue	\$3,200,000	\$5,500,000	\$10+*
Gross Margins	50%	55%	60%
Net Income	\$500,000	\$1,200,000	\$2,000,000+

(*With multi-plant management seeking acquisitions year 3)

Experienced Management Team

Corbin Cowan, CEO- Co-founder of a boutique Private Equity Firm, former national wealth strategist, served as CEO of Oil exploration company and career identifying strategic growth and efficiency opportunities in small businesses

Craig Dixon, COO Engineer, MBA, Lean and Six Sigma initiatives, global multi-plant experience leading more than 900 people in 6 countries, past P&L oversight \$300 million+

Hyrum Anderson, Director of Tooling Division-25 years in plastics, founder of an American Plastics manufacturer, pioneered use of aluminum in plastics industry mold manufacturing, expert in developing plastics manufacturing automation processes.

Current Offering and Use of Funds (Offering \$2 million debt, equity, hybrid or customized)

The Company is offering via a private placement, to "Accredited Investors" two (2) options to participate. Proceeds from the Offering will be used for 1) Business development, sales and marketing 2) Infrastructure & operations enhancement 3) Working capital 4) debt restructure

Forward – Looking Statements

Statements and projections made in this Executive Summary and/or the accompanying financial projections should be considered forward-looking and subject to various substantial risks and uncertainties. Such forward-looking statements and/or projections are based on management's beliefs and assumptions regarding information currently available, and are made pursuant to the "safe harbor" provisions of the federal securities laws.



Email: jsegal@nexaware.com
Phone: (804) 571-1970 x702

Web address: www.nexaware.com

Management: Jeffrey Segal
Industry: Wellness and Health Monitoring
Bank: Wells Fargo
Law Firm: Morrison Forester
Amount of Financing Sought: \$1.5M
Current Investors: Private investors
Use of Funds: launch product, sales / marketing, key hires, manufacturing

Business Description: Nexaware is dedicated to helping those with limited mobility live better lives. Our targeted monitoring products are designed to provide individuals, caregivers, and family members meaningful physiological data about their health and wellness. Nexaware seeks to bring IoT appliances and applications to provide wellness monitoring tools to people with mobility impairments, especially those who are at risk for disease, obesity, or weight-related illness due to the lack of availability of proper technology, starting with our flagship product, E-Scale.

Management:

Jeffrey Segal – Serial entrepreneur with 25+ years of start-up and turn around experience and one successful exit.

Human Engineering Research Laboratory – Research team that invented technology for the E-Scale at the University of Pittsburgh.

Mike Page – Financial Advisor with 20+ years of senior executive, advisor, and principal investor in early stage businesses.

Products/Services (E-Scale): Weight management is key component to living a healthier life. For people with mobility impairments, a scale can represent a time-consuming, dangerous, sometimes embarrassing, and occasionally insurmountable challenge. Using sensors placed under each load-bearing leg of a bed or piece of furniture the E-Scale product provides an easy way to monitor an individual’s weight. The product provides point-in-time weight monitoring as well as trending information via a mobile application or website. A community of caregivers can be set up so that all the appropriate people have access to the data. The E-Scale also provides a bed exit alert feature to help keep individuals safe who are at risk of falling when they get out of bed. The target cost for a 4-post bed or piece of furniture is approximately \$650.

Technologies/Special Know-how: The Company is licensing technology from the University of Pittsburgh that was developed by the University’s Human Engineering Research Laboratory. The E-Scale concept was conceived in 2013 and supported by 3 different grants totaling \$200,000 so far.

Market: Over 40M people are mobility impaired. There is no in-home solution that is affordable, practical and safe. Approximately 17M+ people are cared for by professionals (i.e., Home Health, Senior Care, Short/Long-Term Rehabilitation, Hospice) and need help weighing themselves. The professional solutions are expensive, operationally inefficient, prone to be inaccurate, and can cause injury to both the person being weighed and the caregivers helping them.

Distribution Channels: The initial focus of our sales efforts will focus on the professional sale. Manufacturer’s representatives are already selling into the professional caregiver market segment will be leveraged as the primary sales force with an internal sales lead to support them. The company website will be used for direct sales, although no marketing efforts will be focused on this channel in 2016/2017.

Competition: Several companies sell into the professional caregiver market segment and there are no direct to consumer competitors. These include bed manufactures like Hill-Rom, scale specialists like Hoyer, Innovision, and Lilly Pad. The majority of the products cost between \$2,500 and \$25,000 and require a caregiver to help you get weighed. Lily Pad is the only product under \$1,000, but it is for wheelchairs only. The majority of competitor’s products do not integrate with mobile devices nor provide trending information.

Pro Forma Financial Projections:

	2016	2017	2018	2019	2020
Net Revenue:	0	4,505	11,518	30,732	58,391
EBITDA:	(466)	(328)	1,281	7,872	18,496

(dollars in thousands)

Company

Founded: Feb, 2012

Active operations: Oct, 2013

Product development: Oct, 2013 to Dec, 2014

Product Launch: Jan 2015 at ITExpo, Miami

First Customer: TopGolf in May, 2015

People

Bramh Gupta: Founder & CEO, ran middleware for fortune 100 telecoms. Industrial engineer with MBA from Kellogg School of Management.

Fred Yatzeck: Co-founder & Principal Architect. Designed and developed middleware for leading telecoms.

Advisors:

Brien Biondi: Former CEO, EO

Gurvinder Ahluwalia: Cloud Services CTO, IBM

Staff: Team of 15, all in US.

Headquarter: 8260 Greensboro Drive, Ste. A32, McLean, VA

Financials

Revenue, 2015: \$590,450

Revenue, Q3, 2016: \$844,000

Funding:

- Bootstrapped by founder, no investment to date
- Seeking investment for growth & customer acquisition

Pipeline

- 60+ trial customers
- 6 active Enterprise sales efforts

RoboMQ is an IoT & SaaS integration platform that can integrate any device, sensor, SaaS application, enterprise system or cloud over any industry standard protocol with no proprietary APIs.

Key differentiation:

- Any-to-Any Integration - connect devices and application using any protocol
- Designed for latest technologies, Hybrid Clouds, Internet of Things and Microservices
- Disruptive technology to enable traditional businesses to transform to as-a-service model

Patent pending technology for protocol adapters and converters allowing seamless Any-to-Any integration

Target Market:

- **SaaS & Enterprise Integration** - \$1B in 2015 expected to be \$2B in 2016. Traditional mature market opened up due to disruption created by cloud and SaaS.
- **IoT Integration** - Evolving early stage market expected to grow by 2020 to \$1.4B.

Two markets are expected to merge as one Enterprise IoT market which is vision for the company.

Traction:

- Featured as “20 Most Promising M2M companies” by CIO Review Magazine
- Featured as “10 Fastest Growing IoT companies” by Silicon Review Magazine
- Selected in IBM Global Entrepreneur program
- Marketplace presence on IBM SoftLayer and AWS, Google Cloud

Entity: Speak Agent, Inc., a Delaware C Corp
Industry: K–12 Ed Tech
Employees: 11 FTEs
Capital Sought: \$2,500,000
Current Investors: Founders, TEDCO
Use of Funds: Customer acquisition & deployment
Legal: Stephen Thau, Morrison & Foerster

MARKET OPPORTUNITY

Digital English Learning will be \$3.8B by 2020 (10% CAGR).
 US Special Education tech is a \$700M adjacent market.

Speak Agent Inc. 5-year Pro Forma (in 1,000s USD)

	2017	2018	2019	2020	2021
Revenues	\$928	\$2,228	\$4,631	\$9,495	\$19,486
Cost of Sales	\$75	\$499	\$1,143	\$2,333	\$4,805
Gross Margin	\$854	\$1,729	\$3,488	\$7,162	\$14,681
Operations	\$1,615	\$2,596	\$3,393	\$5,174	\$8,158
EBITDA	-\$752	-\$853	\$113	\$2,014	\$6,562

LEADERSHIP TEAM

Ben Grimley, CEO — Grimley is a former ESL teacher who founded *PBS Kids Mobile* & *PBS Kids Play!* His apps have enabled significant gains in language acquisition. He holds a MBA from Johns Hopkins University.

Vijay Lakshman, COO — Lakshman is a former ELL and 27-year veteran of the interactive software field. His titles (such as *Lord of the Rings*) have over \$1 billion in retail sales. He holds a GMP, Harvard Business School.

Katie Cunningham, CTO — Cunningham is a leader in Python software development and a highly sought-after keynote speaker, author, and mentor. She led tech teams for 9 years at NASA and Cox Media.

Mike Huckaby, VP Sales — Huckaby is a former ESL teacher with 15 years in education sales at Pearson, McGraw-Hill, Houghton Mifflin and Cambridge. He holds a M Ed from George Washington University.

Dan LaFountain, VP Marketing — LaFountain has 22 years marketing edtech at LEGO, Blackboard, Kaplan, and Teaching Strategies. He holds a M Ed, Elementary Education, Boston U. and MA in EdTech, Pepperdine.

COMPANY PROFILE

Speak Agent, Inc. is an education company dedicated to closing the academic achievement gap for English Language Learners (ELLs) in grades K-5 & beyond.

Based in Rockville, MD, the company has received \$2.2M in non-dilutive funding from the US Dept. of Education, DARPA, NSF and TEDCO. Its flagship product is *Speak Agent*, an online learning platform for ELLs. The company was born out of the CEO’s frustration as a former teacher with the lack of tools needed to help ELLs achieve academic success. Existing solutions fail to address the unique instruction and assessment needs of customers. *Speak Agent* gives customers control. We seek to arm educators with the right intervention tools to significantly impact ELL outcomes. Early customers include Johns Hopkins University and the Global Language Project.

“There is a dearth of quality ELL tools, and the need has never been greater.” — NewSchools Venture Fund

THE CHALLENGE

The US graduation rate is 81% versus only 61% for ELLs — double the dropout rate. This alarming achievement gap begins early: By 4th grade, 92% of ELLs are failing to meet reading proficiency standards. ELLs have particular trouble with academic language. Existing solutions do not align to K-12 district content needs, fail to engage students, and do not provide actionable data. In fact, 80% of K-12 educators say digital ELL content is sub-standard.

THE SOLUTION

Speak Agent is an online learning platform that effortlessly adapts to each district, teacher and learner to meet their precise academic language needs, by subject and grade level. Educators create a tailored, highly motivating, interactive learning experience using built-in, adaptable lessons. Teachers get actionable, real-time data.



UNIQUE VALUE PROPOSITION

Speak Agent delivers just-in-time ESL instruction using its proprietary database of curated linguistic data, rich media, and engaging games that teach ELLs the word concepts needed for all subjects in their school district. It deploys out-of-the-box with district-specific content — and more can be generated on-the-fly using our authoring engine. Educators can draw upon a community bank of classroom-tested, up-to-date digital lessons that embed custom student performance evaluations.

BUSINESS MODEL

Speak Agent is licensed on a subscription basis for 1 to 5 years at \$10 per student per year. There is also a freemium tier to support teacher-to-teacher referral growth. Districts may purchase add-on services, including custom reporting, custom content development, and professional development. Adjacent market opportunities include special and remedial education, secondary education, vocational & technical English, international (China, India, Latin Am), and consumer markets.

We’d love to talk to you! Contact: Ben Grimley, CEO | (301) 956-9229 | ben@speakagent.com

VIRTUE™

In science. In beauty. In life.

VIRTUE LABS

- + Consumer-centric, omni-channel brand platform that manufactures, develops, and markets innovative, technology-based products
- + Revolutionizing the world of beauty and personal care using native ingredients found in the body to transform hair and skin

REVOLUTIONARY, SCIENCE-BASED KERATIN PROTEIN

- + Keratin in its native form — whole, unbroken, fully functional — recognized and accepted by the body as its own, with multiple therapeutic benefits
- + Technology is protected by 18 issued and pending patents
- + Over \$30 million of research and development invested in core technology over past 6 years
- + Virtue Labs holds the perpetual exclusive global license in consumer personal care
- + Owned manufacturing facility in Winston-Salem, NC

CUTTING EDGE OMNI-CHANNEL MODEL

- + Products with high gross margins allow Virtue to spend aggressively against customer acquisition
- + Direct-to-Consumer model eliminates significant retailer mark-up
- + Products' high "cost of exit" drives up consumer lifetime value, allowing larger ongoing re-investment in marketing
- + A connected data ecosystem allows for personalized messaging at every stage of the journey, and strategic upsell / cross-sell as product portfolio expands

LAUNCHING WITH HAIRCARE LINE Q1 2017

- + Premium positioning in growing \$70B category
- + Launching with 12 SKUs across haircare, styling and treatment
- + Planned roll out into skin, nail and cosmetics by end of 2018
- + Technology has expansive potential for development across categories and/or licensing
- + Haircare revenue projected to reach \$150M in 4 years with a pipeline of additional projects in process that are incremental to projections

INVESTMENT OVERVIEW

RAISED \$9M TO DATE

\$18M POST-MONEY
VALUATION TO DATE

SEEKING \$12M IN
B ROUND

4 YEAR PROJECTED
RETURN OF 14X

Management

Patrick Higbie - CEO and co-founder

John Kelvie - CTO and co-founder

Michael Myers - CPO and co-founder

Franklin Raines - Executive Chairman and co-founder

Industry: SaaS Marketing Technology

Founded: 2012

Employees: 11

Law Firm: Morrison & Foerster

Capital to Date: \$8.1 MM

Financing Sought: \$2 MM

Use of Proceeds: Product Development, Sales, Marketing

Key Customers

- Slacker Radio
- National Public Radio
- Entercom
- Sam's Club
- AutoZone
- Audio.ad
- Audioemotion
- Buffalo Wild Wings
- Triton Digital
- Jacapps

Products

XAPP Ads - for audio publishers and advertisers, enables consumers to respond to audio ads by voice and increase conversion rates on audio entertainment

XAPP Discovery - for audio publishers to enable consumers voice navigation to new content

XAPP Voice Designer - for marketers and developers designing experiences for voice web

XAPP Voice CMS - for marketers to more easily maintain, monitor & update voice web content

Bespoken Tools - for developers building voice experiences for Amazon Alexa

Business Description

XAPPmedia is committed to gathering the world's content and making it accessible through voice interaction. We provide SaaS-based solutions and software development tools to brands, marketing agencies, audio publishers and developers to connect with consumers by voice.

Situation, Problem and Opportunity

Voice-first devices like the Amazon Echo's Alexa voice service and Google Home have introduced a new era in the way people interact with computers and content. The content now available for audio consumption and voice interaction complements the visual world wide web. However, content owners, developers and marketers are experiencing many of the same growing pains that characterized previous adoption of websites and mobile apps. The transition from visual navigation and content to voice-driven interaction combined with new technologies from Amazon, Google, Apple, Microsoft and others is exacerbating the challenge. Reducing these pain points provides immediate value to brands, marketing agencies, publishers and developers leading the transition of content to the voice web.

Market Size

The content of the voice web will be just as large and extensive as the world wide web. There are currently one billion websites and 47 billion web pages. Today, there are over 3,000 skills for Amazon Alexa and the number is growing 5% weekly as of September 2016. Google Home is due to announce its product in October which will accelerate voice web growth.

Value Proposition

XAPP provides software that makes it faster and easier to design, develop, distribute, manage, monitor and update interactive voice experiences for the voice web and audio advertising. We also enable brand voice content to be built once and run anywhere.

Business Model

XAPP provides an integrated SaaS solution for interactive voice services across all technology platforms we serve. The voice-interactive advertising and audio discovery solutions for audio publishers and advertisers are provided on a CPM or monthly subscription basis. The XAPP Voice CMS is offered as a monthly subscription service. XAPP Voice Designer and Bespoken Tools are provided free of charge to users.

Competitive Advantage

XAPP has deep expertise and purpose-built tools focused on voice-driven user interaction. This includes expertise in voice recognition, encoding and distribution technology and voice experience design. Our tools and SaaS solution have been adopted by leading audio publishers and brands. We have built hundreds of voice experiences for audio content discovery, advertising and Alexa skills.

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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, 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's 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.



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

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of the Company's engineering operations and sales engineering functions, and built the Company's vCIO (virtual Chief Information Officer) practice.

Drew has over 17 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.

Deloitte. **DELOITTE & TOUCHE LLP @deloitte**

Deloitte's emerging growth company practice works with innovative high-growth companies on their way to becoming the next generation of market leaders. Through our multidisciplinary approach focused on quality, our team of dedicated professionals understands the challenges that venture capital-backed companies face and offers a broad perspective on emerging issues, leading practices, and industry trends.

The practice is also home to Deloitte's Tech Venture Center in McLean which hosts programs throughout the year, which provides entrepreneurs with excellent networking, introductions to investors, and learning from subject matter experts.



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

Steve has more than 20 years of diverse experience in serving emerging technology companies, their entrepreneurs, and venture and private equity investors. He has led audits of these privately-held entities, working with CEOs and CFOs to make the audit process a valuable tool throughout the business growth cycle.

Steve is an active leader in many programs impacting the entrepreneur and local communities including: Lead Program Partner for the Deloitte Fast 500- awards program that recognizes the top 500 Fastest Growing Technology Companies; Executive Leader of Deloitte's Tech Venture Center, a forum providing education programming and networking events for entrepreneurs; Treasurer and Board of Directors for MindShare. An invitation-only CEO Peer organization designed to strengthen entrepreneurs in the Greater Washington market through educational programs and the MindShare member network; Board member for Mid Atlantic Venture Association; Past Greater Washington Advisory Board Member – Network for Teaching Entrepreneurship. Steve also serves as a guest lecturer teaching entrepreneurship and financial models at GWU, UVA and American University.

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BDO @bdoaccountant

For more than 100 years, BDO USA has been recognized as a premier accounting, tax, financial advisory and consulting organization. Providing services to a wide range of publicly traded and privately held companies, BDO offers a sophisticated array of services and global capabilities, combined with the personal attention of experienced and committed professionals. Founded on timeless values, motivated by entrepreneurial thinking, anchored by individual accountability and professionalism, and distinguished by quality and independent service, our distinct culture is the reason people who know, choose BDO.



MARK ANDERSEN, PARTNER

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



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @wilsonsini

Wilson Sonsini Goodrich & Rosati is the premier legal advisor to technology, life sciences, and other growth enterprises worldwide. We represent companies at every stage of development, from entrepreneurial start-ups to multibillion-dollar global corporations, 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

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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.



MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT **@montgomerycomd**

The Montgomery County Economic Development Corporation brings a big and bold approach to achieving greater economic competitiveness and prosperity in Montgomery County, MD. A nonprofit organization with a fresh public/private perspective, entrepreneurial spirit, and proactive approach to economic development, the MCEDC is focused on maximizing Montgomery County's rich diversity of people, talent, and multitude of workforce and business expertise to keep it at the leading edge of today's hyper-competitive economic development environment.

Comprised of a highly-inclusive team of 11 on its Board of Directors, the MCEDC is committed to upholding and extending the County's vibrant community and leveraging the advantages it brings for the future of business across the region.



DAVID PETR, PRESIDENT AND CEO

David Petr is the first President and CEO of the Montgomery County Economic Development Corporation. Petr joins the MCEDC from the Central Florida Development Council where he was the President and CEO. While at the CFDC, Petr successfully transitioned the organization from a public/private partnership to a private organization, while achieving record-setting job creation and capital investment results during his tenure. His unique talents in organizational transformation and team building while running a high-performing economic development program will align well to the immediate and long-term needs here in Montgomery County.

Regional in his perspective and collaborative in nature, Petr is already working with key business, government and education leaders to market the many strengths of Montgomery County with a focus in the areas of business expansion, talent development, international trade, infrastructure, fundraising, advocacy, entrepreneurship and access to capital.



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.

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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 a \$1.2 billion operating budget and over 10,000 employees. Previously Jim was the Founder and President of The Staubach Company - Northeast, which became the largest region in the company before its sale to JLL. He has negotiated transactions with a combined value 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, and the Economic Club of Washington.

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.



BNY MELLON

BNY MELLON @bnymellon

BNY Mellon Wealth Management is among the nation's leading wealth managers, with 229 years of experience in providing investment management, wealth and estate planning, and private banking services to financially successful individuals and families, family offices, and nonprofits. Locally, we have a specialized expertise advising entrepreneurs making the transition from leading a company to living off of an investment portfolio.



CHRISTOPHER K. ROSS, SENIOR PORTFOLIO MANAGER

Mr. Ross is a Senior Portfolio Manager in the Washington, DC office of BNY Mellon Wealth Management. He leads client relationships and their investment strategy. Mr. Ross currently serves as a voting member of the BNY Mellon Investment Strategy Committee and formerly served on the BNY Mellon Equity Strategy Committee.

Mr. Ross has more than 20 years of industry experience managing investments for wealthy families and institutions. Previously, he was with Wells Fargo Private Bank, where he was responsible for his clients' investment management, planning and balance sheet management needs. Mr. Ross was the Branch Office Manager for the DC office of Neuberger

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Berman, where he successfully grew the office to one of the most profitable at the firm.

Mr. Ross holds a Master of Business Administration from the Mason School of Business at the College of William & Mary. He also holds a dual Bachelor's degree in Economics and History from Salisbury University. Additionally, Mr. Ross has completed post graduate work at the Johns Hopkins University.



RADIUS

Radius helps companies expand and win globally. Clients from startups to larger multinationals take advantage of Radius' international accounting, finance, banking, tax, HR, legal and compliance support to simplify their core operations, reduce their risk exposure and improve the management and control of their overseas businesses.

Radius delivers support and expertise through managed services, advisory services and OverseasConnect, our integrated cloud-based software platform, to create solutions that meet the needs of over 600 clients operating in 110 countries around the world. Headquartered in Boston, MA with offices in the UK, Brazil, China, India, Japan and Singapore, we are the global growth experts. For more information, please visit radiusworldwide.com.



LISA CINES, SALES DIRECTOR

Lisa Cines is a Director at Radius. Prior to Radius, Lisa has over 35 years of progressive accounting and finance experience. Most recently Lisa was the Regional Partner in Charge of Business Development & Marketing at Dixon Hughes Goodman (DHG), where she was tasked to increase the firms' market share in specific industries. Prior to this she held leadership positions at Aronson LLC, a top public accounting firm. Her roles included Partner in Charge of Business and Corporate Development, Managing Partner, and Government Contracting Practice Partner. She graduated with a degree in Accounting from University of Maryland and is a Certified Public Accountant and Chartered Global Management Accountant. In addition, Lisa has many other related affiliations and rewards including American Institute of Certified Public Accountants (AICPA), Board of Directors 2006-2009; Maryland Association of Certified Public Accountants (MACPA) Current Chair of the Board,. Lisa was featured on the cover of AICPA Journal of Accountancy in March 2016.



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.

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

**SHULMAN
ROGERS**

**GANDAL
PORDY
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, and trust and estate planning. In addition, the Firm has vast experience in a broad range of real estate transactions, with a strong emphasis on commercial and residential closings, leasing, landlord-tenant, commercial development, acquisition, sales and related matters. Our litigators handle 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. 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. Please visit our website at shulmanrogers.com.



SCOTT MUSELES, SHAREHOLDER, BUSINESS AND FINANCIAL SERVICES

Scott counsels start-up, early-stage and mature private companies, small-cap and micro-cap public companies, placement agents, investment banks, and investment

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fund sponsors on a wide range of transactional and business law matters. His practice emphasizes public and private placement offerings, M&A, angel and VC transactions, crowd-funding, private equity and real estate fund formation, reverse mergers, roll-ups, SEC and state securities blue sky compliance, corporate governance and general corporate law.

For his clients that do not have in-house legal counsel, Scott often serves as the client's "outside general counsel". Scott's clients are in a wide variety of industries, including hospitality, technology, energy, government contracting, medical device, real estate, business services, retail, aviation, sports and entertainment, restaurants, and medical marijuana. He has advised buyers and sellers on scores of transactions and he has helped companies raise millions in private and public investment funds.

Scott is Co-Chairman of the Firm's Business and Financial Services Department and Chair of the Firm's Securities Practice Group. Prior to joining Shulman Rogers, he served as Of Counsel at Morgan, Lewis & Bockius, LLP. Scott began his career as an attorney-advisor at the U.S. Securities and Exchange Commission in the Division of Corporation Finance, where he worked on IPOs, mergers and other securities regulatory matters for the investment banking, securitization, hospitality and leisure industries.



The Capitol Bay Group

A financial advisory practice of
Ameriprise Financial Services, Inc.
ameripriseadvisors.com/team/the-capitol-bay-group

THE CAPITOL BAY GROUP AT AMERIPRISE FINANCIAL

The Capitol Bay Group at Ameriprise Financial Services, Inc. provides financial planning and wealth management services for middle market business owners and corporate executives. Middle market business owners and corporate executives can have many responsibilities and very little time. You need someone who is knowledgeable, sees the big picture, and focuses on the details.

We believe are that clients should have their portfolios aligned to their required returns determined from individualized financial plans and risk tolerance levels. We keep your fees competitive and employ active tactical asset allocation to ultimately drive asset class returns.

We work with Certified Financial Planners and other professionals within and outside of Ameriprise to help our clients reach their goals. These professionals include but are not limited to: Attorneys, CPAs, investment bankers, valuation experts, business advisors, commercial bankers and brand managers.



JOHN YETMAN, CIMA®, FINANCIAL ADVISOR & MANAGING DIRECTOR

John is a founding member of The Capitol Bay Group. He has 33 years of experience in the financial services industry working with major investment firms including: Ameriprise Financial, Morgan Stanley Smith Barney, UBS, Wachovia, Shearson Lehman Brothers and Johnston, Lemon & Company.

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John has conducted numerous educational seminars for major corporations and organizations, including: IMF, The World Bank, The Organization of American States, Discovery Channel, GE, and many others. He has also hosted Mid-Day Money Talk on WRC Radio. John received his Certified Investment Management Analyst® (CIMA®) certification from the Wharton School of Business. He graduated from the University of Maryland with a degree in accounting. He holds numerous registrations including, FINRA Series 7, 8, 63, 65, and Insurance for 31 states.

John is a past member of the Board of Governors of Opportunity International, which helps entrepreneurs in poverty stricken areas globally. He is also on the Board of Advisors for The House – A Place for Youth in Anacostia, DC. John resides in Bethesda, Maryland with his wife Dina and his sons Jack and Jamie.



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.



CALEB VULJANIC, CPA, PARTNER, ASSURANCE SERVICES

Caleb is a Partner in the Metro DC region. He provides various assurance and consulting services to clients in the technology and life sciences industries. He also has significant experience with complex entities and accounting issues from his role in the firm's National Professional Standards Group.

Prior to joining the firm's DC Metro market, Caleb was a member of the firm's National Professional Standards Group in which he was a technical resource for complex accounting and auditing matters. In his role there, he provided guidance on the application of recent accounting and auditing pronouncements, was a key presenter and facilitator for various firm-wide training and presentations, and performed technical reviews of various consultations and U.S. GAAP reports. Caleb has worked with clients and management teams based in Israel, the UK, France and Germany and in the summer of 2010 he completed a secondment program with a Praxity firm in Sydney, Australia.

In addition to audit services, he has provided consulting services, including merger and acquisition assistance and various internal control and accounting services to large banks and insurance companies with domestic and international operations. Caleb has also conducted training internationally in connection with consulting services.

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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.

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.

JUSTWORKS.



JUSTWORKS

Justworks frees entrepreneurs to focus on what matters: building their business and creating great places to work. Justworks is the simplest way for growing businesses to pay people and offer benefits. Its comprehensive platform automates benefits, payroll, HR and government paperwork.

With Justworks, business leaders have the resources to make their company a better place to

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work. They have increased bandwidth and peace of mind, knowing that Justworks has them covered. Their teams benefit from top healthcare, benefits, and perks normally reserved for staff in large corporations.



ISAAC OATES, CEO AND FOUNDER

Isaac Oates is the CEO and founder of Justworks, a simple all-in-one platform that automates HR, payments, benefits, and government paperwork. He built Justworks to help entrepreneurs create better places to work.

Isaac served twelve years as an intelligence officer in the National Guard and Army Reserve, worked as a software engineer at Amazon. His first startup, Adtuitive, was acquired by Etsy. At both Adtuitive and Etsy, where Isaac led the HR and payments team, he recognized the system was broken. Frustrated by paperwork, exorbitant costs, and endless hours spent on administration, he saw the need for an easy, fast, one-stop platform. The idea behind Justworks was born in 2012. Isaac holds an MBA from Cornell University and a BS in Computer Science from the University of Illinois at Urbana-Champaign. He lives in Brooklyn with his wife Lindsey, their son James, and their dog Milo.



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.



RICHARD DIPIPPA, 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. 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.

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.

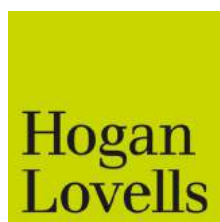
Rich and his wife Molly reside in Silver Spring, Maryland, along with their daughter Carmen. He is

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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 county, regional, and state tournaments.



HOGAN LOVELLS

Hogan Lovells offers extensive experience and insights gained from working in some of the world's most complex legal environments and markets for corporations, financial institutions, and governments. We help you identify and mitigate risk and make the most of opportunities. Our 2,500 lawyers on six continents provide practical legal solutions wherever your work takes you.



RICHARD K. A. BECKER, ADMINISTRATIVE PARTNER

With more than 30 years of experience working with corporations and private equity investors on mergers, acquisitions, and commercial transactions, Rich Becker is a go-to legal advisor for innovative corporate clients. Rich has advised parties involved in numerous high-profile mergers and strategic financings, working with executives and investors to develop effective legal structures for critical deals. From start-ups, to experienced investors and publicly traded corporations, Rich helps clients at every growth stage develop smart legal strategies.

Rich began his career in Northern Virginia, representing corporate clients and investors in the IT, telecommunications, satellite, media, biotech, real estate, defense, and homeland security spaces. Rich has overseen matters including public and private merger transactions, minority investments, joint ventures, recapitalizations, tender offers, and debt financings. Several of his clients have grown into the technology, telecom, government contracting, and investment powerhouses the public knows today.

Rich serves as the administrative partner of Hogan's Northern Virginia office, and has been recognized as a finalist for Washington Business Journal's Top Washington Lawyer for Corporate Mergers and Acquisitions. He is also featured in Chambers USA and listed among the Top 100 lawyers in the D.C. metro area by Washington, D.C. Super Lawyers. Rich has taught corporate law at George Mason University Law School, and presents regularly on the intersection between business and the law.



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

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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.



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

@umd_dingman

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



ELANA FINE, MANAGING DIRECTOR @elanafine

Elana Fine is Managing Director of the Dingman Center, where she leads the Dingman Center in support of its mission and strategic plan. Key responsibilities include oversight of our student venture incubator, Dingman Center Angels investor network, business competitions, and technology commercialization efforts. Elana also develops and maintains relationships with donors, board members, EIRs, the Smith School community and other campus and regional partners. She is also co-chair of the Dean's Task Force on Entrepreneurship and Innovation.

Prior to joining Dingman, Elana was a VP of Revolution Partners, an investment bank where she advised on a variety of tech transactions ranging between \$5 and \$100 million, including venture investments, sell side and buy side acquisitions. Elana also served as Revolution's

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CFO from 2003-2006. From 1997-2000, she was a consultant with Accenture, where she implemented technology solutions for clients in financial services, government and natural resources.

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



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 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 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, 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. He earned a B.S. in business from Appalachian State and an MBA from UNC Chapel Hill.

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SMARTCEO @smartceo

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



HEATHER LOUISE FINCH, MARKET DIRECTOR @finch_lou

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

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

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



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 partner for the best sales services, products, and training 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. The workshops are held at the USA Today Building. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales.

The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event was on June 3, 2016 and recognized companies that have exhibited greatness in sales or BD such as Everfi, DLT Solutions, Iron Bow and Deltek. This year's Lifetime Achievement Award winners were immixGroup leaders Art Richer, Steve Charles, and Jeff Copeland. Our website is i4esbd.org



FRED DIAMOND, FOUNDER

Fred Diamond is the main man for companies looking to increase their revenues and make their sales teams more effective. He created the IES in 2010 and leads its strategic endeavors.

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With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred made his mark before creating the IES as 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 the Institute for Excellence in Sales, he helps company leaders achieve their business goals by growing strong revenue channels and programs.



ANNUAL WHARTON DC INNOVATION SUMMIT

The 4th Annual Wharton DC Innovation Summit, to be held in April 2017, will bring together investors, innovators in industry and government, policy makers, entrepreneurs, academic leaders and others. The Summit has earned a reputation as a high value, high impact way for entrepreneurs, business executives, government officials and others dedicated to become more successful leaders by leveraging the power of innovation.

The DC Summit will provide an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed as an innovator.

The Summit has attracted over 1,100 attendees (representing over 250 private and public organizations) who are eager to listen and interact at a full day of keynote and other sessions, networking breaks and a concluding reception.



ALI QURESHI, VICE PRESIDENT @aliq21

Ali brings two decades of experience assisting Federal Government and commercial clients in meeting their technology services needs through innovative solutions. Ali is currently the Program Chair for the Annual Wharton DC Innovation Summit, and recently elected to the Board of Directors for the Wharton Club of DC. Ali served as VP of Consulting Services, where he was responsible for the organization, development, and management of Xcelerate's delivery team. He led the strategic development efforts that helped the company achieve 35% annual growth year over year. Prior to Xcelerate, Ali had leadership experience in a number of healthcare technology companies serving Federal, private, and international customers. He was CTO for RF Telematics.

Ali also served 8 years in the Office of the Chief Administrative Officer for the U.S. House of Representatives in a variety of technology leadership positions. Ali had a successful consulting career supporting projects that focused on environmental policy, telecommunications, strategic sourcing, and healthcare with Booz Allen Hamilton and Accenture. Ali holds a Bachelor's Degree in Environmental Engineering from Wilkes University and an Executive Master's Degree from the Wharton School and School of Engineering and Applied Science at the University of Pennsylvania. He is a long time resident of Northern Virginia and currently resides in Ashburn, VA with his wife and two children.

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HAFEZICAPITAL INTERNATIONAL CONSULTING @hafezicapital

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



BABAK HAFEZI, MA, MBA, CEO @bhafezi

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

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



TRADEUP CAPITAL FUND

TradeUp Capital Fund (tradeupfund.com) is a new growth capital platform with a great team that enables globalizing telecom and tech companies raise \$3m-\$100m Series A, B and C rounds to propel their growth. TradeUp has world-class expertise in capital raises for tech companies from a range of institutional investors, elite Silicon Valley VCs, and corporate strategics in the U.S., Asia, Europe, and Latin America – while typically charging 50-75% less upfront than investment banks would charge.

CONNECTpreneur Forum, September 28, 2016

SPEAKERS			
First Name	Last Name	Title	Company
Seth	Goldman	Founder and TeaEO	Honest Tea
Tien	Wong	Chairman	Tech 2000 and Lore Systems
Eric	Koefoot	Co-Founder and Managing Partner	Public Relay
Jeannette	Lee	Founder and CEO	Cyper, MoboTour, SYTEL
Beth	Johnson	Founder and CEO	RP3 Agency
A. J.	Jaghori	CEO and Founder	Solebrity, HelloLoCo, Yolodata
PRESENTERS			
First Name	Last Name	Title	Company
BeneVir			
Matthew	Mulvey	Founder & CEO	BeneVir
bThere			
Amy	Nichols	Founder & CEO	bThere
Ron	Perry	COO	bThere
Fast Plastic Parts LLC			
Corbin	Cowan	CEO	Fast Plastic Parts LLC
Michael	Fugler	Chairman	EURO Financial Network, Inc.
NEXAWARE			
Jeffrey	Segal	CEO	NEXAWARE
Gerard	Eldering	Founder	NEXAWARE
Robert	Schumann	Consultant	NEXAWARE
RoboMQ			
Bramh	Gupta	Founder & CEO	RoboMQ
Fred	Yatzeck	Co-Founder & Principal Architect	RoboMQ
Prutha	Munshi	Software Developer	RoboMQ
Wesley	Zhang	Software Developer	RoboMQ
Speak Agent, Inc.			
Ben	Grimley	CEO & Co-Founder	Speak Agent, Inc.
Vijay	Lakshman	COO & Co-Founder	Speak Agent, Inc.
Katie	Cunningham	CTO & Co-Founder	Speak Agent, Inc.
Virtue Labs			
Melisse	Shaban	CEO	Virtue Labs
Michael	Fishoff	CFO	Virtue Labs
Chris	Parmentier	Head of Business Development	Virtue Labs
XappMedia			
Pat	Higbie	CEO & Co-Founder	XAPPmedia, Inc.
Franklin	Raines	Executive Chairman & Co-Founder	XAPPmedia, Inc.
Harley	Radin	Co-Founder	XAPPmedia, Inc.
ATTENDEES			
First Name	Last Name	Title	Company
Steven	Abramowitz	Chief Executive	CEO Boardroom
Fredric	Abramson	Founder & CEO	Digital Nutrition
Ed	Addison	CEO	Cloud Pharmaceuticals
Babafemi	Adegbite	Graduate Assistant/MBA Candidate	Robert H. Smith School of Business
Kyle	Adkins	Associate	Savano Capital Partners
Eric	Adler	Partner	Adler Associates
Mirza	Ahmad	Founder	Menushare
David	Aiken	Principal	VentureCount LLC
Wataru	Akahata, Ph. D.	Founder & CEO	VLP Therapeutics
Satya	Akula	CEO	AMYX
Camille	Alexander	Senior Director	BNY Mellon Wealth Management
Anthony	Allard	CEO & Founder	EYESPOT
Jisele	Alter	COO	Benchmark Health Systems
Laura	Ambrosio	Communications Specialist	Metropolitan Washington Council of Gov'ts
Moss	Amer	Analyst	Maryland Venture Fund
George	Aposporos	Advisor	Swag'r

First Name	Last Name	Title	Company
Ethan	Assal	Manager	CYwP Fund
Larry	Austin	President	StarWalker LLC
Akobir	Azamovich	Founder	4 Stay
David	Bain	President	TM Technologies, Inc
Donald	Baker	Chief Trekking Guide	Funding Trek
Steve	Balistreri	Director	Deloitte
Daniel	Balkin	VP & Director of Marketing & eCommerce	Tower Federal Credit Union
Jeffrey	Banks	Alumni	George Washington University
Laura	Baracaldo	CEO	Policy Partners LLC
Trish	Barber	Founder	3 Ways Digital
Philipp	Barminov	Analyst	Kiddar Capital
Henry	Barratt	Managing Director	Blue Water Capital
Meghan	Barry	Account Executive	SmartCEO
Tim	Batchelor	Chairman	White Peak Capital
Fernando	Batista	COO	InvestUSC LLC
Chuck	Bean	Executive Director	Metropolitan Washington Council of Gov'ts
Richard	Becker	Administrative Partner	Hogan Lovells
Georgia	Beglin	Business Performance Advisor	Insperity
Rich	Bendis	President & CEO	BioHealth Innovation, Inc.
Aaron	Berkey	Principal	Cresa
Roger	Berliner	Councilmember and COG Board Chair	Montgomery County Council
Casey	Berman	President of Operations	Berman Enterprises LP
Marlon	Bernal	Assurance Senior Manager	BDO USA, LLP
Monica	Beyrouti	Government Relations & Member Services	Metropolitan Washington Council of Gov'ts
Neeraj	Bhushan	Founder	Benchmark Health Systems
Len	Biegel	Owner	The Biegel Group Inc
Randy	Blake	Principal	Duncaster Investments
James	Bo	President	BusinessObject Solutions
Christian	Bolden	Professional Staff Member	US House of Representatives
Hal	Boles	Chairman Emeritus	GetMunicipalFinancing.com
Gore	Bolton	CEO	Piranha Tank
Lisa	Bonanno	Former VP, Marketing	Brivo
Quinton	Bowman	Investor	
Alain	Briançon	CEO	Kitchology
Dave	Brigati	EVP Sales	TaaSera
Steve	Britt	Partner	Berenzweig Leonard
Kathy	Broe	Director, Compliance	Lore Systems, Inc.
Danai	Brooks	Managing Partner	Glen Echo Capital
Bob	Buchanan	Chair	Montgomery County Econ. Dev. Corp.
Peter	Buchanan	Managing Director	Ten Mile Square Technology
Loren	Buck	Fmr. COO	RMG Networks
Natalie	Buford-Young	Business Development Executive	Deloitte
French	Caldwell	Chief Evangelist	MetricStream
Stephen	Candelmo	CEO	Synapsify
Charles	Carr	Assurance Partner	RSM US LLP
JJ	Carrasco	Managing Partner	Atoll Financial Group
Benjamin	Carson, Jr.	Partner	Interprise Partners, LLC
Merlynn	Carson, M.D.	CEO	Myriddian, LLC
Jason	Casey	Founder	Eidetic Technology
John	Casey	Founder & CEO	Rawfish Technologies
Alex	Castelli	Partner/Technology & Life Sciences	Cohn Reznick
Glenn	Chamoff	Business Development Regional Director	BDO USA, LLP
Jay	Chapel	CEO/Co-Founder	ParkMyCloud
Antonia	Chen	Financial Analyst	Tech 2000, Inc.
Hao	Chen	President & CEO	DRI Biosciences Corporation
Rob	Cherry	Senior Manager – Assurance	Dixon Hughes Goodman LLP
Yonald	Chery	CTO	DataTribe
Philippe	Chetrit	CEO	Mobilest
Cameron	Childs	Founder	Cultural Quotient Corporation
Yeshwant	Chillakuru	Student	George Washington University
Gukjun	Chung	Student	Montgomery College Hillman Program
Jim	Chung	Associate VP Entrepreneurship	George Washington University
Lisa	Cines	Sales Director	Radius
Jennifer	Clack Hecht	Associate VP Business Development	BenComm
Derek	Coburn	CEO & Co-Founder	Cadre
Dan	Coffing	President	Syntegrity Networks

First Name	Last Name	Title	Company
Barry	Cohen	Global Business Development	20/20 GeneSystems, Inc
Jonathan	Cohen	CEO	20/20 GeneSystems, Inc.
Buff	Colchagoff	Founder & CEO	Nitor Group, Ltd.
Bill	Collins	Chairman & CEO	The Collins Companies
Christine	Copple	CEO	Starise Ventures
Victor	Cora Nazario	COO	SOAR Community Network, LLC
Lynda	Correa	Student	George Washington University
Judy	Costello	Director, BioHealth & Life Sciences	State of Maryland Dept. of Commerce
Chris	Crooks	Principal	Cresa
Jessica	Crytzer	Vice President	Cresa
Joseph	Cudby	Sr. Director Prof. & Gov't. Security Svcs.	Level(3)
Jack	Daggitt	Partner	XOL Ventures
Suruchi	Dahal	Student	Montgomery College Hillman Program
Carmine	D'Aloisio	Senior Innovator in Residence	AU Center for Innovation in the Capital
Justin	D'Aniello	Associate Attorney	Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
Thomas	Dann	Managing Director	CastleHaven Advisors, LLC
John	Daus	President	DigiFutures
Gordon	Davidson	Chairman	Lightsense Technology, Inc.
Christina	Davies	Principal	Cornerstone Development
Randy	Davis	CEO	DynAgility
Henrik	de Gyor	Chief Consultant	Another Dam Consultancy
Cynthia	de Lorenzi	Chairman	Enable Women
Holly	DeArmond	Associate Director	Dingman Center for Entrepreneurship, UMD
Alex	Deegan	Principal	Juggernaut Capital Partners
Dennis	Defensor	President	Distrix Networks
Tony	DeFlumeri	Business Development Director	BDO USA, LLP
Taylor	Devine	Founder & Managing Partner	The CDI Group
Mahesh	Dhillon	Founder & President	Agilyst
Fred	Diamond	Founder	Institute for Excellence in Sales
Brian	Dickerson	Senior Associate	West, Lane & Schlager
John	Dierks	Managing Director	PickWick
Gian	Dilawari	President	Dilnet, Inc.
Joe	DiMaria	Senior Account Executive	Computer Enterprises, Inc.
Bob	Dinkel	Director	Pierce Capital Partners
Ronald	Dinwiddie	Chief Technology Officer	Purposely, Inc.
Rich	DiPippo	Partner	The Meltzer Group
Randy	Domolky	Managing Director	Private Access Network
Kensley	Dougan	Financial Advisor	Securian Capital of the Chesapeake
Serena	Du	co-founder	Genewhisper
Amanda	Ducey	Account Executive	SmartCEO
Dennis	DuFour	President - Government Services	TDEC
Chloe	Durkin	Inside Sales Representative	Radius
Jan	Dvorak	Investor	Jan Dvorak
Ben	Ebenezer	Senior Associate	Blu Venture Investors, LLC
DeWayne	Ellis	Managing Director	The Wealth Syndicate LLC.
John	Elmes	President	Convergent Wealth Advisors
Taher	Elsheikh	Student	George Washington University
Jeff	Englander	Founder	Cyber Timez
Phil	Esterman	Founder	Storytime
Kelvin	Everitt	Senior Manager	Apple
Herb	Ezrin	President	Potomac Business Group
Sonja	Faison	Private Wealth Manager	Merrill Lynch
Mike	Fallon	MBA Candidate 2017	UMD Robert H. Smith School of Business
John	Fanguy	Angel	
Julie	Farkas	Chief Strategic Growth Officer	Urban Alliance
Rebecca	Farkas	Associate Director, Collaborations	MedImmune, Inc.
Fred	Farshey	President and CEO	Stanley Martin Commercial, Inc
Brian	Feldman	Senator	Maryland General Assembly
Zach	Ficklin	Senior Finance Consultant	Ryan and Wetmore
Hudson	Finch-Batista	CEO	InvestUSC LLC
Elana	Fine	Managing Director	Dingman Center for Entrepreneurship, UMD
Dwight	Fischer	Executive Vice President	Lore Systems, Inc.
Matt	Fischer	CEO	Swyft Air
Dr. Sharon	Flank	CEO	InfraTrac
Ric	Fleisher	Co-Founder & EVP	Urgent.ly
Dale	Flippo	CEO	Visionary Technology Management, LLC

First Name	Last Name	Title	Company
Nancy	Floreen	Council Member	Montgomery County Council
Cheryl	Foil	Principal	Kiddar Capital
Lynne	Ford	EVP	Calvert Investments
Terry	Forde	President & CEO	Adventist HealthCare
Ryan	Forsythe	CEO	Qlipt
Brian	Frankel	CEO	Arune LLC
Marc	Freedman	CCE	Expense To Profit
Alan	Friedman, Ph.D.	Managing Principal	Focus-to-Win, Business
Joyce	Fuhrmann	Chief of Staff	Montgomery County Econ. Dev. Corp.
Jeff	Furst	CFO	GANTECH
Squire	Galbreath	President	Interchange Credit Services
Danielle	Gallo	Senior Manager	Ryan and Wetmore
J. S.	Gamble	Managing Principal	Blu Venture Investors, LLC
Denise	Garcia	Chief Executive Officer	InfiniTrak
Daniel	Gartenberg	CEO	Fly Fleet LLC
Jerry	Geller	Licensing Associate	The George Washington University
Nicole	Geller	Investor	
Rick	Gersten	CEO & President	Urban Igloo
Aaron	Ghais	Co-chair, Business & Financial Services	Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
Mark	Gilbert	Financial Advisor	Han Group at UBS
Rick	Gilchrist	Chief Revenue Officer	Guardian Data Systems
Glenn	Giles	President & CEO	Privia
Barry	Glauberman	Managing Director	Glauberman & Associates LLC
Adam	Goddard	Managing Director	The Capitol Bay Group, Ameriprise Financial
Thomas	Godin	COO	Gorove/Slade Associates, Inc.
Alan	Golden	Business Manager, Reston	Apple
Michael	Goldman	President & Founder	MGA, Inc.
Francesca	Gonzalez-Roel	Senior Account Executive	Justworks
Michael	Gordon	CEO	CC Pace
David	Gorodetski	Founder & COO	Sage Communications
Bill	Grabner	SVP, Client Engagement	Potomac Recruiting
Angela	Graham	Board Member	Montgomery County Econ. Dev. Corp.
Carl	Grant	EVP, Business Development	Cooley
Mark	Greathouse	Managing Director	Mid-Atlantic Angels
Bob	Greene	Senior VP Business Development	Wexler Consulting Group
Richard	Greene	CPA & Business Advisor	RGA Business Advisory
David	Greer	Founder & CEO	DHG & Associates
Aaron	Gregg	Reporter	The Washington Post
Ingar	Grev	Managing Director	The Growth Coach
Philip	Gross	Managing Director	ERA
Thomas	Gross	CEO & Founder	Energy Ventures LLC
Susan	Groter	Senior Business Performance Advisor	Insperty
Oleg	Gudym	Senior Engineer	Lore Systems, Inc.
Fred	Gumbinner	Managing Director	YG Funding Group
Dionne	Gumbs	SVP	US Trust
Fulya	Gursel	Director of Marketing	TEDCO
Rebekah	Gutierrez	Student	Montgomery College Hillman Program
Babak	Hafezi	CEO	HafeziCapital International Consulting
Gator	Halpern	Co-Founder	Coral Vita
Hammond	Han	Senior Vice President	Han Group at UBS
Tom	Hardart	Partner	XOL Ventures
Ed	Harrell	Managing Partner	Harrell Capital Partners LLC
Jeffrey	Hausfeld MD, MBA	Chairman and Founder	Society of Physician Entrepreneurs
Vitaliy	Hayda	Founder & CEO	ifexo
Chris	Hayes	Chairman	Revere Bank
Stacy	Hayes	Vice President	VIRTUSTREAM
Jen	Hecht	President	The Dating Advisory Board
Glen	Hellman	CEO	Driven Forward
Melissa	Henderson	Freelance Photographer	
Christopher	Hertz	President	New Signature
Cabral	Hobson	Partner	Crew Solutions Inc
John	Holaday	CEO	ExoCyte Therapeutics
Mark	Holloway	Associate	Wilson Sonsini Goodrich & Rosati
Michael	Holstein	Founder	The Content Farm
David	Honeywell	Founder & President	Honeywell Consulting, LLC
James	Hoover	CEO	Taveekan Capital

First Name	Last Name	Title	Company
Darnley	Howard	President	Advansa International
Vernon	Howard	CEO & Co-Founder	Clinchr
Alice	Hu	CMO & Co-Founder	BigSpool
Helen	Huang	Chief of Staff Intern	Opus 8, Inc.
John	Huff	Business Development Manager	State of Maryland Dept. of Commerce
George	Imredy	Business Development	YumVY
Carlos	Iraheta	Managing Director	Green Lawncare & Trees
Marc	Isaacson	President & CEO	Village Green Apothecary
Daniel	Jabbour	Financial Advisor	UBS Private Wealth Management
Leif	Jackson	President	Chicago Booth Washington, DC
Nick	Jacobs	Engagement Executive	CSC
Nelson	Jacobsen	CEO	Altavoz Entertainment, Inc.
Pete	Janke	Principal	Seneca Group
Derek	Jardieu	Founder	Panovia Group LLP
Hao	Jiang	CEO & Co-Founder	BigSpool
Maya	Joelson	Advisor	Merill Lynch
Gene	Johnson	Chairman	Global Mail Strategies
Stephanie	Johnson	Valuation Services Senior Associate	RSM US LLP
Andy	Jones	Managing Director	Maryland Venture Fund
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Karen	Kalantzis	Operations & Community Manager	Launch Workplaces
John	Kannapell	Vice President, Enterprise Solutions	Blackboard
Julie	Kantor	President & CEO	Twomentor, LLC
Tanveer	Kathawalla	CFO	Analytical Space
Afrika Bell	Kathuria	CEO	ABK Creates
Atul	Kavthekart	CFO	LivingSocial
James	Kenefick	CEO	WorkingExcellence
Tim	Keough	Founder & CEO	WythMe
Ario	Keshani	CEO & Founder	Split - Smarter Shared Rides
Joe	Kessler	Managing Partner	Next-Stage Development Group, LLC
Robert	Keuroglian	President & CEO	Sentrien Systems Inc.
Ali	Khaloo	Co-Founder	Arcus Analytics
Fay	Khan	Senior Client Manager Analyst	Bank of America Merill Lynch
Sachi	Khemka	Dingman Center Intern	Robert H. Smith School of Business
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer LLC
Dan	Kliska	President	Joe Grooming
Emrah	Kocak	Director	Valuation Services, Inc.
Kathrin	Koedderitz	Sales Representative	Radius
Tom	Kohn	Professor/Executive-in-Residence	AU's Kogod School of Business
Nick	Kovacic	Partner	The Nicholas Co's LLC
Kathrine	Kowalik	Investor Relations	Tullis Health Investors
John	Kraft	Sales Vice President	ANEXIO
Austin	Krissoff	Director	DHR International
Darcey	Krub	International Business Consultant	Mercuri Urval USA
Steven	Kubisen	Managing Director Tech Commercialization	George Washington University
Mike	Labriola	Partner	Wilson Sonsini Goodrich & Rosati
Sean	Lam	Vice President	I. M. Systems Group
Corinna	Lathan	CEO	AnthroTronix
David	Lavan	Partner	Dinsmore & Shohl
Dwight	Lawson	Senior Account Executive	Justworks
Amanda	Leader	COO & Co-Founder	Plum Relish
Ines	LeBow	CEO	Enterprise Transformation Solutions
Dan	Lee	Member	NextGen Angels
Marissa	Levin	CEO	Successful Culture
Chih-Hsiang	Li	Executive Director	Chinese Culture & Community Svc. Cntr.
David	Lindsay	Marketing Director	BizzleSpace
Susan	Linna	Government Contracting Managing Director	BDO USA, LLP
Felix	Lloyd	President	Zoobean
Bob	London	President	London,Ink
Jim	Long	Managing Director	VentureCross Partners
Katherine	Long	CEO & Founder	Illustria
Jet	Lu	CTO	BudgetReferee
Alan	Luba	CEO	Human Resources Consultants LLC
Dennis	Lucey	Vice President	TKC GLOBAL
Pascal	Luck	Managing Director	Core Capital Partners

First Name	Last Name	Title	Company
Jackie	Luo	CEO	E-ISG Asset Intelligence
Julianne	Lynch-Daniels	VP	Virtue Labs
Greg	Lynett	CEO	1-800 Radiator & A/C
Chad	MacDonald	General Partner	Connected Ventures
Sean	Mallon	AVP Entrepreneurship & Innovation	George Mason University
Janice	Mandel	Communications Strategist	StartupGrind.com
Christopher	Marquez	CEO	National Capitol Contracting
Becca	Marshall	Social Media Strategist	RP3 Agency
Day	Martin	CEO	Stand Steady
John	Mastal	Managing Director	Convergent Wealth Advisors
Manpreet	Mattu	Director, Strategic Ventures	Booz Allen Hamilton
John	May	Managing Partner	New Vantage Group
Warren	Mayberry	First Vice President	CBRE
Richard	McBride	Co-Founder & CEO	SwingSpace LLC
Lex	McCusker	Director Entrepreneurship Programs	George Washington University
Robert	McGovern	CEO	PreciseTarget, Inc.
Mike	McGowan	Founder	McGowan and Associates
Emmit	McHenry	Chairman & CEO	Archura
Sally	McHugh	Senior Account Executive	SpeakerBox Communications
Mark	McMahon	Investor	Launch Workplace
Robert	McNamara	Strategy Managing Director	Accenture
David	McPeck	Founder	Storytime
Sean	Meadows	VP	Bank of America
Art	Medici	Partner	Newport Board Group
Hina	Mehta	Director, Technology Transfer	George Mason University
Peter	Mellen	Founder & CEO	Netcito
Maria	Mendez	Senior Associate	MGA, Inc.
Michelle	Menendez	Student	Montgomery College Hillman Program
Pete	Metzger	Vice Chairman	DHR International
David	Miller	Co-Founder & CEO	RideLeads
Sarah	Miller	Project Development	Montgomery County Econ. Dev. Corp.
Yasamin	Minayar	Student	Montgomery College Hillman Program
Lakshmi	Minnal	MBA Graduate	American University
Randy	Mitchell	Vice President, Strategic Engagement	Emerging Markets Private Equity Assoc.
Teresa	Moraska	CEO	Warrior Communications
Tristan	Morris	Founder	EcoLight
Duncan	Moss	President	DJMoss Associates
Gregory	Moulthrop	Managing Partner	InfiniTrak
Charles	Muotoh	CEO	Verco Solutions
Alex	Murphy	CEO	Epic59
Tom	Murray	Founder & CEO	MurLarkey Distilled Spirits
Marie-Louise	Murville	CEO	Delight Me, Inc.
Scott	Museles	Co-chair, Business & Financial Services	Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
Charles	Nahabedian	CEO	Medex Spot
Nancy	Navarro	Councilmember	Montgomery County Council
Utkal	Nayak	Founder	Acuminous Technologies LLC
Daniel	Neal	CEO	kajeet
Amiralah	Nesru	Chief Business Development Officer	Veltrust
Blake	Newman	CEO	inQbation Labs
Kim	Nguyen	Principal	Blu Venture Investors
Tu	Nguyen	Finance Consultant	Ryan and Wetmore
Jennifer	Nycz-Conner	Editor-at-Large	Washington Business Journal
Jennifer	O'Daniel	Investment Director	CIT GAP Funds
Ellen	O'Hearn	Creative Director	Stand Steady
Paul	Opalack	CEO	Lumious, Inc.
Michael	Osinski	Partner – Tax	Dixon Hughes Goodman LLP
Sam	Owen	Founder	Otolith Sound
Sean	Park	Chief of Staff Intern	Opus 8, Inc.
Sanders	Partee	Vice President	Verifone
Akash	Patel	Student	George Washington University
Koustubh	Patulekar	CEO	NextInfra
Nick	Perdikis	CEO	Devensoft
David	Perkins	Co-Founder	Arcus Analytics
Conrad	Persels	CEO	Corvedia
Kimberley	Person	BPA	Insperty
David	Petr	President and CEO	Montgomery County Econ. Dev. Corp.

First Name	Last Name	Title	Company
Chris	Petrakis	CGO & Co-Founder	Solebrity
Phuong	Pham	COO & Co-Founder	YumvY
Brad	Phillips	Director, Emerging Company Services	PwC
Christine	Piry	Market Director	Smart CEO
Cynthia	Porter	Product Line Manager	Tech 2000, Inc.
Jonathan	Price	Account Manager	CSC Leasing Co.
Matt	Puglisi	CEO	Netrias
Ali	Qureshi	Co-Chair	4th Annual Wharton DC Innovation Summit
Srikanth	Rakmachandran	CEO	Revature
Anthony	Raley	Vice President	Silicon Valley Bank
AJ	Rashid	Sales and Marketing Manager	Solebrity
Blake	Ratcliff	Founder	Visionary Technology
Andrew	Ray	Board of Advisors	CMM Ventures
Rebecca	Razavi	Director	Montgomery College Hillman Program
Tina	Reed	Reporter	Washington Business Journal
Jenna	Reese	Founder	Untangle
Jeff	Reid	Founding Director	Georgetown Entrepreneurship Initiative
Omer	Riaz	Founder	GEN Z
Ben	Rodgers	Senior Director	BNY Mellon Wealth Management
David	Rosenberg	CEO & Founder	BudgetReferee
Rob	Rosenberger	CEO	Blackdragon
Anne	Rosenblum	Marketing Manager	Fairfax County EDA
Larry	Rosenfeld	CEO	Sage Communications
Christopher	Ross	Senior Director	BNY Mellon Wealth Management
Timothy	Ross	Partner	CohnReznick
Steven	Roth	Partner	CM Equity
Jon	Rutenberg	President	Computer Consultants Corporation
Daniel	Ryan	Portfolio Manager, Chief Compliance Officer	Alikos Wealth Management
Pete	Ryan	Partner	Ryan and Wetmore, Alikos Wealth Management
Ola	Sage	CEO	e-Management & CyberRx
Jeffrey	Saltzberg	Tax Senior Manager	BDO USA, LLP
Jake	Samperton	Senior Associate	CBRE
Alison	Scharman	MBA Candidate 2017	UMD Robert H. Smith School of Business
Orin	Schepps	CEO	Consultance Accounting Services
Alan	Schlaifer	Chairman	4th Annual Wharton DC Innovation Summit
Zachary	Schneider	Student	American University
Scott	Schwartz	Partner	Manatt
Paul	Schwinn	Attorney, Business & Financial Services	Shulman, Rogers, Gandal, Pordy & Ecker, P.A.
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Randy	Segal	Partner	Hogan Lovells
William	Seidler	Alumni	George Washington University
Miriam	Selman	Director, Corporate Partnerships	Children's National Health System
Tarun	Sen	Chief Operating Officer	Entigence Corporation
Christopher	Senio	EVP & Co-Founder	Upper Quadrant
Jacob	Sesker	Chief Strategist	Montgomery County Econ. Dev. Corp.
Denis	Seynhaeve	Chairman & CEO	3C Logic
Rahul	Shah	CEO	ForecastEra
Pankaj	Sharma	COO & Co-Founder	Rigil Corporation
Rakhi	Sharma	President & CEO	Rigil Corporation
Kevin	Sheehan	Managing General Partner	Multiplier Capital
Todd	Sherbacow	Executive Vice President	MGA, Inc.
Iris	Sherman	Co-founder/President	Kitchology Inc.
Jennifer	Sherman	Account Executive	SpeakerBox Communications
William	Sherman	Managing Partner	Dinsmore & Shohl
Parag	Sheth	Director	Maryland Venture Fund
Bryan	Short	Co-Founder & CEO	YoloData
Jenny	Shtipelman	VP Business Development	EagleBank
Melissa	Shuman	Senior Marketing Manager	Sheppard Mullin Richter & Hampton LLP
Ben	Smith	Associate Director	MGA, Inc.
Bob	Smith	Director Small Business Development	George Mason University
Dana	Smith	Chief Human Resources Officer	American Capital
Jeffrey	Smith	Vice President	Ballast Point Ventures
Rob	Smith	Founding Executive Director	Youth Sports Collaborative Network
Thomas	Smith	Partner	Savano Capital Partners
Norman	Snyder	Partner	Aronson LLC
Clay	Solomon	Associate	CBRE

First Name	Last Name	Title	Company
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Angela	Sparrow	Account Executive	Electronic Commerce, Inc
George	Spears	CEO	ePurchasing Network, Inc
Julia	Spicer	Executive Director	Mid-Atlantic Venture Association
Mohan	Srinivasan	CFO	CFO Consulting Services
Anton	Stalchenko	Student	Montgomery College Hillman Program
Kelly	Standiford	Marketing Coordinator	Ryan and Wetmore
David	Starr	Partner	Nath, Goldberg & Meyer
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Judy	Stephenson	Small Business Navigator	Montgomery County Office of the County Executive
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Mark	Strassman	President	Make My Day CPA
Matt	Sturm	Head of Business Development	Illustria
Christopher	Swift	Student	Montgomery College Hillman Program
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Danielle	Tate	CEO	MissNowMrs.com
Julie	Taylor	Owner	Business coaching 1-1 LLC
Derrick	Te	Founder & CEO	Key Element
Mehdi	Tehranchi	CEO	iyotee inc.
Sam	Teicher	Co-Founder	Coral Vita
Dave	Terzian	Managing Partner	Brand Strategy Partners, LLC
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Lisa	Throckmorton	COO	SpeakerBox Communications
Jody	Toser	Executive Director	The HUBConnects
Marsha	Trant	VP WorldWide Cloud Sales	IBM
YouMon	Tsang	CEO	ChurnZero
Andrew	Tucker	Partner	Womble Carlyle
Alton	Turner	Small Business Credit Initiative	DC Government
Omar	Uddin	CEO	UVision
Kalpesh	Upadhye	President	Capital IIT
Elizabeth	Updike	Owner	LIZ Enterprises, LLC
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Joe	Vacca	Chief Marketing Officer	Revature
Noobstaa Philip	Vang	Founder	Foodhini
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Gary	Voight	Board Member	Zemax, LLC
Andy	Von Canon	President	Business Intelligence, Inc.
Caleb	Vuljanic	Partner	Dixon Hughes Goodman LLP
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Tanya	Wagstaff	Business Performance Advisor	Insperty
Eric	Wallace	Founder	VTM
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Vera Viviona	Wang	CEO	PoshPublic
Zhidao	Wang	Student	George Washington University
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Jack	Weinstein	Chief of Staff Intern	Opus 8, Inc.
Julia	Westfall	CEO	Hera Hub DC
Allison	White	Co-Founder	Scout Cart
John	Williams	CEO	CyVision Technologies, Inc
Laura Lee	Williams	CEO & President	Laura Lee Designs, Inc
Luke	Williams	Founder	Cultural Quotient Corporation
Ronald	Wills	CEO	GlobalCEO Advisors
Harry	Wingo	Founder & Principal	West River Solutions LLC
Patrick	Wojahn	Mayor	City of College Park
Jim	Wolbarsht	CEO	DEFCON, Inc.
Donald	Wright	Senior Director	BNY Mellon Wealth Management
Anna	Wu	Founder & President	SeamlessColor, Inc.
Rui	Xue	Student	Georgetown University
Jeff	Yentis	President	TopBox
John	Yetman	Managing Director	The Capitol Bay Group, Ameriprise Financial

First Name	Last Name	Title	Company
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Jeehye	Yun	CEO	RedShred
Andrew	Zaleski	VP & Director IT Services	Lore Systems, Inc.
Valerio	Zanini	Director, Digital Product Development	Capital One
Hans	Zeigler	CFO	E Group
Mark	Zuckerman	Chairman	Clear Government Solutions

ATTENTION!!

3 KEY QUESTIONS YOU MUST ANSWER

	Yes	No
Are you 100% sure your data is safe?	<input type="checkbox"/>	<input type="checkbox"/>
Is your network up at least 99.99%?	<input type="checkbox"/>	<input type="checkbox"/>
Are you 100% happy with your IT?	<input type="checkbox"/>	<input type="checkbox"/>

If you answered "No" to any of these Qs, then contact us for a free consultation:
info@lore.net



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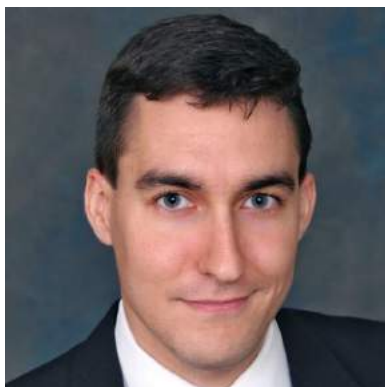
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