



Big Idea

CONNECTpreneur

SPRING FORUM

March 1, 2016

Falls Church Marriott Fairview Park



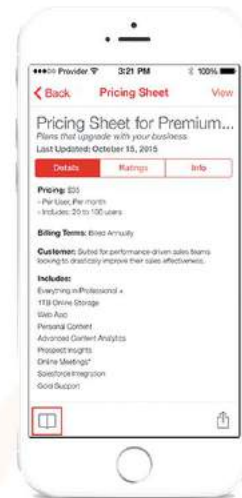
Improve sales productivity and marketing insight



appnetic delivers relevant content to your sales team on their mobile devices and provides marketing with actionable data on content performance.

Sales

- ✓ Access the right content at the right time
- ✓ Reduce time hunting for content, increase time selling
- ✓ More meaningful face-to-face customer meetings



Marketing

- ✓ Real time data on what content is performing and what is not
- ✓ Use field data to optimize future content creation
- ✓ Send notifications on new content, promotions, and sales incentives

Sell More

✉ sales@appnetic.com



www.appnetic.com

Request a Demo

☎ +1 703.467.8606

Big Idea CONNECTpreneur Spring Forum



AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																																	
08:15 – 08:20 am	WELCOME S. TIEN WONG , CEO of Tech 2000 and appnetic																																	
08:25 – 09:15 am	FIRESIDE CHAT SUDHAKAR KESAVAN , Chairman & CEO, ICF International (NASDAQ: ICFI); Chairman Emeritus, Northern Virginia Technology Council																																	
COMPANY SHOWCASE																																		
9:15 – 10:25 am	<table border="1"> <thead> <tr> <th>COMPANY</th> <th>PRESENTER</th> <th>TITLE</th> </tr> </thead> <tbody> <tr> <td>CyberRx</td> <td>Ola Sage</td> <td>CEO</td> </tr> <tr> <td>Deven Software</td> <td>Nick Perdikis</td> <td>CEO</td> </tr> <tr> <td>DisposeRX</td> <td>John Holaday</td> <td>Founder & CEO</td> </tr> <tr> <td>LifeFuels</td> <td>Ethan Gill</td> <td>COO</td> </tr> <tr> <td>Ostendio</td> <td>Grant Elliott</td> <td>CEO</td> </tr> <tr> <td>Progow Corp.</td> <td>Will Gleysteen</td> <td>Co-Founder & CEO</td> </tr> <tr> <td>Skreens</td> <td>Marc Todd</td> <td>Founder & CEO</td> </tr> <tr> <td>SnipMe, Inc.</td> <td>Bob Mitchell</td> <td>President</td> </tr> <tr> <td>The Workforce Channel</td> <td>Jim Hatch</td> <td>Founder & CEO</td> </tr> <tr> <td>Triea Technologies, LLC</td> <td>Arthur Lazerow</td> <td>Chairman & CEO</td> </tr> </tbody> </table>	COMPANY	PRESENTER	TITLE	CyberRx	Ola Sage	CEO	Deven Software	Nick Perdikis	CEO	DisposeRX	John Holaday	Founder & CEO	LifeFuels	Ethan Gill	COO	Ostendio	Grant Elliott	CEO	Progow Corp.	Will Gleysteen	Co-Founder & CEO	Skreens	Marc Todd	Founder & CEO	SnipMe, Inc.	Bob Mitchell	President	The Workforce Channel	Jim Hatch	Founder & CEO	Triea Technologies, LLC	Arthur Lazerow	Chairman & CEO
	COMPANY	PRESENTER	TITLE																															
	CyberRx	Ola Sage	CEO																															
	Deven Software	Nick Perdikis	CEO																															
	DisposeRX	John Holaday	Founder & CEO																															
	LifeFuels	Ethan Gill	COO																															
	Ostendio	Grant Elliott	CEO																															
	Progow Corp.	Will Gleysteen	Co-Founder & CEO																															
	Skreens	Marc Todd	Founder & CEO																															
	SnipMe, Inc.	Bob Mitchell	President																															
The Workforce Channel	Jim Hatch	Founder & CEO																																
Triea Technologies, LLC	Arthur Lazerow	Chairman & CEO																																
10:25 – 11:15 am	PANEL: HOT TRENDS IN EARLY STAGE CAPITAL FUNDING Moderator: TOM DANN , Venture Partner, New Atlantic Ventures; former Managing Director, Maryland Venture Fund RANDY DOMOLKY , Managing Director, Private Access Network JIEMIN JORDAN , Managing Director, Decisive Investment Group MARK LEVINE , Managing Director, Core Capital Partners DOUG MUIR , CEO, Muir & Associates and Co-Founder, CAV Angels																																	
11:15 am	NETWORKING AND BOOK SIGNING BY DANIELLE TATE Author of <i>Elegant Entrepreneur: The Female Founders Guide to Starting & Growing Your First Company</i>																																	

Join the conversation: @connectpreneur and #connectpreneur
Next CONNECTpreneur Forum: June 30 2016

SPEAKERS



SUDHAKAR KESAVAN, CHAIRMAN & CEO, ICF INTERNATIONAL; CHAIRMAN EMERITUS, NORTHERN VIRGINIA TECHNOLOGY COUNCIL

Sudhakar Kesavan is Chairman and Chief Executive Officer of ICF International (ticker symbol: ICFI). Under Mr. Kesavan's leadership, ICF has become one of the world's largest consulting firms specializing in two broad areas: energy and infrastructure, and health and social programs. With more than 60 offices worldwide, ICF works with clients in government, companies in the energy, health, technology, financial services, aviation and retail industries, foundations, and non-profit organizations.

Mr. Kesavan joined ICF as an Associate in 1983, specializing in assessing the economic impact of regulation on industry. Throughout his consulting career, Mr. Kesavan has played a critical role in analyzing the economic impacts of various regulations on industry in the U.S. and in more than 50 countries worldwide. In 1996, he was named President of ICF Consulting Group, a division of Kaiser Engineers, a global engineering firm. In June 1999 he led the leveraged buyout of the division from Kaiser Engineers. The firm has grown organically and through acquisitions since it became an independent firm. The compound annual revenue growth rate of the firm since 2006 has been 15.5 percent. ICF has made 13 acquisitions in this period. Mr. Kesavan also led the firm's initial public offering in 2006 and a secondary offering in 2009.

Mr. Kesavan was named a "Tech Titan" and "industry leader" by Washingtonian magazine in 2013 and in 2009, he was named "Executive of the Year" by the U.S. Professional Services Council. Mr. Kesavan also led the effort for ICF to become the first professional services firm in the world to go carbon neutral.

Mr. Kesavan is a member of the Board of Directors of ABM Industries, Inc. (NYSE: ABM), and he also serves on the Board of Trustees of the Inova Health System in Northern Virginia.

Mr. Kesavan received his master of science degree from the Massachusetts Institute of Technology (1984), his postgraduate diploma in management (equivalent to MBA) from the Indian Institute of Management, Ahmedabad (1978), and his bachelor of technology degree (chemical engineering with distinction) from the Indian Institute of Technology (IIT), Kanpur (1976). IIT Kanpur awarded Mr. Kesavan the Distinguished Alumnus Award in 2010.



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

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

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the

SPEAKERS

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

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



TOM DANN, VENTURE PARTNER, NEW ATLANTIC VENTURES; FORMER MANAGING DIRECTOR, MARYLAND VENTURE FUND

Tom Dann is a Venture Partner at New Atlantic Ventures, an early stage venture fund focused on ecommerce, cybersecurity, edtech and high growth internet based technology businesses. Mr. Dann is an experienced venture investor, formerly Managing Director of the Maryland Venture Fund, the \$100M venture program funded by Maryland which has invested into private venture funds as well as scores of start-ups and early stage companies across a wide range of industry sectors. Dann is also an investor in and officer of Cellphire, Inc., a groundbreaking life sciences company located in Rockville, Maryland.

Dann's professional career has been focused on venture investing, private equity, and public and private initiatives to foster entrepreneurship and job creation. Dann previously founded ECentury Capital Partners, a \$90 million early stage venture fund where he served as managing director and general counsel, and he was a Venture Partner and Director of GIV Venture Partners.

Mr. Dann holds a B.A. from Stanford University and a JD from the American University Law School. He is a member of the Maryland Bar, the United States District Court for the District of Maryland Bar, District of Columbia Bar and the Bar of the Supreme Court of the United States.



RANDY DOMOLKY, MANAGING DIRECTOR, PRIVATE ACCESS NETWORK

Randy is the Founder and Managing Director for Private Access Network. He is a seasoned technology and venture capital executive with over 20 years of experience in senior management, business development and financial roles. Randy has extensive experience building and maintaining over \$100 million of venture capital and private equity fund-of-funds for institutional,

SPEAKERS

municipal and individual investors.

Randy is also the Managing Director for Liquid Capital Group. Since 2000, Liquid Capital Group has been managing portfolios of top venture funds and superior emerging information technology companies for high net worth individuals and families.

Between 2006 and 2009, Randy was also a Managing Director at GKM Newport. GKM Newport was a venture capital and private equity fund-of-funds manager with over \$1 billion in assets under management. Randy was responsible for expanding and managing the day-to-day operations of the firm's fund-of-funds offerings and assisting with client services, due diligence and portfolio monitoring for over \$800 million in separately managed accounts.

In addition to establishing a distinctive track record at Liquid Capital, Randy has been a Principal at NextStep Partners, LLC. NextStep Partners is a business development and financial advisory firm assisting emerging technology companies.

Randy has also held a variety leadership, finance, marketing and sales positions with NEON Communications, Winstar Communications and MCI.

Randy holds a B.A. in Economics and Environmental Studies from the University of Pennsylvania. He has also studied at Harvard University and the University of Connecticut.



JIEMIN JORDAN, MANAGING DIRECTOR, DECISIVE INVESTMENT GROUP

Jiemin Jordan, Managing Partner of Decisive Investment Group, is a seasoned entrepreneur and an angel investor. She is a mentor and an investor of Mach37, a cyber security accelerator. Currently, she is working on setting up a CONNECTpreneur Investment Network.

She was the founder and CEO of Endeavor Systems, Inc., a cyber security firm providing products and solutions to US market since 2003. Endeavor Systems was recognized by Entrepreneur Magazine as one of the 100 fast growing companies in America. In 2012, Endeavor Systems was acquired by Telesis Corporation as a subsidiary.

Over the past nine (9) years, as the CEO of Endeavor Systems, Jiemin has managed the day-to-day operations and provided the strategic direction for Endeavor's long term growth, which includes building the Endeavor culture, process and the management team, identifying the technology, product and marketing strategies, and maximizing earning potentials.

In 2005, Endeavor Security Inc., a subsidiary of Endeavor Systems offering enterprise intrusion prevention and malware detection & analysis products, was spun off, and was acquired by McAfee in 2009.

Jiemin has more than 20 years experience in the IT industry. Prior to Endeavor, Jiemin had held increasing management responsibilities in the Internet, satellite and mobile communication

SPEAKERS

industrials. She led the engineering department at Orbcomm, a Low Earth Orbit (LEO) satellite communication company, and helped to grow the organization from 40 people to 400 people. She managed the multiple development projects for mobile cellular phone communication at Sprint & Nextel. And, she launched email services offering at VeriSign.

Jiemin received her bachelor's degree in Electronic Engineering from Shanghai Jiaotong University, and completed Master of Computer Science degree at George Mason University. She is a graduated member of MindShare Executive Management Program.



MARK LEVINE, MANAGING DIRECTOR, CORE CAPITAL PARTNERS

Mark Levine is a Managing Director of Core Capital Partners, a venture capital investment fund with \$350 million under management. Core Capital's portfolio companies are focused on Internet/telecommunications infrastructure technology, software and data analytics modeling. He serves or has served on the Boards of Directors of ZeroFOX, Staq, Medventive, buySAFE, Valen, Univa, UpdateLogic, FreedomPay, Roundbox, InPhonic, Vizbee and VocalData.

His other activities include serving on the Boards of Trustees (Chair) of the Mid- Atlantic Venture Association (MAVA), the Board of Advisors of The George Washington University Business School and the Dingman Entrepreneur Center (University of Maryland). Mark received his M.B.A. from The George Washington University.



DOUG MUIR, CEO, MUIR & ASSOCIATES AND CO-FOUNDER, CAV ANGELS

Douglas Muir is an authority in business strategy, having successfully built several multimillion-dollar enterprises from the ground up. He speaks internationally on topics of entrepreneurship, innovation, and business growth.

Muir is the CEO of Muir & Associates, a private equity firm that concentrates on creating and scaling start-ups. Muir's portfolio consists of companies in a variety of industries including the credit/finance, IT, telecommunications, insurance, and food and beverage. He is a Co-Founder of CAV Angels, an online angel investment platform for alumni of the University of Virginia, and he is also the CEO of Credit Justice Services (CJS), the 4th-largest credit restoration company in the US.

Muir is also a seasoned restaurateur; he was the first franchisee of the Wild Wings Café and was instrumental in developing the franchise contract and implementing the business plan for the Charlottesville, VA location. Since selling Wild Wings Café in 2010, Muir has opened another chain of restaurants called Bella's, a highly praised and very successful pair of family-style Italian restaurants in Charlottesville and Richmond, VA.

Big Idea CONNECTpreneur Spring Forum



SPEAKERS

Muir teaches Entrepreneurship at the University of Virginia, both in the School of Engineering and in the Darden School of Business's MBA program. As well as being a professor, he is the Assistant Director of the Business Minor Program in the School of Engineering. Muir has been published and quoted in numerous media outlets including CNN, Bloomberg Radio, Business Week and The Scotsman Guide. He was the host of The Doug and Eric Show on ABC, "Exposing the Hidden Truths about the Three Credit Bureaus and the Banking and Finance System". He earned a B.S. in Aeronautical Science from Embry-Riddle Aeronautical University, and an MBA from Post University.

Management:

*Ola Sage, Co-Founder & CEO
Bambo Bamgbose, Co-Founder & CFO*

Industry: Software

Bank: Monument Bank

Auditor: Aronson, LLC

Law Firm: DLA Piper

Amount of Financing Sought: \$2M

Current Investors: (e-Management)

Use of Funds: Sales and marketing, product enhancement

Business Description: CyberRx is an online measurement and analytical tool that helps companies quantify and manage their cybersecurity risks and improve their overall cybersecurity readiness..

Problem/Solution: *U.S. companies are not cyber ready.* Only about half of companies with 10,000 or more employees are prepared to defend against a cyber-attack. For small and medium-sized business, only 39 percent are cyber ready. No comprehensive solution exists on the market today that quantifies the cybersecurity health and resilience of U.S. companies and helps them improve their cybersecurity readiness.

CyberRx is the only solution on the market today that allows companies to quickly assess their level of cybersecurity readiness, in hours, against 98 best practices in the *Cybersecurity Framework*, quantify their financial liability, and activate a plan to manage and increase their overall cybersecurity readiness.

Company Background: CyberRx is a start-up company co-founded by the successful entrepreneurs and owners of e-Management, a 17-year recognized knowledge leader and provider of cybersecurity and enterprise risk solutions for clients in the public and private sectors.

Management:

CEO: Ola Sage. Innovator, successful entrepreneur, and founder of two companies: 17- year IT professional services firm, e-Management and cybersecurity start-up, CyberRx. Current Vice Chair of the IT Sector Coordinating Council (it-scc.org), a national organization of top 100 U.S. IT companies participating in a public/private partnership with U.S. Department of Homeland Security to address cybersecurity and critical infrastructure protection.

CFO: Bambo Bamgbose. Certified Public Accountant (CPA) and Chartered Global Management Accountant (CGMA) with more than 22 years of consulting and financial management experience, including early stage start-ups.

Board of Advisors:

Marybeth Fraser, President & CEO, Fraser Consulting, Inc. More than 25 years as a brand and market strategist and new business development expert.

Steve Abramowitz, CEO of CEO Boardroom. Finance and investment banking expert with 20+ years' experience.

Technologies/Special Know-How: CyberRx trademark registered April 14, 2015. Registration No. 4,720,089. Provisional patent application submitted May 2015.

Market: North American IT security market size is projected to grow to approximately \$61B by 2019.

CyberRx serves the following target audiences:

- Owners and operators of U.S. critical infrastructure
- Companies in regulated industries
- Government contractors
- Companies in the supply chain for Fortune 500 companies
- Entrepreneurial companies/start-ups



Distribution Channels: Resellers, Channel Partners, Direct Salesforce

Deven Software LLC
 14901 Bogle Drive, Suite 304
 Chantilly, VA 20151

www.devensoft.com

Contact Info

Nick Perdikis, CEO
 Phone: 301-979-9085
 nperdikis@devensoft.com

Company Profile

Industry: SaaS Enterprise B2B

Launched: June 2013

Number of Employees: 8

Law Firm: Shulman Rogers

Previous Investors: Internal \$2M;

Convertible Note \$125,000

Financial Summary

Company Stage: \$500K-\$1M TTM

Monthly Net Burn: \$45,000

Capital Seeking: \$1,000,000

Previous Capital: \$2,125,000

Pre-Money Valuation: \$8,000,000

Company Strengths

- ✓ Rapid traction with large brand-name customers
- ✓ Senior management team with extensive experience selling into and supporting large enterprise customers
- ✓ Built ecosystem of over 1,600 Mergers & Acquisitions professionals using social media and development of intellectual property
- ✓ Over 90% customer retention rate
- ✓ Growth almost exclusively from in-bound marketing

Company Purpose

We are an enterprise Software-as-a-Service company that empowers businesses to efficiently and cost-effectively acquire and integrate companies.

The Problem

The failure rate of mergers and acquisitions is fairly high; between 70% and 90%, according to a Harvard Business Review article. It is known that companies have a poor track record of integrating acquired companies into their business. Over 75% of companies use rudimentary in-house tools, such as spreadsheets and email, to manage multimillion dollar deals. These low-tech tools are ineffective and disrupt the efforts of the M&A teams. Companies are learning from their shortfalls and are seeking better ways to manage their M&A efforts. We hear from these companies almost daily.

Our Solution

We offer a production SaaS web-based application that companies use to manage the complexities of mergers and acquisitions. Companies are better able to track, evaluate and acquire potential targets; plan and execute integrations; and ultimately measure synergies and financial performance. This is part of a category of software we call the M&A Cloud.

Revenue Model

We price our application on a per-seat basis billed as an annual pre-paid subscription. Our Average Contract Value is \$50,000 per year.

Traction

Since our launch in June 2013, sales have been primarily through in-bound marketing. Using this single marketing approach, we have managed to win global brand-name customers, including Aetna, Johnson & Johnson, Stanley Black & Decker, Cognizant, Ingersoll-Rand, Allegion, Graybar, and others.

Management Team

We have a senior management team with deep experience in selling and delivering IT products and services to enterprise customers. This has enabled us to gain rapid traction and generate a substantial Year-Over-Year growth rate.

Financial Actuals & Forecast (unaudited)

	2014	2015	2016	2017	2018	2019	2020
Revenue	\$422,000	\$905,341	\$1,523,317	\$4,000,000	\$8,800,000	\$16,920,000	\$31,600,000
EBITDA	(\$534,686)	(\$1,042,175)	(\$453,436)	(\$298,000)	\$1,460,000	\$3,045,600	\$5,688,000



DisposeRx Executive Summary

INTRODUCTION

DisposeRx, Inc.™ is a development-stage company focused on the **safe disposal of leftover and/or expired drugs**. Removal of these drugs from medicine cabinets, managed care facilities and hospitals has become a critical problem, and one which has contributed to the rapid increase of prescription drug abuse, accidental poisonings and pollution of our nation's lakes, rivers and public drinking water supply.

DisposeRx solves this problem with a patented drug disposal technology for site-of-use disposal of expired or leftover medications. The DisposeRx sachet is dispensed by the pharmacist with the prescription and is used for disposal of all prescription and non-prescription drugs formulated as tablets, capsules, powders, patches, or liquids. It is an effective, convenient, and inexpensive method of permanent drug disposal that does not enable extraction for illicit use or environmental contamination.

Urgent need! Over the last decade, fatal prescription drug poisonings from abuse and accidental exposure have increased 5-fold. In 2010, 22,000 deaths were related to prescription drugs. Over 70% of prescription drug abusers acquire their drugs from friends or relatives without permission (i.e., home medicine cabinets). Addiction to prescription opioids is expensive, and leads to heroin as a cheaper alternative. Pollution of U.S drinking water supplies is reported in 24 of 40 national water sources from either flushing leftover drugs or leaching into landfills. The use of DisposeRx permanently sequesters the drugs in a solid matrix and prevent contamination of water and landfills.

Pharmaceutical companies are now responsible for the costs and liabilities of safely disposing the leftover drugs from medicine cabinets. DisposeRx's offers a simple and inexpensive solution to help pharmaceutical manufacturers avoid the piecemeal liability of over \$2.5 billion per year that they face as a result of the growing legislation in California, Washington.

Regulatory agencies: The disposal of unwanted drugs is not regulated by the FDA, DEA, or EPA.

HOW IT WORKS

To activate the DisposeRx™ system, just add the powder from the DisposeRx sachet packet provided with the original prescription into the unused or leftover prescription bottle, add water to the bottle and shake it. The dissolved pills, capsules or tablets become inactivated in a matrix that binds to their active ingredients and solidifies in 10-15 minutes, permanently preventing extraction or leakage of the drugs into the environment. The bottle can then be safely discarded in the household waste. The patented materials used in the powder are safe and listed in the FDA's Inactive Ingredient Database.

MANAGEMENT

John Holaday, PhD – Chairman and CEO, Ed Rudnic, PhD – COO, Dennis Wiggins, Esq. - CFO

MARKET AND OFFERING

DisposeRx sachet manufactured by IBR Packaging, Texas

Marketing - COG is ~2 cents and sold for ~11 cents; 3 billion prescription vials/year in the US

Competition: several companies sell mailers or home inactivation kits for \$5 to \$20, some containing toxic chemicals that are expensive, inconvenient and pollute landfills; Most pharmacies don't take back drugs

Strategic meetings with pharmaceutical advocacy groups, pharmaceutical companies, chain pharmacies and Congress

Exit: build company on revenues, license to a strategic partner with royalties, or sale of company

Offering: raising \$500,000

DisposeRx, Inc. PO Box 34011, Bethesda, MD 20827 www.dispose-rx.com
(301) 908-3086





Executive Summary – March 2016

Ethan Gill, COO : ethan@lifefuels.co: 571-230-8204

LifeFuels is a health technology company that has created a portable solution to transform the lives of fitness enthusiasts who want more information about their personal nutrition, consumers who want healthy beverages and vitamins “on the go”, and healthcare teams who want to ensure better adherence and remote tracking of patient intake.



Smart Nutrition Bottle



Technology-enabled FuelPods



App & Marketplace

“It is an innovative and useful gadget for health buffs -- or anyone looking to improve their lifestyle.” - CNET, January 2016

People of all ages are trying to live healthier lives, yet nutrition is complicated, adherence is difficult, and the market is not consumer-friendly. In addition, while wearables are growing in popularity, they present a very limited picture of a consumer’s health. LifeFuels’ portable technology streamlines the cycle for buying, consuming, integrating health data, and managing personal nutrition – making it convenient and enjoyable for the consumer.

SOLUTION:

Connected Devices: (Smart Nutrition Bottle is first) Stores, dispenses, and records vitamin and nutritional consumption between FuelPods™ and LifeFuels App.

FuelPods™: Recyclable packaging that holds up to 25 servings of nutritional products from leading brands. Contains a digital tag to track content and record usage.

LifeFuels App: Developed with Nutritionists to collect consumption data and correlate it with wearable devices and other sources so that consumers get tailored information. Includes store for FuelPods (think iTunes for vitamins and healthy beverages).

MARKETPLACE AND COMPETITIVE ADVANTAGE: LifeFuels operates at the intersection of wellness, wearables, and consumer healthcare. The \$500B consumer healthcare market is projected to grow \$250B in the next 5 years due to surging nutrition related purchases. In the US, 68% of adults take nutritional products and the international market for vitamins/supplements is \$70B/yr. Wearables continue to surge with 50 million devices shipped in 2015. LifeFuels offers three things our target consumers want, all in one platform: convenience (of iTunes/Google Play), personalization (of Amazon/Netflix), and automated intake tracking as a user consumes products (unprecedented).

INVESTMENT HIGHLIGHTS

Growing Company

- ✓ Founded in April 2014 with deep management team (10 startups combined) and top industry advisors
- ✓ \$2.5M raised to date of \$3M+ seed round
- ✓ Series A conversations are underway

Products Approaching Rollout

- ✓ Production lines established and tooling complete
- ✓ Limited release planned for Spring
- ✓ Over 20 Patents pending

Significant Industry Traction

- ✓ 38 FuelPod™ partnerships established and growing
- ✓ Technology integrations including Fitbit and Apple
- ✓ 25 Ambassadors including two top tier Olympians
- ✓ Multiple awards for innovation and engineering

GO-TO-MARKET STRATEGY: Customer targets include: (1) *fitness enthusiasts* looking to synchronize nutritional intake to training regimens, (2) *consumers* seeking better health & wellness “on the go”, and (3) *healthcare stakeholders* seeking better adherence to nutrition and ultimately medicine requirements. Connected devices and FuelPods will be distributed initially through the LifeFuels ecommerce site. Many other distribution discussions are underway as a result of our success at CES.

BUSINESS MODEL: LifeFuels has a one-time purchase and recurring revenue model (similar to Keurig and Nespresso) where consumers buy FuelPods a la carte and in subscription packages on a monthly basis to fuel their lifestyle. We will eventually add revenue streams from sales of data analytics products created from LifeFuels Analytics.

MANAGEMENT TEAM AND ADVISORS: The management team has 10 startups combined under its belt, experience with products and partnerships in software, hardware and healthcare industries. The team has advisors with deep consumer product qualifications, marketing experience, and healthcare-related subject matter expertise.

Ostendio, Inc.

1911 N Fort Myer Drive, Suite 100, Arlington, VA 22209

Phone: 703 646 0304

Email: gelliott@ostendio.com

Date: February 25, 2016

Web Address: www.ostendio.com**Business Description**

Ostendio, Inc. is a cyber security and risk mitigation company with an initial focus in healthcare, the new frontier in cybercrime. The healthcare GRC market in NA is projected to reach \$1.3B by 2020.

Ostendio's MyVCM™ is a cloud based workflow solution for cyber security and risk mitigation. Key service components include Information Security, Risk Management, Privacy Management and 3rd Party Risk Mitigation.

Key Growth Metrics

Ostendio has achieved considerable success since launch, with a proven product and a strong customer base.

- 60+ Customers – including MedStar Health and American College of Cardiology
- Over 1300 Licenses sold
- \$22,000 in MRR
- Over 50% growth in MRR in the 12 weeks since November 1, 2015
- 2.2 x increase in average deal since sales and marketing efforts commenced last fall

Value Proposition

MyVCM helps customers **win business and reduce risk**. It is easy to implement, with no complicated integration, and saves customers time and money in managing risk. Customers cite a **positive, measurable ROI** in 3 areas:

- Accelerated revenue – win business quicker by removing compliance as a barrier to sale
- Reduce Risk –by helping them implement and manage a robust Cyber Security and Risk Management program
- Reduce Cost – by automating the risk management and compliance process

Why Ostendio is different: MyVCM is different from any other solution on the market today. It is a workflow solution that manages the entire Cyber Security and Risk Management process for clients – think Salesforce for Security. MyVCM provides realtime user data to guide corporate risk decision making.

Company Background

Ostendio was formed in August 2013. MyVCM was launched in February 2014, and the MyVCM Trust Network™, an ecosystem that all MyVCM customers connect to, was launched in January 2015. The Founder/ CEO spent almost a decade as COO and Chief Information Security Officer of a health IT Company. He created MyVCM, the solution which was missing, when he was selling into large healthcare organizations.

Management Team

Grant Elliott, CEO. Former COO and CISO of Voxiva, a health IT company; 8 years' experience developing and managing Cyber Security programs and supporting regulatory audits in conjunction with building the business. In previous roles he has managed a half billion-dollar global product line for AT&T. Elliott is also the Co-founder and President of the Health Care Cloud Coalition (HC3).

Jean Foster, CMO. Former executive with cloud information and analytics company Neustar. Held executive positions in Marketing and Product Management with BT Global Services, VeriSign and GE. Foster was awarded Female Executive of the Year by the Stevie Awards For Business (2013) and in 2011 was named on Global Telecom Business Power 100 list.

Jermaine Jones, COO. IT services and IT security leader; has built and managed multiple cloud infrastructures, including those of the law firm of Dickstein Shapiro and Voxiva's Text4baby, the largest mobile health initiative in the US.

Rohiet Johri, CTO. Our CTO has architected and built multiple online enterprise solutions over a 15 year career. Most recently he was responsible for the software development and configuration for Voxiva where he developed mobile solutions adopted by over a million users. Previously he managed the online portal for the Times of India.

Financial Projections

	2014*	2015*	2016	2017	2018	2019
Revenue	\$105,268	\$220,342	\$705,237	\$2,115,712	\$6,347,135	\$11,424,843
EBITDA	\$13,272	(\$271,774)	(\$245,906)	(\$2,640,005)	(\$786,440)	\$724,481

*actuals

Source/Use of Funds:

In late 2014 Ostendio raised \$175k on a Convertible Note. Note holders included the Center for Innovative Technology and mPower Investments. For the current seed round we have already closed on \$350k with a \$700k target.

Progow is a talent acquisition startup providing employers with standardized job applications that are customizable to each open position.

Problem: Employers rely on resumes and LinkedIn profiles collected via clunky online job applications. Only 3.5-12.5%¹ of potential applicants who begin an online job application complete and submit it. Employers are then left to manually review each submitted application to identify and reject all applicants who do not meet each open position's minimum requirements. Finally, employers have no effective way to communicate with rejected applicants, wasting the investment already made to source and screen them.

This problem costs U.S. employers over **\$5.75 Billion² each year.**

Solution: Progow provides role-specific job applications that are easy for applicants to complete, enabling employers to convert more potential applicants who start the process. The role-specific information uniformly collected from every applicant then enables employers to automatically screen out unqualified applicants more accurately and at a fraction of the cost as compared to manual review. Lastly, rejected applicants are databased and sent automated emails explaining what they could do to become qualified for future consideration, turning rejected applicants into a future talent pipeline.

Hiring with Progow is faster, more accurate and less expensive.

Differentiator: Companies with 100+ employees use applicant tracking systems (ATSs), HR enterprise software suites used for government-mandated recordkeeping and reporting as well as to manage hiring processes. Job applications are hosted by ATSs to facilitate compliance and recordkeeping functions, leaving employers without a purpose-built solution to improve the application experience, initial evaluation and applicant feedback.

Progow is a much needed complement to existing human resources software.

Where we are: Our platform is built and in active beta testing. We are fully integrated to the ATS Jobvite, with other integrations underway. Employers committed to pilot programs include Nestlé Waters NA and Spotify.

For more information, please contact:

Will Gleysteen | Co-Founder & CEO

wgleysteen@progow.com | (646) 661-7423

¹ Based on data compiled in Appcast's 2015 job ad strategies white paper

² Based on Dept. of Labor statistics and client feedback

skreens

The disruptive new technology that will transform how digital content is displayed and consumed.

U.S. Patent No. 9,210,361

Skreens is built for massive scale

Skreens enables content consumers to seamlessly integrate and precisely control multiple video signals blended with live web content on a single screen. Today's content is highly fragmented, and nearly every user is forced to use multiple devices and a wide range of different sources just to create one experience or solution.

Skreens has taken advantage of state-of-the-art reconfigurable semiconductor technology, combined with patented software and process IP, to provide an easy-to-use and easy-to-integrate solution to this problem.

For the consumer market, Skreens' technology enables users to integrate content input via HDMI from any source, including cable and satellite set-top boxes, streaming media players like Apple TV or Roku, Xbox, Wii, PCs, DVD players, and more — all on one single display screen. This screen can be controlled in real-time by a single mobile-based application that gives users the ability to create custom viewing layouts and modify layouts on the fly. Skreens will be the go-to media platform for gamers, streamers (individual home-video producers), social TV watchers and sports fans, among others. Content creators and distributors are seeking better ways to deliver branded content to, maintain connections with, and obtain information about end-consumers. Serving the consumer market alone could generate hundreds of millions in annual revenue for Skreens.

Another enormous opportunity for Skreens' technology lies in commercial B2B markets, serving the needs of large enterprises across multiple sectors. Large corporations, IT system integrators, government, technology hardware manufacturers, and numerous other enterprises have needs for a cost-effective, high-performance solution that can integrate multiple feeds of content into a single customizable display, and Skreens is already experiencing strong inbound demand.

Skreens will unify the media and digital content markets and become the dominant media platform across multiple settings and sectors.

Consumer demand was validated by a Kickstarter campaign in late 2015: more than 1,200 units were purchased for nearly \$500,000 in a single month, with a 1% conversion rate from site visitors. The Skreens technology also won awards and generated enormous interest at the 2016 Consumer Electronics Show (CES).

Building off of this early momentum, during 2016, Skreens will be investing in the foundations for rapid scale-up. The company will be raising and deploying financial capital, expanding the team, and accelerating production in order to drive initial deployment of Skreens' technology. Skreens will gather and incorporate early user feedback and will start building licensing and revenue-sharing partnerships with OEM and content-creator partners, in order to rapidly build Skreens into *the* central digital-content integration platform technology provider for the next wave of digital media innovation. This is a multi-billion dollar opportunity ripe to be seized now.

Critical Markets

Enterprise IT
Digital Signage
Consumer Entertainment
Sports Fans
Gamers and Streamers
Production Agencies

Consumer Solution

Connect every device and play all of them at once — no switching and no turning to the mobile phone for entertainment.

Enterprise Scale

Virtually every business across multiple sectors is struggling to integrate multiple video signals. Skreens is the best answer and is a fraction of the cost of the next best alternatives.

Skreens was founded by serial entrepreneur Marc Todd, who has deep experience in both hardware and software development, as well as knowledge of the video-analytics industry.

Skreens has developed working prototypes, filed key patents, negotiated competitive pricing for critical supply chain inputs, and completed early market validation testing.



Investment Snapshot

March 2016

What is SnipMe? The SnipMe Network produces and distributes original, short-form TV shows that focus on user-submitted video.

Investment Opportunity SnipMe is raising \$1.25M through a convertible note (10% interest, 25% discount off Series A, \$5M cap). We have closed on \$260K to date and for the next \$190K are offering additional warrant coverage as an incentive. This \$190K will allow us to complete a full beta, launch the product, and achieve at least 10,000 users.

Market Dynamics: Television vs. User-Generated Video

Television

- High-quality content
- Known demographics
- High advertising rates/spend
 - Attracts blue-chip advertisers
- Costly to produce
- Demographic shifting older

User-generated video

- Free/inexpensive
- Emphasizes younger demographic
- Quality generally very poor
- Growing quickly but haphazardly
- Very hard to monetize
 - Attracts 2nd- or 3rd-tier advertisers, or none

	2012	2013	2014	2015
Digital video	1:03	1:22	1:39	1:55
Social networks	2:01	2:11	2:17	2:24

SOURCE: eMarketer, April 2015

Digital video growing at 22% CAGR.
Social networks growing at 6% CAGR.

65-year-olds now watch more than twice as much TV as 24-year-olds (7:21 vs 3:20/day)

Time spent per day with digital video vs. share of US total media ad spend

	Time spent share (%)	Ad spending share (%)
2013	7.3	2.4
2014	9.2	3.5
2015	10.9	4.4

Digital video gets only 40% of the ad spending rate for the same viewing time.

A significant part of this revenue is taken by advertiser-sponsored content at higher ad rates.

Team

Philip Recchia
CEO & COO

Media vet 25+ years with stints at CNBC, FOX News, Us Weekly, New York Post and BlogTalkRadio.

Bob Mitchell
President & CFO

25+ years of executive, IT and operations experience, including National Instruments. 11 patents.

Dan Repich
CTO

25+ years of tech and management experience, including Polycom. Four patents in video processing and AI.



The SnipMe Process

Our editorial team solicits short-form videos from users (a) on topics that are trending in traditional and social media and (b) as submissions to shows modeled on formats proven popular in traditional TV. This process is facilitated by a richly featured, patent-pending mobile app that enables users to shoot and produce customized, short-form video responses. While all acceptable submissions are published within our app, the best videos from each solicitation are included in a 2- to 10-minute broadcast-quality show produced and hosted by media pros.

Go-to-Market

- SnipMe's launch will be implemented in 4 phases, taking the service from a beta launch through the realization of a full-fledged TV network.
- Phase 1** Organic growth via direct outreach, social-media sharing, word of mouth.
 - Phase 2** Targeting of heavily followed social media users via OneQube's Social Audience product and FameBit campaigns.
 - Phase 3** Traditional advertising and PR coupled with searching-engine marketing.
 - Phase 4** Expand categories/demographics while courting blue-chip advertisers.

Intellectual Property

Patents: 1 allowed, 3 pending, 3 in development. Trademark: "SnipMe" in U.S. and Europe, plus URLs

Initial Launch Topics targeting the Millennial demographic (18 to 34 years old)



SnipMe's Advantage in the \$100B U.S. Advertising Market

Random User-Generated video	mobile CPMs	Network-Quality Shows
\$0.25 avg banner	500%+	\$1.50 avg banner
\$2.00 avg video		\$50.00 up to video
Network advertiser (e.g. Google AdSense)		In-house account (i.e. direct to advertiser)

Mobile & Internet Video TV

Per episode: \$200k-\$700k



Contest TV

Per episode: \$1.5M-\$4M



with 25-30% for talent/licensing

The SnipMe Cost Advantage



SnipMe shows cost less than \$1000 per episode

(+ content licensing or special hosts if applicable)



Contact

Bob Mitchell (703) 244-7192 Bob.Mitchell@SnipMeTV.com

The WorkForce Channel: Executive Summary

The WorkForce Channel is the most effective channel for progressive companies, industry career experts, associations & even nonprofits to reach the always-connected and highly interactive employees of today.

It employs dynamic, proprietary, branded content that will reach the best candidates before they've seen a job listing. Winning companies will be the ones that demonstrate leadership not only in their industry but also and especially in how they recruit premier talent.

What's unique about our solution

Individuals do matter and their actions can transform industries. Content, packaged as career insights & knowledge in 10 second mentions, 30 second clips, 1 minute commercials, 2 minute vignettes, 5 minute roundtables, 15-minute mini-series and reality shows will transform and empower individual career choices.

Piecing together the modern digital advertising ecosystem for "Career Job Seekers" to "Chart THEIR Specific Career Paths" can be, for many, a little like trying to assemble a robot in their living rooms. My charter as founder of The WorkForce Channel is to employ artificial intelligence to showcase "Career Media Content" – programmatically. Why? Because the patterns in charting a career path are, more often than not, predictable and what better way to serve information to today's market than credible video content from The WorkForce Channel.

The Size of the Market

In January, the unemployment rate held at 4.9 percent, and the number of unemployed numbered 7.8 million. The number of long-term unemployed was unchanged in January, at 2.1 million. The number of persons employed part time for economic reasons was little changed at 6.0 million. These individuals, would have preferred full-time employment, working part time because their hours had been cut back or they were unable to find full-time jobs. The remaining 1.5 million persons marginally attached to the labor force in January had not searched for work for reasons such as school attendance or family responsibilities.

Initial Traction and First Successes

Our videos have showcased employees at **Virginia Hospital Center, a client**, as one of the Top 100 Hospitals in the country. **Domino's Pizza** also a client, their biggest hurdle in hiring "no one thinks of Domino's as a career path". Higher click through, higher google indexing, customized trackable landing pages to build databases of potential hires, even positive feedback from their own employees volunteering to be in the next videos.

Driving Revenue

Company Video Profiles, programmatic data advertising & marketing, content hosting, video pre rolls, prominent sponsorships, webinars, content publishing, individual profiles apps, pre-qualifying apps, training seminars, roundtables, social media marketing, podcast, click through, selling products and services & more.

Management Team

Donald J. (Jim) Hatch Founder -- Digital pioneer, has worked in media for 30 years with expertise in sales and sales management in recruitment, print, newspaper, magazine, direct mail, radio, internet, streaming, social media, data analytics, content and programmatic marketing.

Sandy Wible – CTO, Website hosting, design, programming e-Commerce, vendor / manufacturer sourcing and warehousing- fulfillment & shipping- in-person event management and support- advertising- social media- contracts and legal review.

"Our success will be determined by how many people we can serve and by how well we can serve them."



“We Turn Manure Into Money”

CONTACT:

Arthur Lazerow , CEO
Direct: 866-620-9245
Mobile: 301-807-9022
Art.lazerow@trieatechnologies.com

MANAGEMENT TEAM

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

INDUSTRY: Agriculture, Ag-Tech, Clean-Tech

FUNDING TO-DATE: \$2.4MM

Friends and Family: \$440K
Founder Debt: \$840K
Angel Investors: \$337K
Institutional Debt: \$800K

FINANCING SOUGHT: \$1.0MM

Summary

Triea Technologies is focused on the multi-billion dollar Concentrated Animal Feeding Operation (CAFO) segment of the U.S. agriculture industry. This segment is undergoing rapid technological innovation. During the past three years, Art Lazerow has moved Triea Technologies from the “idea stage” to the threshold of commercialization with two technologies that will reduce farm operating costs, reduce pollution, save money, and generate multiple revenue streams for our farmers while delivering significant economic results for our investors, stakeholders and the environment.

We are offering an exceptional IRR and 5X-8X exit in 5-7 years

Agriculture Industry Problems:

• **Energy Costs – \$1.4 Billion Annual U.S. Market.**

Energy is a farm’s largest operating expense. The traditional paradigm has been to burn propane to provide heat. Farmers are dealing with rapidly rising, highly volatile propane costs and frequent supply shortages, with no increase in farm revenue. Farmers are desperate to find stable propane prices and uninterrupted

supplies. Additionally farmers are very interested in reducing their carbon footprint and associated pollution.

• **Phosphorus Recovery – \$2.2 Billion Annual U.S. Market.**

100,000 miles of rivers, 2.5 million acres of lakes, and 800 square miles of bays and estuaries are contaminated with excess phosphorus which creates phosphorus pollution. Animal manure and commercial fertilizer spread on farm land are significant contributors to the problem. Phosphorus produces toxic algal blooms, dead zones, fish and seafood kills, and highly contaminated drinking and potable water. Efforts to control the problem have been focused on adopting draconian rules and regulations that are so onerous many farmers are being forced out of business.

Animal manure is a significant asset and potential strategic resource. Phosphorus is highly recoverable and recyclable. The CAFO industry produces 1.6 billion tons of animal manure and 60 MM tons of phosphorus every year. Every pound of phosphorus that we recover and recycle is one pound that will not enter our waterways and a pound that will not have to be mined or imported.

Solutions:

• **Energy Costs** – Our **Biomass-HRS™** heat recovery system extracts heat generated by composting animal manure and organic matter, processes it, and gives it to the farmer to heat animal grow-out houses. Currently, there are 111,000 contract growers with 140,000 grow-out houses. The Biomass-HRS™ **saves the farmer up to 75% in energy costs, provides a minimum of \$175K cash savings over the life of the system, removes 57 tons of CO₂ per farm per year, and eliminates the need to burn propane.** We are operational in West Virginia, have a system under construction in Salisbury Maryland, a system under contract, and multiple expressions of interest from farmers around the country, Canada, and South America.

• **Nutrient Recovery** – Our **Agra-NRS™** system **recovers and recycles 90+ percent of the phosphorus in animal manure, produces three highly valuable products, and creates zero waste.** Each of the products represent significant revenue streams for the farmer. Every pound of phosphorus we recover is a pound of phosphorus that never enters our waterways and can be recycled back into the supply chain. Our system enables farmers to comply with environmental regulations, continue to use manure as fertilizer and generates new revenue streams for the farm.

Unique Value Proposition: Our systems provide benefits to the farmer that previously did not exist and which are currently not available in the agriculture industry. Our systems provide the farmer with multiple operational and financial benefits. Our technologies are uniquely positioned to either stand alone or they can be married into a complete integrated process that enables the farmer to turn his greatest liability into a money saving, revenue generating asset.

Integrated Solutions: LMS, LRS or Both?

Business Challenge

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

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

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

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

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

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

Solution and Results

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

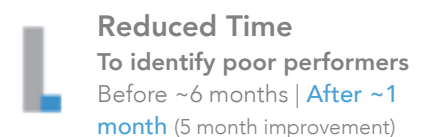
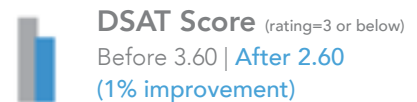
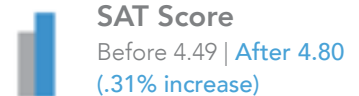
Through this technology, Tech 2000, on behalf of GVE, was able to identify specialists that were not engaged in the training program and provide remediation. As a result, dissatisfaction scores in the organization were reduced. Within 30 days the specialist team was fully empowered to handle web tickets,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

GVE Support

Benefits Present Time

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

Major impact with Tech2000 in only 6 months



SPONSORS



TECH 2000, INC @tech2000inc

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



GEORGE CHURCHWELL, CO-FOUNDER AND PRESIDENT

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

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

With almost 30 years experience in the networking industry, George has interacted with a wide variety of network communications technologies with real-world experience in systems integration, security, and web presence. His focus has been on improving training for the broadband service provider workforce, particularly through the use of dynamic e-learning and mobile techniques. George's specialties include, MEF- Carrier Ethernet Certified Profession (MEF-CECP), Cisco Certified Systems Instructor (CCSI) for Cisco's ARK9K, CRS3, and XRFund, products and technologies.



APPNETIC @appneticmobile

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

Eazy to use, with a clean UI and UX, appnetic is the mobile sales enablement tool of choice for organizations and enterprises which have large and frequently changing product portfolios and/or large field sales forces who need "just in time" sales and marketing information at their fingertips. Our customers include HP, Cisco and other major brands.



BILL SMITH, VICE PRESIDENT PRODUCT & GROWTH @wilsmith2

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

Big Idea CONNECTpreneur Spring Forum



SPONSORS

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

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



LORE SYSTEMS, INC @loresystems

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



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY

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

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

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



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,

SPONSORS

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



MICHAEL LABRIOLA, PARTNER

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

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

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



BDO @bdoaccountant

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



MARK ANDERSEN, PARTNER

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

SPONSORS

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.

BNY MELLON **BNY MELLON**

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.

Bank of New York Mellon Wealth Management's expert capabilities encompass all areas of wealth management and are grounded in centuries of experience. We thoughtfully integrate our capabilities, including Investment Management, Wealth and Estate Planning, and Private Banking, in a way that makes sense for each client, continually expanding our resources to meet future client needs.

Big Idea CONNECTpreneur Spring Forum



SPONSORS



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 with more than 15 years specifically focused on 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. Prior to his role at Wells Fargo, Mr. Ross was the Branch Office Manager for the DC office of Neuberger Berman, where he successfully grew the office to one of the most profitable at the firm. Mr. Ross has held advisory and management positions within the industry for leading investment firms and has vast experience working with wealthy families and institutions.

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.



MONTGOMERY COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

@montgomerycmd

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



SALLY STERNBACH, ECONOMIC DEVELOPMENT DIRECTOR

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

Previously, Sally served as the Executive Director for Rockville Economic Development, Inc. During her tenure there, she launched the Rockville Women's Business Center, gained approval for a hotel for Rockville Town Center, participated in successful bids for Choice Hotels and MesoScale

Big Idea CONNECTpreneur Spring Forum



SPONSORS

Diagnostics headquarters, initiated the Rockville Innovation Center which today houses 35 start-ups, and created a women's business plan competition with \$20,000 in annual cash prizes and an annual Postdoc Conference and Career Fair for 500 S.T.E.M. postdocs.

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



GENERAL ASSEMBLY

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

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



PAUL GLEGER, SENIOR REGIONAL DIRECTOR

Paul Gleger is managing all campuses east of the Rockies. Paul is focused on launching and scaling business operations, building the team, and directing overall campus growth. In less than a year we grew into a robust team of 12, graduated hundreds of students, and gained reputation as a leading education institution in Washington DC. Before leading the DC campus, Paul was an early member of the GA San Francisco campus, responsible for everything from audience development, course production, and students outcomes. At GA we are creating a global community of individuals empowered to pursue work they love by acquiring relevant skills in technology, design, and business.

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

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

Big Idea CONNECTpreneur Spring Forum



SPONSORS



FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

@fairfaxcounty

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



DR. GERALD GORDON, PRESIDENT & CEO

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

Dr. Gordon has also worked for Arlington County, Virginia, and the U.S. Department of Labor. He was instrumental in creating the Emerging Business Forum and bringing the 1998 World Congress on Information Technology to Fairfax County. In 2005, the FCEDA was named by Site Selection magazine as one of the Top Ten Economic Development organizations in North America.

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



RYAN & WETMORE, P.C. @ryanwetmorepc

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



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

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

SPONSORS

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.

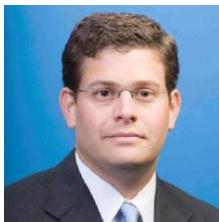


TODD A. SHERBACOW, CEO, EMISSARY REALTY, LLC @tsherbacow

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

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

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



IES

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

The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event will be on June 11, 2015, recognizing

Big Idea CONNECTpreneur Spring Forum



SPONSORS

companies that have exhibited greatness in sales or BD such as CoStar, Wedding Wire, Cvent, Carahsoft, Brocade, Ellucian, Deltek, and Red Hat. This year's Lifetime Achievement Award winner is NetApp Sales leader Mark Weber. Our website is i4esbd.org



FRED DIAMOND, FOUNDER

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

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

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



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @hoyapreneur

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

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

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



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

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

SPONSORS

In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and make a broader impact in the Washington, DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education. Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding.

At UNC-Chapel Hill, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review. Reid earned a B.S. in business administration from Appalachian State University and an MBA from UNC Chapel Hill.



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

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

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

Big Idea CONNECTpreneur Spring Forum



SPONSORS

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



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.



3RD ANNUAL WHARTON DC INNOVATION SUMMIT

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

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

SPONSORS



ALI QURESHI, VICE PRESIDENT @aliq21

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

Prior to joining Xcelerate, Ali had leadership experience in a number of healthcare technology start-up companies. He was Chief Technology Officer for RF Telematics, which delivers the MedLogiq data management platform for the healthcare market. Previously, Ali served as the Chief Operating Officer for MedRed LLC which develops medical records and clinical decision support systems.

Ali holds a Bachelor's Degree in Environmental Engineering from Wilkes University and an Executive Master's Degree from the Wharton School and School of Engineering and Applied Science at the University of Pennsylvania.



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.

2016 Big Idea CONNECTpreneur Spring Forum

SPEAKERS			
First Name	Last Name	Title	Company
Sudhakar	Kesavan	Chairman & CEO	ICF International (NASDAQ:ICFI)
Tien	Wong	CEO	Tech 2000 and appnetic
Tom	Dann	Venture Partner & former Managing Director	New Atlantic Ventures & Maryland Venture Fund
Randy	Domolky	Managing Director	Private Access Network
Jiemin	Jordan	Managing Director	Decisive Investment Group
Mark	Levine	Managing Director	Core Capital Partners
Douglas	Muir	CEO & Co-Founder	Muir & Associates & CAV Angels
PRESENTERS			
First Name	Last Name	Title	Company
CyberRx			
Ola	Sage	CEO	CyberRx
Bambo	Bamgbose	Co-Founder & CFO	CyberRx
Ingrid	Shipton	Director of Cybersecurity	CyberRx
Deven Software			
Nick	Perdikis	CEO	Deven Software
Thomas	Bowen	Chairman & Owner	Deven Software
Charlie	Crew	CFO	Deven Software
DisposeRX			
John	Holaday	Founder & CEO	DisposeRX
Dennis	Wiggins	CFO	DisposeRX
Ed	Rudnic	COO	DisposeRX
LifeFuels			
Ethan	Gill	COO	LifeFuels
Maxim	Wheatley	Co-Founder & Chief Product Officer	LifeFuels
Brandi	Suttles	VP Strategic Operations & Partnerships	LifeFuels
Ostendio			
Grant	Elliott	CEO	Ostendio
Jean	Foster	Chief Marketing Officer	Ostendio
Jermaine	Jones	Co-Founder & COO	Ostendio
Progow Corp.			
Will	Gleysteen	Co-Founder & CEO	Progow Corp.
Adam	Stafford	Product Manager	Progow Corp.
Peter	Gleysteen	Executive Chairman	Progow Corp.
Skreens			
Marc	Todd	Founder & CEO	Skreens
Meredith	Petrin		Skreens
Christina	Edling		Skreens
SnipMe, Inc.			
Bob	Mitchell	President	SnipMe, Inc.
Philip	Recchia	CEO	SnipMe, Inc.
The Workforce Channel			
Jim	Hatch	Founder & CEO	The Workforce Channel
Sandy	Wible	CTO	The Workforce Channel
Triea Technologies, LLC			
Arthur	Lazerow	Chairman & CEO	Triea Technologies, LLC
Dick	Stoner	Chief Business Development Officer	Triea Technologies, LLC
Gore	Bolton	Chief Financial Officer	Triea Technologies, LLC
PARTNERS			
First Name	Last Name	Title	Company
3rd Annual Wharton DC Innovation Summit			
Alan	Schlaifer	Chairman	3rd Annual Wharton DC Innovation Summit
Ali	Qureshi	Co-Chair, Healthcare & Biotech	3rd Annual Wharton DC Innovation Summit
BDO USA, LLP			
Andy	MacLean	BDS Director	BDO USA, LLP
Jason	Whitesell	Partner	BDO USA, LLP
Matt	Starkey	Assurance Manager	BDO USA, LLP
Marlon	Bernal	Assurance Senior Manager	BDO USA, LLP

PARTNERS			
First Name	Last Name	Title	Company
BNY Mellon Wealth Management			
Christopher	Ross	Senior Portfolio Manager	BNY Mellon Wealth Management
Ben	Rodgers	Senior Wealth Director	BNY Mellon Wealth Management
Donald	Wright	Senior Director	BNY Mellon Wealth Management
Deloitte			
Natalie	Buford-Young	Business Development Executive	Deloitte
Dingman Center for Entrepreneurship, UMD			
Elana	Fine	Managing Director	Dingman Center for Entrepreneurship, UMD
Holly	DeArmond	Associate Director	Dingman Center for Entrepreneurship, UMD
Emissary Realty			
Todd	Sherbacow	CEO	Emissary Realty
Diana	Horwitz	Vice President	Emissary Realty
Bernadetter	Walker	Director	Emissary Realty
Fairfax County Economic Development Authority			
Rodney	Lusk	Director of National Marketing	Fairfax County Economic Development Authority
Anne	Rosenblum	Marketing Manager, IT & Life Sciences	Fairfax County Economic Development Authority
General Assembly			
Emily	Schwartz	Partnerships Manager	General Assembly
Regina	Catipon	Local Marketing Producer	General Assembly
Georgetown University Entrepreneurship Initiative			
Jeff	Reid	Founding Director	Georgetown University Entrepreneurship Initiative
HafeziCapital International Consulting			
Babak	Hafezi	CEO	HafeziCapital International Consulting
Institute for Excellence in Sales (IES)			
Fred	Diamond	Founder	Institute for Excellence in Sales (IES)
Montgomery County Department of Economic Development			
Sally	Sternbach	Acting Director	Montgomery County Economic Development
Bernadette	Goovaerts	Director, IT and Cyber Security	Montgomery County Economic Development
Ryan and Wetmore			
Pete	Ryan	Partner	Ryan and Wetmore
Tessa	Lucero-Bennett	Associate	Ryan and Wetmore
Kelly	Standiford	Marketing Coordinator	Ryan and Wetmore
Danielle	Gallo	Manager	Ryan and Wetmore
SmartCEO			
Heather Louise	Finch	Market Director	SmartCEO
Meghan	Barry	Account Executive	SmartCEO
Amanda	Ducey	Account Executive	SmartCEO
Wilson Sonsini Goodrich & Rosati			
Mike	Labriola	Partner	Wilson Sonsini Goodrich & Rosati
Mark	Holloway	Associate	Wilson Sonsini Goodrich & Rosati
ATTENDEES			
First Name	Last Name	Title	Company
Steven	Abramowitz	Chief Executive	CEO Boardroom
Noble	Ackerson BAA	Co-Founder & CEO	LynxFit
Brian	Alexander	Chief Legal Officer	C2C SmartCompliance
Cora	Alisuag	President & CEO	CORAnet Solutions, Inc.
Paul	Anninos	Vice President	REI Systems
Christopher	Antonopoulos	Principal	Measured Results Marketing
Kami	Ashley	Director	Software Consortium
Ian	Asvakovith	President & CEO	Piedmont Fund Services
Michael	Austin	Founder	Business & IT Solutions
Caren Braun	Backus	Vice President	AH&T Insurance
Matt	Baker	Founder	Blue Sky Prospecting
Maurice	Bakley	Principal	Ampfyre
Patricia	Barber	Founder	3WaysDigital
Michael	Barnett	CEO	InGo
Jasmine	Bates		Georgetown University
Thomas	Beall	President	Consurgo Technology

ATTENDEES			
First Name	Last Name	Title	Company
Stephen	Bennett	Assistant Director, Career Services	Robert H. Smith School of Business
Casey	Berman	Managing Director	Camber Creek
Marc	Berman	President & CEO	Vector Talent Resources
Rahul	Bhandari	Managing Partner	Paras Ventures
Haresh	Bhungalia	CEO	@Legal Discovery LLC
Bruno	Bianchi	Co-Founder & CEO	Online Owls
Len	Biegel	Founder	UCount
Ted	Bilich	CEO	Risk Alternatives LLC
Lynn	Birch	VP, Customer Engagement, Support & Innovation	Skreens
Randy	Blake	Principal	Duncaster Investments
Jim	Bland	CEO	Snapdata
Chris	Bolster	Managing Partner	PublicRelay
Mark	Bolyard	Sales Manager	Tech 2000
David	Brink	Managing Director	Riveron Consulting
Scott	Brinser	CFO & Controller	Whereoware, Inc
Jeanette	Broz	Co-Founder	ARIVA
Peter	Buchanan	Managing Director	Ten Mile Square Technologies
Samantha	Buzaid	Market Maker	SwingSpace LLC
Thomas	Calhoun	Founder	CATALYSTIC
James	Cannon	CEO	Toto Communications, Inc.
Catherine	Carlstedt	Director of Marketing & Communications	Piedmont Fund Services
Charles	Carr	Assurance Partner	RSM US LLP
John	Casey	Entrepreneur-in-Residence	George Mason University
Alex	Castelli	Partner	CohnReznick
Jonathan	Chashper	CEO	Product Savvy
Zhonghao (Bruce)	Chen	Intern	RGA Business Advisory
Antonia	Chen	Financial Analyst	Tech 2000
Chida	Chidambaram		Blitzar Labs
Stewart	Christ	Princpal	BMC Associates
Lisa	Cines	Regional Partner	Dixon Hughes Goodman LLP
Derek	Coburn	CEO & Co-Founder	Cadre
Stephanie	Cohen	CEO	NFP Golden & Cohen LLC
Kathryn	Collings Laing	President/Principal	Pear Tree Partners/US Boston
Bill	Collins	Chairman & CEO	The Collins Companies
David	Cooper	CFO	Voci Technologies
Josefina	Correa	Co-Founder	Werbie, LLC
Albert	Costilo	VP Business Development	Sales Force Europe
Heather	Crotty	Director of Marketing	TransVoyant
Kevin	Cunningham	Principal	LNC Partners
Dean	Daisy	Partner	Daisy & Collins, LLP
Carmine	D'Aloisio	Minister Counselor for Commercial Affairs	U.S. Commercial Service
Gordon	Davidson	Chairman	Lightsense Technology
Randy	Davis	CEO	DynAgility
Joshua	de Gastyne	Founder	The Ultimate Doctor
Giadha	DeCarcer	CEO	Frontier Financial Group
Jim	DeCicco	Founder	Sunniva Caffè, Inc.
Jason	Dempsey	Co-Founder	Millie
Taylor	Devine	Founder & Managing Partner	The CDI Group
Brian	Dickerson	Senior Associate	West, Lane & Schlager Commercial Real Estate
Bob	Dinkel	Managing Director	Pierce Capital Partners
Sarah	Djamshidi	Managing Partner	Speedshift Ventures
Ollen	Douglass	CFO	The Motley Fool
Colin	Eagen	CEO	E Group, Inc.
Alona	Elkayam	Founder	Far From Timid
Sam	Farraj	CEO	RevAPM
David	Ferguson	CEO & President	5000fish
Dwight	Fischer	Principal	MetroNet Broadband Services
Ric	Fleisher	EVP, Corporate Development	Urgent.ly
Phil	Florenzo	VP & General Counsel	Fledge LLC
Laura	Fredericks	Founder & CEO	Describli
Maura	Fredericks	Founder	Thrive Consulting & Coaching, LLC
Marc	Freedman	CCE, CERC	Expense To Profit LLC
Amelia	Friedman	DC Co-Director	Vinetta Project
Darren	Fritsch	President	e5 Global Innovations
Dan	Frumkin	Chief Sales Officer	RadiateBuzz, Inc
Robert	Gahagan	President & CEO	CCSI-Corpoorate Consulting Services, Inc.
Gretchen	Gailey	Director of Communications & Government Affairs	New Frontier Financials
Ciera	Gallub	COO	Pelonkey
Guillermo	Garcia	Account Vice President	UBS Financial Services
David	Gardner	Co-Founder	The Motley Fool
Seth	Garfield	Of Counsel	Daisy & Collins, LLP

ATTENDEES			
First Name	Last Name	Title	Company
Daniel	Gartenberg	CEO	FLEET
Jacqueline	Gaulin	Founder & CEO	Gastro Girl LLC
Valerie	Gaydos	Founder	Angel Venture Forum
Adam	Genest	Founder	ValueCrates
Reza	Ghassabeh	AVP	Cushman & Wakefield
Ziad	Ghosn	Founder	Nomadic
Andrey	Gidaspov, Ph.D.	Director of Development	American Geosciences Institute Foundation
Kathryn Eileen	Giglio	Principal	WAGsolutions, LLC
Richard	Gilchirst	COO	Frontier Financial Group
Glenn	Giles	President & CEO	Privia
Kate	Glantz	CEO	Heartful.ly
Tom	Godin	COO	Gorove/Slade Assoc. Inc.
BK	Gogia	President	Cyber Security Firm
Sybil	Gohari	Founder	College Hounds
Alan	Golden	Business Manager	Apple
Jennifer	Graham	VP of Marketing	Kastle Systems
Carl	Grant	EVP, Business Development	Cooley LLP
Idris	Grant	Co-Founder & Chairman	LSi Media
Sabine	Grant	CEO & President	LSi Media
Steve	Graubart	CFO	1776
Ellen	Grealish	Co-Founder & Partner	FlexProfessionals, LLC
Richard	Greene	CPA & Business Advisor	RGA Business Advisory/Coaching & Venture Funding
Dennis	Groseclose	President & CEO	TransVoyant
Oleg	Gudym	Director, Business Development	Lore Systems
Fred	Gumbinner	President	D.C. Keiretsu Forum
Neal	Gupta	CFO	KiwiTech, LLC
Jeff	Guzy	Managing Partner	Grace McLain Capital LLC
Ryan	Halpin	Senior Manager	RSM US LLP
Lauryn	Han	Special Project Director	Business Development Assistance Group, Inc.
Kathryn	Harris	Founder & GC	RLG PLC
Ki	Hatch	Agent	The Mason Group
Jeffrey	Hausfeld MD, MBA		Society of Physician Entrepreneurs
Hormoz	Hekmat	Principle	2-Markets Inc.
Sylvia	Henderson	Founder/CEO	Springboard Training, LLC
Geoffrey	Hervey	Partner, Trusted Advisor	Bregman, Berbert, Schwartz & Gilday, LLC
John	Higginbotham	Chairman & CEO	Blue Ridge Networks
Barry	Holt	President	BackBeat Strategies Group
Jeffrey	Houle	Managing Member	Ramshorn Holdings LLC
Betsey	Hutton	Director, Strategic Alliances	ICF International
Bernadette	Hyland	Founder & CEO	GeoHealth US Corp
Doug	Ingram	CEO	Haystack Decision
Connie	Inukai	CEO	Tip 'n Split LLC
Belen	Ishizaki	CEO	Let's Clean
Vinod	Jain	President & CEO	India-US World Affairs Institute, Inc.
Alex	Johnson	President	InState Partners
Catherine	Jones	CEO	Werbie, LLC
Wm. Braun	Jones, III	Managing Director	Stonehaven Capital, LLC
Grace	Kane	Director of Digital Media	The Kane Company
John	Kane	President & CEO	The Kane Company
Julie	Kantor	President & CEO	Twomentor, LLC
Emilie	Kao	Executive Director	Kids World
Maimah	Karmo	President & CEO	Bliss Magazine
Afrika Bell	Kathuria	CEO	ABK Creative Solutions
John	Kealey	CEO	Decision Lens
Rebekah	Kelley	Creator & Founder	SKINFOOD
Jim	Kenefick	CEO	WorkingExcellence
Tim	Keough	Founder	WythMe
Joe	Kessler	Managing Partner	Next-Stage Development Group
Zak	Kidd	Co-Founder & COO	SwingSpace LLC
Kellie	Kim	CFO	Opus Group
Pete	Kirsch	Chairman	Palace Investment Company
Bruce	Klein	Board Member	Tech 2000
Neil	Kleinberg	CEO	DiliVer
Darin	Knicely	Founder	TurnAbout
Martin	Knott	CEO	Wye River Technologies
Tom	Kohn	Program Director PMBA program	American University Kogod School of Business
Chris	Koomey	President	Business Godfather, LLC
Anil	Kshepakaran	CEO & Founder	ICMed
Steven	Kubisen	Managing Director	George Washington University
Tom	Labrecque	Managing Partner	NextSteps Capital
Spencer	Lacey		Georgetown University

ATTENDEES			
First Name	Last Name	Title	Company
Frederic	Lafleur-Parfaite	CEO & Co-Founder	Boomzai
Sean	Lam	Vice President/CTO	IMSG
Tony	Lau	Managing Director	Totus Strategic Partners
Dustin	Laun	Co-Founder and CTO	Mobotour
Oliver	Lawless	Founder	Panacea Health
Curvin	Leatham	Member	AreaProbe
David	Lebow	CEO	HyLighter LLC
Jeannette	Lee	CEO	MoboTour.com
Marissa	Levin	CEO	Successful Culture
Chris	Ley	Marketing Consultant	Business Development Assistance Group, Inc.
Nick	Linsmayer	Operations Manager	Refraction
Katherine	Liola	President	Concentric Private Wealth
Jim	Long	Managing Director	VentureCross Partners
Mark	Longworth	CEO	Shevirah Inc.
Jeff	Lord	Founder/Managing Member	Magellan Trade
Jet	Lu	Chief Technology Officer	BudgetReferee
Alan	Luba	CEO	Human Resources Consultants LLC
Dennis	Lucey	Vice President	Qivliq Federal Group
Brandon	Luong	CEO & Founder	GrindHub
James	MacGregor	Publisher	Washington Business Journal
Darren	MacLennan	Aerospace & Defense Account Executive	Adobe
Mary	MacPherson	CEO	M2Works LLC
Tracey	Madigan	Executive Producer	SiriusXM
Shaheed	Mahomed	Senior Manager	MorganFranklin
Sean	Mallon	Senior Investment Director	CIT GAP Funds
Beth	Maloney	President	Palladian Partners
Janice	Mandel	Advisor	Routeam
Stacy	Manvitz	CFO	Afridyne
Jovan	Marjanovic	CEO	Tier One Analytics, Inc.
June	Marshall	Founder, CEO	Repperio
Andrew	Mason	CEO	Flashgrade
John	Mastal	Managing Director	Convergent Wealth Advisors
James	McAndrews	EVP, Operational Assessments & Analytics	Brightline Strategies
Melissa	McConnell	CEO & Co-Founder	gratitude coffee company llc
Tim	McGuckin	Co-Founder	IDENTIQI Inc.
Sally	McHugh	Senior Account Executive	SpeakerBox Communications
Phoebe	McPherson	Social & Content Strategist	LifeFuels
Michael	McShea	Chief Strategy Officer	ICMed
Tim	Meyers	Managing Director	Baker Tilly
Mark	Meytin	CEO & Co-Founder	1000ecofarms
David	Miller	CEO	Hitch
Neile	Miller	CEO	Ultra High Materials, LLC
Robert	Miller	President	Eventr.io
Navroop	Mitter	CEO	ArmorText
Michael	Mok	CEO	Aida Health
Medi	Monam	Founder	Medinc
Jill	Monk	Founder & Chief Business Development Officer	Innovation Board
Robert	Morgan	Co-Founder	MorganFranklin Consulting
Michael	Mort	Co-Founder	IdentIQi, Inc
Mark	Munoz, M.D.	Co-Founder & Chief Medical Officer	Ology
Alex	Murphy	LTI	CEO
Marie-Louise	Murville	CEO	Delight Me, Inc.
Ned	Muskie	Managing Director	Convergent Wealth Advisors
Charles	Nahabedian	CEO	MEDEX Spot
Ashok	Nare	Founder & CEO	Kollabio
Lowell	Nerenberg	Executive Leadership Coach	Coach Lowell
Kim	Nguyen	Principal	Blu Venture Investors
Jennifer	O'Daniel	Director	CIT GAP Funds
Brian	ONeill	CFO	DeepMile Networks, LLC
Paul	Opalack	Managing Director	Noblestar Capital, LLC
Tucker	Ophof	Sr. Director Employer & BD, Career Services	Robert H. Smith School of Business
Scott	Ormiston	CTO & Co-Founder	WECG
Elizabeth	Orsinger	VP Technology Banking	Square 1 Bank
Jo	Ousterhout	Cofounder	Entrepreneurs for Hillary
Brig	Owens	Principal	The Bennett Group
Amit	Pamecha	Managing Partner	AMVA Partners
Becky	Parker	Vice President	RBC Financial Management
Juanita Selena	Parra	Founder	One Jump
Sherry	Paterra	Senior Vice President	Televerde
John	Paty	Principal	Geostrategic
Nathaniel	Pearlman	President	Graphicacy

ATTENDEES			
First Name	Last Name	Title	Company
Kimberley	Person	BPA	Insperty
Dale Nirvani	Pfeifer	CEO	GoodWorld
Anbinh	Phan	Founder	Aloetree Kids
Lora	Popal	Business Developer Specialist	
Anton	Popov	Entrepreneur & Startup Advisor	
Shelly	Porges	Cofounder	Entrepreneurs for Hillary
Dennis	Powell	Director, Business Development at e-Management	e-Management
Phillip	Quatrini	Partner	Rimon Law Group
Helen	Qubain	Chief Innovation Officer	Innovation at Work
Harley	Radin	Private Investor	
Pramod	Raheja	CEO & Founder	MyStaffNow, inc
Michael	Ratti	CEO	Fledge LLC
John	Reardon	CEO	Reardon Consulting
Ed	Redfern, Jr	Founder/President & CEO	WelTek Analytics, Inc.
Geoffrey	Rempel	Owner	GMR Consulting
Erik	Rexo	Co-Founder & CEO	Adartis Animal Health
Michael	Reyes	Advisor	Merrill Lynch
Amy	Riccardi	CEO	HCM2020
Kevin	Righi	Business Development Manager	LifeFuels
Ken	Robbins	Co-Founder & CEO	Millie
Charles	Robertson	President	Principal Jets LLC
David	Rosenberg	Founder & CEO	Budget Referee
Vicki	Rosenberg	Chief Strategist	Budget Referee
Timothy	Ross	Partner	CohnReznick
Enrique	Rubio	CEO & Founder	Projectionary
Toni Lee	Rudnicki	Principal Consultant	TLR Consulting, LLC
Emily	Ruggiero	Assistant Director MSIS, Career Services	Robert H. Smith School of Business
Sarah	Rumbaugh	Co-Founder & CEO	RelishMBA
Danny	Ryan		
David	Sade	Executive Administrator	Cav Angel Network
Paul	Saldo	Chief BD Officer	Deven Software
Liz	Sara	CEO	Best Marketing LLC
Scott	Schedler	Co-Founder & Managing Director	Private Access Network
Tom	Scholl	CEO	shoalscrollschool@skull
Leigh	Schultz	Managing Director	MorganFranklin
Chris	Scotton	CEO	ClearEdge3D, Inc.
Adam	Segal	CEO	Cove
Rumy	Sen	CEO	Entigence Corporation
Denis	Seynhaeve	CEO	3CLogic
Erika	Shannon	Founder	ReferU
Elizabeth	Shea	CEO	SpeakerBox Communications
Kevin	Sheehan	Managing General Partner	Multiplier Capital
Patrick	Sheridan	CEO	Modus Create, Inc.
Win	Sheridan	Founder & Co-CEO	Apex Systems
Jennifer	Sherman	Account Executive	SpeakerBox Communications
Andrew	Sherrrod	Principal	Hirschler Fleischer PC
Parag	Sheth	Managing Director	Radius
Ali	Simeto	CEO	Ulozi Motors
Cal	Simmons	Washington DC Chair	Tiger21
Suzannah	Simmons	Director	Angel Venture Forum
Jay	Singh	Founder & CEO	Global Institute of Forensic Research
Paul	Singh	CEO	Rezon8 Capital
Sonjay	Singh	Co-Founder	Progow
Michael	Slage	CEO	LiftOff Health
Bill	Smith	VP, Product & Growth	appnetic
Norm	Snyder	Partner	Aronson LLC
Anthony	Solazzo	Managing Partner	Masonboro Partners
Pamela	Sorensen	Founder	Pamela's Punch
Angela	Sparrow	Account Executive	Electronic Commerce
George	Spears	CEO	ePurchasing Network, Inc.
Sheila	Stabile	CEO	Feel Good Business Innovations
Tony	Stanco	Executive Director	NCET2
Martha-Helene	Stapleton	Founder, CEO	Benecentive
Kathryn	Stewart	Managing Director	Cranbrook Capital
Ryan	Stewart	CEO	RyOne Inc.
Bill	Stokes	Founder & Chairman	Washington Network Group
Lou	Stokum	Co-Founder	EdFundr
John	Sullivan	Founder and General Counsel	Ultra High Materials, LLC
Vijay	Suri	Founder & CEO	Gambay
Rashin	Taheri	Co-founder	Koantum
Ramsay	Tanham	Co-Founder	Mobile Wine Deals

ATTENDEES			
First Name	Last Name	Title	Company
Danielle	Tate	Author & Entrepreneur	ElegantEntrepreneur.co
Matthew	Thees	Founder	Map My Fun
Lisa	Throckmorton	COO	SpeakerBox Communications
Dr. Siu	Tong	CEO	Smartlink Mobile Systems
Tom	Trexler	President	UV Design, Inc.
Ryan	Troll	Founder & CEO	Hirely
You Mon	Tsang	Founder & CEO	ChurnZero
Debbie	Tyler	Chairman & CEO	Vistage
Lance	Ullom	Principal	Blu Venture Investors
Philip	Usatine	Founder & CTO	Missing Link Digital
Prachi	Vakharia	STC	RideAmigos/World Bank
James	Van Horn Jr	Partner	Hirschler Fleischer PC
Philip	Vang	Founder	Foodhini
Anne	VanGilson	Angel Investor	
Donnie	Vinson	Consultant	The Aspen Group
Neil	Wasserman	Managing Partner	Timewave Analytics, LLC
Georgia	Weidman	Founder & CTO	Shevirah Inc.
Alice	Wendt	Senior Partner	Wendt Partners
Matt	Whitaker	Director	Clear Rock M&A Advisory Services
Shememe	Williams	Founder & CEO	My Active Senior
Gus	Williamson	Licensing Associate	George Washington University
Phoebe	Willis	Law Student	University of Virginia
Harry	Wingo	Principal	West River Solutions
Jim	Wolfe	President	FirstGuard Technologies Corporation
Jeffrey	Wolff	Co-Founder	IDENTIQi Inc.
Dean	Xenos	Principal	XenDean
Michelle	Xue		Georgetown University
Santosh	Yadav	Project Manager	Liquidity Services Inc.
David	Yang	Vice President	ICF International
Jeff	Yentis	Co-Founder & Managing Partner	TopBox LLC
April	Young	Managing Director	Hercules Technology Growth Capital
Dendy	Young	Managing Partner	McLean Capital, LLC
Andrew	Zaleski	VP & Director IT Services	Lore Systems
Valerio	Zanini	Director	Capital One
Adam	Zuckerman	Founder	Fosterly



RELIABLE, COST EFFECTIVE IT & CLOUD SOLUTIONS

Why Our Customers Choose Lore For Their IT Needs?

We are 100% focused on our clients' goals and bring deep and broad IT expertise, flexibility and agility to make IT easier, friendlier and more reliable.

- Virtual CIO
- Cloud & Data Center
- Network Engineering & Management
- Professional Services

Reduce Cost

Mitigate Risk

Improve Performance & Reliability



Oleg Gudym

Director, Business Development and Sales Engineering

Mobile: 703.855.1155

ogudym@lore.net

www.lore.net

@loresystems

A SPECIAL THANK YOU TO OUR COACHES



MARK ANDERSEN
Partner
BDO



ASHER EPSTEIN
CFO
VIVA Creative
@ashman11



RICHARD GREEN
Advisor & Former President
DC Metro Keiretsu Forum



INGAR GREV
Managing Director
The Growth Coach
@ingargrev



BABAK HAFEZI
CEO
Hafezi Capital
@NeXcoDMV



MARK HOLLOWAY
Associate
**Wilson Sonsini Goodrich
and Rosati**
@markpholloway



MIKE LABRIOLA
Partner
**Wilson Sonsini Goodrich and
Rosati**



BOB LONDON
President
London, Ink
@londonink

THANK YOU TO OUR PARTNERS



Join the conversation: @connectpreneur and #connectpreneur

Next CONNECTpreneur Forum: June 30 2016