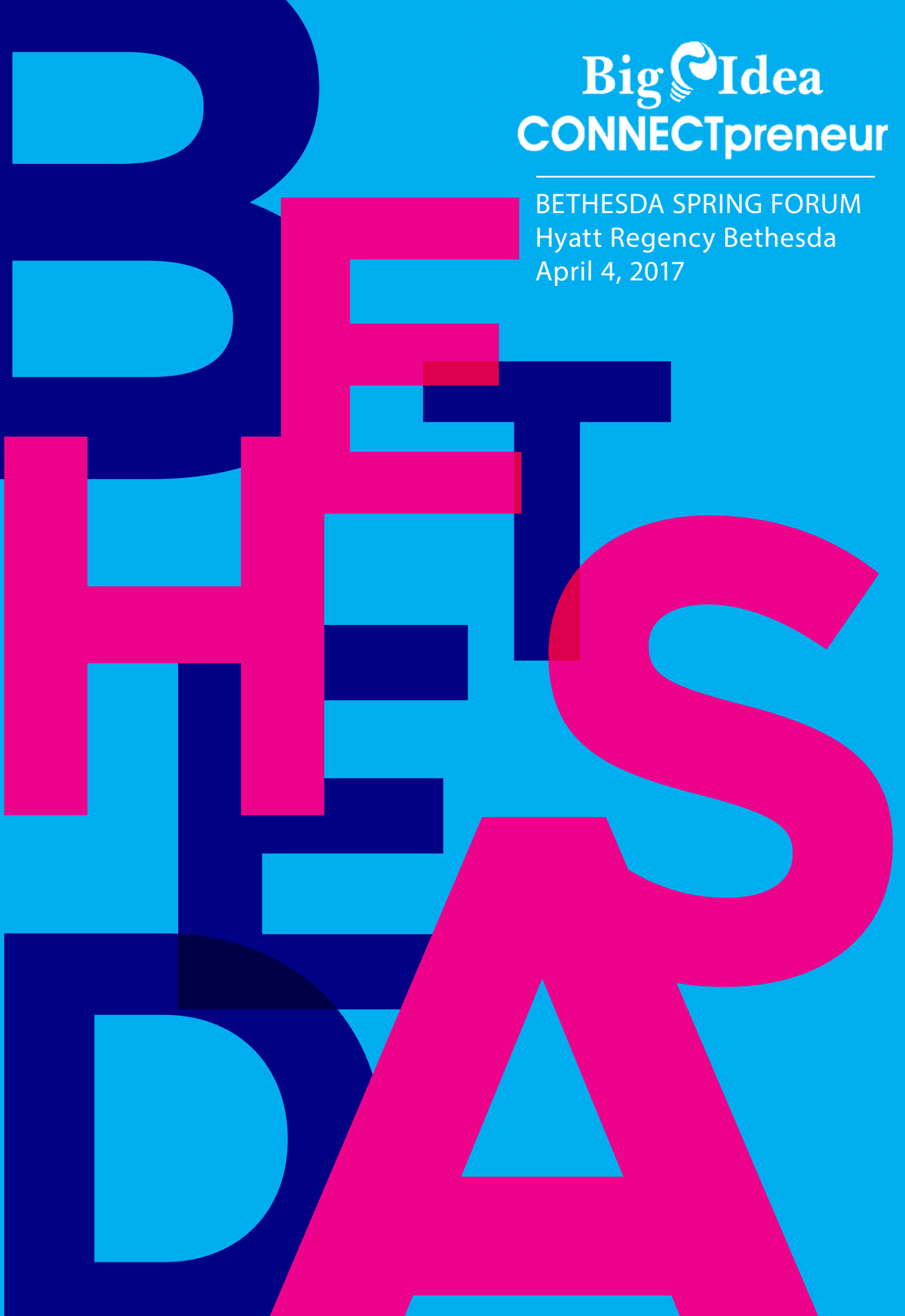


Big Idea
CONNECTpreneur

BETHESDA SPRING FORUM
Hyatt Regency Bethesda
April 4, 2017



WELCOME TO THE
BETHESDA
SPRING FORUM

Dear Guests:

On behalf of our awesome Sponsors and team, I would like to welcome you to the Big Idea CONNECTpreneur Spring Forum, our 23rd quarterly forum in the past 6 years.

CONNECTpreneur inspires and empowers regional entrepreneurs, CEOs, founders, angels, VCs, CXOs, and other business, university, and government leaders by bringing them into one room for meaningful connecting, learning, and deal making.

Our Partners have been terrific and make this event feasible. Their profiles and bios follow in this program book: Tech 2000, Lore Systems, Wilson Sonsini, Montgomery County Economic Development Corporation, State of Maryland Department of Commerce, TEDCO, Cresa, BNY Mellon, Association for Enterprise Growth, BDO, JustWorks, WeWork, Ryan & Wetmore, SmartCEO, Dingman Center for Entrepreneurship, Shulman Rogers, The Meltzer Group, Georgetown University, Institute for Excellence in Sales, The Tech Council of Maryland Venture Mentoring Service, Wharton DC Innovation Summit, and Hafezi Capital. Thank you so much!

Finally, I want to thank our loyal and extremely hardworking team, Coaches, and volunteers. In particular, I'd like to acknowledge Antonia Chen, Regan Nelson, Drew Zaleski, Kathy Broe, Oleg Gudym, Jack Weinstein, Jiemin Jordan, Babak Hafezi, Bob London, Richard Greene, Ingar Grev, Ines Lebow, Marissa Levin, Mark Andersen, Mark Holloway, and Mike Labriola. Their great work insures that these CONNECTpreneur Fora are the best and most popular events in the Mid-Atlantic region.

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

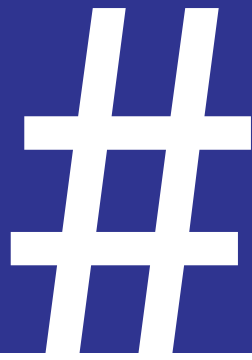
Best,



S. Tien Wong

Chairman

Tech 2000, Inc. and Lore Systems, Inc.



Join the conversation on Twitter
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DAY

AGENDA

7:00 - 8:15am

REGISTRATION/NETWORKING

8:15 - 8:25am

WELCOME

S. TIEN WONG, Chairman, Tech 2000 and Lore Systems

8:25- 9:10am

FIRESIDE CHAT

DAVID TRONE, Co-Founder and Owner, Total Wine & More

9:10 - 9:55am

COMPANY SHOWCASE/ROCKET PITCH

20/20 Gene Systems

Aevumed

Bloosurf

Jrink Juicery

Limitless for Horses

MediMergent

9:55- 10:45am

SERIAL ENTREPRENEURS SHARE WAR STORIES

MODERATOR: GLEN HELLMAN, Angel Investor & serial CEO; CEO of Driven Foward

NIGEL JONES, CEO, Koolspan and Managing Director, TWJ Capital

BETH MALONEY, President, Palladian Partners

D.P. VENKATESH, Vice President, Broadsoft; CEO, mPortal

10:45am

NETWORKING

Speakers



DAVID TRONE, CO-FOUNDER & OWNER, TOTAL WINE & MORE

David Trone is the Founder and President of Bethesda, MD-based Total Wine & More, the largest privately owned alcoholic beverage chain in the United States. Together with his brother, Robert, he entered the wine business in 1991 when he opened two wine retail stores in Delaware. Mr. Trone graduated Phi Beta Kappa with a B.A from Furman University and an MBA from the Wharton School at the University of Pennsylvania in 1985.

Total Wine & More is the largest U.S. independent retailer of fine wine with \$2.5 billion in annual sales. Total Wine & More was named Retailer of the Year by Market Watch in 2006, Beverage Dynamics in 2008, and Wine Enthusiast Magazine in 2004 and 2014. The company operates in 21 states with 150 Wine Superstores and over 5,000 team members.

Mr. Trone serves on the Wharton Graduate Executive Board, the Wharton Retail Advisory Board, The Bullis School Board of Trustees, the Board of Trustees for the Baltimore Symphony Orchestra, and the ACLU Private Sector and Educational Advisory Board on Reintegration.



S.TIEN WONG, CHAIRMAN, TECH2000 INC, & LORE SYSTEMS

@tienwong (Snapchat and IG: stienwong)

Tien is Chairman of Tech 2000, a national leader in technology training, mobile e-learning, and mobile content management platforms. He is also Chairman of Lore Systems, a provider of network engineering, cloud computing, and VCIO services.

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. 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 and Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County Economic Development Corp., CIT GAP Fund's Investment Advisory Board (IAB), the Digital DC Tech Fund IAB, the Potomac Officer's Club and FounderCorps. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



GLEN HELLMAN, CEO & FOUNDER, DRIVEN FORWARD LLC

Glen Hellman is DC's own Mr. Cranky. He's a business coach who through asking tough questions helps people figure out what to do and holds them accountable to do it.- He's a former hired-gun turn-around CEO and Vistage Rookie of the year. In 2012 Hellman was named as the #1 Angel in the USA by Tech Cocktail readers which illustrates the power of fake news. Glen coaches individuals, runs CEO peer advisory groups and consults with companies on money raising and go to market strategies.



NIGEL JONES, CHIEF EXECUTIVE OFFICER, KOOLSPAN

Nigel Jones brings to KoolSpan over 20 years of experience in operations, financial management, private equity, and mergers & acquisitions, with a demonstrated track record of success. Nigel has been a partner at private equity investment firm TWJ Capital since 2006.

Prior to joining TWJ Capital, Nigel was a Principal at the Carlyle Group, where he was a member of the U.S. Buyout team focused on the aerospace, defense, and federal technical services sectors. Prior to joining Carlyle, he was an Associate in the Technology Investment Banking group at Goldman Sachs & Co.

Nigel holds a Masters of Business Administration degree from the Stanford University Graduate School of Business and a Bachelor of Arts degree (magna cum laude) from Harvard University. Prior to business school, Nigel was a commissioned officer in the United States Marine Corps from 1991 to 1995, with a focus on secure voice and data communications. Nigel is a member of the Board of Directors of the Marine Corps Scholarship Fund.

BETH MALONEY, PRESIDENT, PALLADIAN PARTNERS, INC.



After having her first entrepreneurial venture shutdown by her school principal in 7th grade, Maloney went on to develop three cottage industries in her hometown of Tulsa before coming East on a National Merit scholarship to American University. Recruited out of AU by Andersen Consulting (present day Accenture), she honed her client engagement and solutions development skills. She joined the InfoMech Internet Commerce co-founders in 1998 to help grow the company as the chief sales and marketing professional. She then joined Etensity in 1999 which skyrocketed to more than 400 employees in the first 18 months of business. Maloney led business development for custom Internet application solutions.

In 2008, she joined Palladian, a traditional communications boutique, to bring digital communications to federal health and research clients. Palladian operates as a wholly owned subsidiary of Altarum Institute. Maloney became president of Palladian in February 2011 and has since more than doubled the size of Palladian's business. She considers her current role as an ideal combination of her passion for business, technology, communications, health, and contributing to the wellbeing of others.

Named a 2009 Rising Star by Federal Computer Week, Beth Maloney has more than 20 years of experience focused on digital solutions for government and private-sector clients. Maloney is active in philanthropic and industry networks, serving as the Vice-Chair of the Board of The Children's Inn at NIH and as an Executive Officer for YPO Washington DC/Baltimore Chapter.



D.P. VENKATESH, VP BROADSOFT DESIGN, BROADSOFT

D.P. has over 20 years of leadership roles spanning product management, design, sales, marketing, and corporate strategy. As VP of BroadSoft Design, DP focuses on creating custom digital experiences for BroadSoft customers that drive adoption and engagement of their products and services.

D.P. was previously Founder and Chief Executive Officer of mPortal Inc. which he led since 2000 and sold to BroadSoft in June 2015. mPortal specialized in providing software products and services to create superior digital user experiences across mobile, web, and other connected devices. Prior to mPortal, D.P. served in a variety of executive roles at McKinsey & Company, CSC, and Convergys.

D.P. is an adviser and board member for technology startups and frequently speaks to academia, corporations, and industry associations on design, technology, entrepreneurship, and product strategy. He received the Frost & Sullivan "Movers & Shakers" award for the Mobile Industry and was selected by the Center for Innovation and Technology as one of Virginia's Top 50 Entrepreneurs.

D.P. Venkatesh has a B.S. degree in Chemical Engineering from Anna University in India, a M.S. in Industrial Engineering, and an MBA from the University of Cincinnati.



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

www.2020gene.com
www.BloodTestforLungCancer.com

Strengths

- *First mover in commercializing machine learning algorithms and data analytics coupled with established tumor marker testing platforms*
- *Early entrant into multi-billion-dollar lung cancer test market*
- *Planning to launch a pan-cancer test to detect 5 or more tumor types from a single blood sample*
- *Significant barriers to entry*
- *High capital efficiency: Track record of winning large competitive research grants (\$7 million)*
- *Possible IPO under Reg. A+ in 2017*

Leadership Team

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

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

Please see our web site for management bios

Most Recent Financing

\$4.6 million Series A Preferred led by Keiretsu Forum, current investors, and Ping An Ventures, a Chinese strategic investor.

investors@2020gene.com
(240) 453.6339 ext. 102

Executive Summary

Breakthrough in Digital Diagnostics

20/20 GeneSystems ("20/20") uses machine learning and data analytics to substantially improve the accuracy of biomarker blood tests for the early detection of cancers. **In Q2 2017 we introduced in the U.S. the first blood test for the early detection of lung cancer that incorporates a machine learning algorithm.** This will be followed by a **universal pan-cancer test** to screen for multiple cancer types from one blood sample. Importantly 20/20's algorithms and analytics substantially improve the accuracy of cancer tests currently used by physicians worldwide -- without requiring new equipment or change in current practice.

East-to-West Model for Big Data Acquisitions

East Asia presents a major early market opportunity that we are now entering. Tumor markers (antigens) are routinely used in East Asia for the screening and diagnosis of many cancers but their accuracy and usefulness are constrained by a lack of analytical tools to translate biomarker values into medically actionable information. To address this problem, we collect patient data from that region into our proprietary database to generate algorithms to improve test accuracy with the aid of machine learning software. These algorithms will be commercialized in East Asia using a software-as-a-service (SaaS) model. They will also be part of an integrated test system here in the U.S. combining data analytics, algorithms and biomarker tests not currently available in the U.S.

Several Health check centers and a network of 10,000 health clinics managed by Ping An (which recently invested \$2 million in 20/20) seek to offer our analytical tools for their customers and patients.

First Product Commercially Available Now: Lung Cancer Test + Algorithm:

For China and East Asia we have developed software with an algorithm to substantially improve the accuracy of lung cancer screening already common in that region. The algorithm was developed using data from over 1,000 Chinese patients. For the USA we have a CLIA licensed lab and lung cancer test that has incorporated a new machine learning algorithm recently co-developed and validated by the Cleveland Clinic.

Universal "Pan" Cancer Test: Broad Spectrum Early Detection

Our pipeline includes a "pan-cancer" test to simultaneously screen for **multiple tumor types from a single blood sample.** Data is being collected from screening centers in East Asia that will be the foundation of a test to be introduced in the U.S. The pan-cancer test, unlike our lung cancer test, will be marketed directly to consumers on a self-pay (~\$195) basis.

As a software analytics layer on top of existing equipment, our tests utilize established tumor marker detection kits and automated instruments available in thousands of clinical testing labs worldwide, thereby permitting us to scale globally. **Each of these thousands of labs has strong financial incentives to market the tests and 20/20's algorithms to physicians in their network.** No other company has yet commercialized a scalable lung or pan-cancer test utilizing the biomarker platforms and algorithm approach adopted by 20/20.

Next Financing Round: Series B or Reg. A+ IPO

We are raising a \$2 million convertible debt Bridge round. This will be followed in 2H 2017 by a \$15 million Series B round or a small IPO under the new Regulation A+ (faster yet less costly and burdensome than traditional IPOs). The market caps of many small, publicly traded companies w/ early cancer detection tests (but w/ little or no revenue) often exceed \$75 million.



Venture Concept: Aevumed is a start-up with patient-centric vision to develop innovative medical devices for extremity orthopedic surgery, including sports medicine, and minimally invasive arthroscopic procedures. With high prevalence of shoulder rotator cuff tears and over 1.7 million shoulder arthroscopic surgeries in the US in 2016, Aevumed's PHANTOM™ suture anchor product presents a novel technology for shoulder arthroscopic rotator cuff repair with cost savings of \$400 per case (20% reduction) with societal savings of \$186M per year.

Background: Based in the greater Philadelphia area, Aevumed's mission is focused on delivering innovative and cost-effective solutions providing improved outcomes for patients and practice enhancement for surgeons. Furthermore, Aevumed will focus on 12-month development cycles for Class II devices through the FDA 510(k) process without the need for clinical or animal studies.

Company Team: Aevumed is composed of R&D professionals with extensive experience in the development of implantable medical devices from concept to FDA submission. Aevumed has contracted a consulting surgeon design team specialized in shoulder and elbow surgeries to identify clinical needs and aid in the development efforts.

Clinical Needs: Current suture anchors require numerous surgical steps leading to relatively long operating time. In addition, rotator cuff suturing is relatively cumbersome where suture anchors require disposable surgical instrumentation to pass sutures through tendons. Furthermore, the time and labor intensive nature of current rotator cuff surgery introduces higher levels of risk associated with anesthesia exposure and infection.

Technology: Aevumed's PHANTOM™ is designed for shoulder arthroscopic rotator cuff repair. Aevumed's proprietary suture anchor technology provides surgeons with a variety of intra-operative options that lead to improved surgical outcomes and improved patient quality of life. The PHANTOM™ is a cost saving anchor device that provides 50% reduction in number of surgical steps, a simpler solution, reduction in OR time, reduction in anesthesia exposure, a method to avoid use and costs of disposable suture passer instruments, and reduction in possibility of contamination. In addition, the suture anchor carries three sutures, has triple threading, and a unique micro-structure technology on its surface to aid in pull-out strength called Micro-Thread.

Targeted Markets: The extremity market is the fastest growing (13% CAGR) in orthopedics. The shoulder market has been growing the most aggressively and arthroscopic rotator cuff tissue repair has been a particularly growing interest among surgeons for many years to serve an aging population.

Competition: Biomet and DePuy have diversified their portfolios with an array of small-joint solutions. Unlike the large-joint market, the extremities segment has a much more diverse group of companies vying for position as extremity innovators such as Tornier, Arthrocare, Ascension Orthopedics, Arthrex, and Smith & Nephew.

Product Line: Initially, Aevumed objective is to launch a competitive rotator cuff surgery system in Year 1. Aevumed is currently developing the next generation rotator cuff repair system using a disruptive proprietary technology.

Forecast:

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$1,128,884	\$6,773,304	\$13,546,608	\$20,319,912	\$26,415,886
Expenses	\$1,131,834	\$3,764,741	\$9,167,119	\$13,785,570	\$18,328,689
Income	(\$2,950)	\$3,008,563	\$4,379,489	\$6,534,342	\$8,087,197

Funding to Date: \$305,000 from angel investors in equity convertible debt used for R&D.

Achievements to date: FDA 510(k) submission filed in January 2017, Provisional & Non-Provisional patent filed, obtained freedom-to-operate letter from patent attorney, prototypes, cadaver labs, mechanical testing, supply agreements, packaging and sterilization validation protocols, regulatory submission service contract, drafted sales distributor contacts, market introduction plan, and forecast.

Financial Requirements and Deal Structure: \$1.5M in Series A funding for equity.

Uses of Financial Proceeds: Verification & Validation, FDA clearance, inventory, business operation, hiring & payroll, legal, marketing & sales, and regulatory and new product development. Product launch Q3 2017.

Investor Exit Plan: Buyout by a larger company in 3 -5 years or IPO (market permitting). Potential buyers, not limited to; J&J, Arthrex, Stryker, Zimmer, Biomet, Conmed, Smith & Nephew, and Wright Medical Group. Target RIO > 7.



Very High Speed internet for rural America

Description: The digital divide is growing between urban and rural areas. With 46 million people residing in rural America, the business and social impact of leaving them poorly connected is significant. Despite this, major carriers and also ADSL operators are pulling back from rural areas where the only operator is the cable operator that has the broadcasting rights but whose offers are outdated in terms of speed and cost. Bloosurf's mission is to close the digital divide gap by providing very high speed internet solutions to rural communities through its state of the art LTE-TDD 4G technology fixed wireless network and 70 MHz of licensed spectrum (same as Sprint). With these assets, Bloosurf's technology covers a 35-mile radius from Salisbury, MD, delivering up to 150 Mbps to a market of approximately 250,000 households and businesses. The solution developed and beta test completed by Bloosurf is surfing on the acceleration of innovation in wireless technology (Cooper's law). When licensed spectrum is available, LTE-TDD is already able to provide blazing speed and significant capacity through a network of towers. This approach is now enabled by the availability of optic fiber backbones in rural areas. Another revolution is the availability of software design radios that can be upgraded through software uploads.

Advantages: With our large block of secured 70 MHz of licensed spectrum from the US Federal Communications Commission, enabling both range and capacity unlike unlicensed options, an LTE network and radically lower cost structure, Bloosurf is experiencing over 100% growth in subscribers and revenue and expects this trend to continue into 2017 and 2018. Bloosurf's very high speed internet service is set at a competitive price with no contract and unlimited data. Our network is evolutive with software upgrades. Bloosurf has agreements in place with major partners such as commercial tower companies and equipment providers. Market forces continue to favor Bloosurf's growth as more people drop cable TV service for live desktop video streaming via high speed internet connections. The Co-Founder, Vincent Sabathier, has already established a similar very high speed internet service provider company, Alsatis, in rural France -- a \$15 US Mill revenue generating company (2015) -- so has the know-how to replicate and quickly adjust the model, as needed, in the US.

Market: The rural residential addressable market in the US is 10 US Billion. Bloosurf aims to capture at least 4% of this market starting with the Mid-Atlantic region.

Business Model: We will scale up our current business model by 4X - Acquire 40 new customers per month to reach at least 8,000 total through aggressive mass marketing techniques (fliers, mailers, print & in-advertisement, pitches at city halls, churches, grocery stores and like) and customer referrals. Provide single play, unlimited data package. Build 30 more towers for expansion (200 customers/tower).

Competition: Satellite providers including Viasat/Hughes, ADSL (phone line) providers including Verizon and in limited areas, cable providers such as Comcast

Funding Requirements & Revenue Forecast: Bloosurf is currently seeking a Series A raise of \$2,000,000 for organic growth. Use of proceeds will cover the cost for additional towers, business development, marketing, and personnel. An exit is envisioned through acquisition.

Financial Forecast (Mid-Atlantic)

	Year					
	2016	2017	2018	2019	2020	2021
Revenue (US \$ Mill)	0.43	0.62	4.16	8.24	14.86	21.5
Expenditures	0.45	1.91	5.65	7.2	8.35	8.75
Net	(0.04)	(1.3)	(1.5)	1.06	6.51	12.75

Bloosurf, LLC

Contact: Vincent Sabathier

Address: 1222 Old Ocean City Road
Salisbury, MD 21804

Email: vincent@bloosurf.com

Office: 410-957-6060

Mobile: 202-285-5688

Number of Employees: 5

Key Personnel:

Vincent Sabathier, Co-Founder, CTO & President, expertise in complex system integration in aerospace & IP networks. Co-Founder of Alsatis, French-based internet provider to rural French communities. 15 years at France space agency, CNES; US CSIS; French gov liaison to NASA & DoD for Space.

Paul Carliner, Co-Founder & CEO.

Seasoned government budget appropriations & program specialist. 17 years US Senate Appropriations Committee; oversaw \$62 billion in federal spending for science/tech programs for NIST, NASA, NTIA.

Naimat Mughal, Board Member and Shareholder:

Expert mobile networks design engineer, construction & operations, with years at Sprint & AT&T.

Company Status: Revenue-generating.

Ownership: Pocomoke Holdings

(includes V. Sabathier, Co-Founder): 96.85%. Naimat Mughal: 3.15%.

Total Investments to Date:

\$1,200,000. (+\$1,150,000 USGov grant).

Intellectual Property: Trade secret

protected.

Law Firm: Surovell, Isaacs, Peterson, & Levy, PLC

Accounting Firm: TGM Group



EXECUTIVE SUMMARY

Business Summary: JRINK is a direct-to-consumer cold-pressed juice brand. Founded in 2014, the company has grown from \$0 to \$1.2 million in LTM revenue in under 3 years, with 4 tasting rooms (soon 6) & online home delivery, a new-age dual prong strategy that is manically focused on a seamless customer experience, which starts on digital, and ends on digital.

Management: Founders Shizu Okusa and Jennifer Ngai are both former investment bankers, starting their careers at Goldman Sachs, then PE at the World Bank. They left the industry with a combined 10+ years of business and finance experience to start JRINK. Other C-Suite managers bring over 10+ years of combined experience from Booz Allen, Lululemon, Kit & Ace, Social Tables and WeWork.

Customer Problem: Busy lifestyles are affecting the way we eat and live. Many of us don't get nearly close to the 6 ½ cups worth of recommended fresh fruits & veggie intake. Why? We're just too busy.

Solution: JRINK offers premium & peace-of-mind nutrition in the form of glass-bottled cold-pressed juices, with 5 lbs of produce in each serving. We deliver to customer homes directly, on-demand or scheduled, and have shops for customer purchase, prioritizing convenience.

Target Market: 25 to 45 year-old working professionals that are educated with disposable income, health conscious & socially savvy, placing a premium on convenience & luxury for value.

Competitors: Puree & Fruitive are other raw juice purveyors locally but are more "cafes". Brands like Suja & Blueprint are High Pressure Processed, and operate on a lower-margin wholesale approach, being sold at places like Whole Foods to Wal-Mart to Costco, with no real competitive advantage. JRINK focuses on the premium high-quality juice market, targeting the "busy workweek consumer", offering an elevated brand and customer experience.

Competitive Advantage: JRINK is a digitally native vertically integrated brand. Through a direct sourcing and commerce model, we cut out the middle man, realizing a +20% reduction in costs, leading to industry-leading gross margins of +55% and most importantly real-time data and customer feedback on product. This, in comparison to typical juice companies, that are either solely focused on brick & mortar or wholesale. The former being highly capital intensive and the latter being hyper competitive, facing downward pressure on price. JRINK is ultimately an enhanced brand experience, offering a four-part bundle of premium quality, rich in-shop experiences with "educators" talking up the JRINK value proposition, web/mobile experience, and customer service that collectively become the brand – or lifestyle – in the customer's imagination, shaping their everyday choices.

Raise: \$700K in a convertible note, of which ~\$500K has been committed to.

LIMITLESS FOR HORSES LLC

Virtual Boundaries and Monitoring system for horses

16809 Yeoho Road, Sparks-Glencoe, MD 21152

443-750-0903

www.limitlessforhorses.com

Business Description: Limitless for Horses LLC is going to revolutionize the horse fencing industry, making current electric fencing options obsolete. The mission of the product is to protect the safety of the horse, while also preventing damage to the board fencing. Not only is there risk involved with board fencing scraping, entangling, and gauging the animals when they come in contact, horses are notorious for cribbing on the fencing, leaving them damaged and leaving wooden fencing options more readily available for splintering. Currently, electric fencing, which is also an unsightly safety concern, is being used as a supplement to keep horses distanced from the fence, which would now be achievable from the use of a halter placed on the horse. This new technology would allow you to protect and track your horse, giving owners peace of mind when they are not in direct contact with their animal.

Products/Services:

- Virtual Boundary halter that communicates using GPS with satellites and cell towers on the location of the horse based on their relationship to the virtual boundary
- A base station that is used as a reference point for satellites to make correction for any potential drift that would affect the virtual boundary
- A “set-up service” to assist farm owners implementing the system safely and effectively, assisting in the process of training the horses to the boundaries
- Service contracts for data transmission and smart phone applications
- Unified service center from the cloud that provides customer service and troubleshooting for the system

Technologies/Special Know-How: The founder has vast knowledge on the horse industry after 40 years of experience. As a horse farm owner, the founder has faced the challenges of current fencing options and sees the need for advanced technology options. Limitless for Horses founder has a current patent pending for the specially designed virtual boundary halter. The award-winning, engineering firm, KIMCHUK Inc, has vast experience in the technology industry as the manufacturer of the Boomerang system used by the United States Military to alert the location of incoming fire in hostile, war-time situations.

Market Potential/Customer Base: The current customer base are the owners of the 9.2 million horses, in the United States alone, with 54 million horses, Internationally. There is emphasis on the owners of horses who have experienced cribbing, a behavior where a horse is prone to chewing on fencing, horse owners who can benefit from being able to remotely monitor their animals, as well as farm owners who want to preserve pasture and fencing at a more reasonable cost.

The addressable market in the United States is estimated at \$90 billion in total revenue, with growth potential internationally and through the growth of the horse industry nationally. The segmented addressable market is projected \$10 billion in revenue, with a target market of \$50 million in the first few years of production.

Sales Channels: Internet marketing using company websites, social media, and advertisement through partnerships within the horse industry. Cold calling potential farm clientele and word of mouth will also be advantageous for brand expansion

Competition: Within the horse industry, the only viable competition would be the electric or supplemental fence manufacturers, currently. There are similar technologies being used in other animal industries with emphasis on household pets, specifically dogs, but none currently available in any large animal industries.

Financial Projections:

	2017	2018	2019	2020	2021
Revenue	\$0	\$500,000	\$1,500,000	\$5,000,000	\$10,000,000
EBITDA	(\$500,000)	(\$350,000)	\$500,000	\$1,500,000	\$5,000,000

Founder

Jennifer Lemmon

Top level hunter/jumper rider, thoroughbred breeder, and racehorse owner.

Engineering Team

KIMCHUK Inc. has a full-service facility from prototype development to manufacturing and packaging.

Industry

Horse, Technology, communications.

Type of financing sought

\$500,000 convertible note for development of working prototypes.

Funding to date

By owner for development of patent and engineering specifications

Patent Attorney

Joe Maenner & Associates

Year started

December of 2015

CONTACT INFORMATION

Sandra S. Garrett Ph.D.
 MediMergent LLC
 2301 Research Blvd
 Suite 201
 Rockville, Maryland 20850
 301-388-5888
www.nmsoap.com

EXECUTIVE MANAGEMENT TEAM

Sandra S. Garrett Ph.D.—CEO
 Kenneth Borow M.D.-Pres & CMO
 Bruce Garrett M.D.-COO
 Hilda Maibach M.A.-CIO

TYPE OF FINANCING SOUGHT

\$5MM Series A

USE OF FUNDS

- Increase Staff
- Expand Technologies (Apps)
- Build analytics with IBM Watson
- Expand Call Center
- Marketing Outreach

INVESTMENT TO DATE

\$2.5MM Private Placement

NUMBER OF EMPLOYEES--9

STRATEGIC PARTNERS

- US FDA
- American Pharmacists Assoc.
- Kroger
- Cardinal Health
- SuperValu
- Albertsons/Safeway

The Problem: Seventy-seven new medications entered the market in 2016. However, the safety and efficacy of these products need to be determined through real world evidence. This means patients taking new drugs need more data on side effects and/or risks. As a patient, who is listening to your voice regarding your concerns related to treatments for your disease?

The Solution: In collaboration with the US Food and Drug Administration, MediMergent has built and deployed a digital platform to collect ongoing information directly from patients regarding the safety and outcomes of newly approved medications and medical devices. This data collection platform, called **THE NATIONAL MEDICATION SAFETY OUTCOMES AND ADHERENCE PROGRAM (NMSOAP)** enrolls patients at the pharmacy, physician’s office, infusion center or hospital and follows their progress over time. Data is collected directly from patients using customized surveys and is integrated with their medical records, pharmacy and claims data resulting in an unprecedented analysis of patients’ diseases, treatments and outcomes. IBM Watson tools are used to analyze data and build models to predict risks.

Competitors: To date no other company has created strategic relationships with FDA, retail and specialty pharmacies and IBM that collects and integrates data from multiple sources with emphasis on the Voice of the Patient.

Traction: The NMSOAP has collected information on almost 10,000 patients. This proof-of-concept study has validated outcomes and side effects that patients experienced in the real-world. The NMSOAP serves as an “early warning system” to help patients identify events that could lead to negative and costly outcomes and also creates a communication ecosystem among pharmacists, physicians and patients. Health insurers and pharma companies are in discussions to use the NMSOAP platform to reduce health care costs.

Customers: Include biopharmaceutical companies, self-insured companies, health insurance plans, healthcare systems and government agencies.

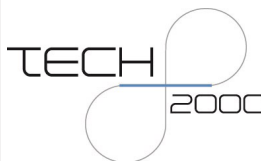
How is revenue generated: Fee-for service and data subscriptions.

Market Size: Programs that address comparative effectiveness of medications are estimated at \$1.7 billion.

Management Team: The four founders represent serial entrepreneurs who created and exited from successful healthcare related businesses.

Financial Projections	2017	2018	2019
Revenue	\$5,530,000	\$25,100,000	\$62,800,000
Expenses	\$3,400,000	\$6,000,000	\$7,900,000
Income	\$515,000	\$10,000,000	\$32,500,000

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TECH 2000, INC @tech2000inc

Tech 2000 is an award-winning EdTech, corporate training and education software development 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, and serves Fortune 1000 enterprises.



GEORGE CHURCHWELL, PRESIDENT

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

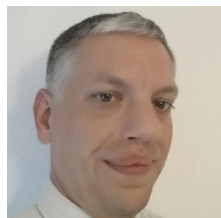
Tech 2000's core strengths include content development, mobility, dynamic education tools, and training delivery for IT. Our proprietary adult learning methodology techniques are proven to provide the knowledge and cutting-edge technical capabilities required in today's telecom industry. In addition 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 of experience in the networking industry, George's focus has been on improving training for the broadband service provider workforce, particularly through the use of dynamic e-learning and mobile techniques. George's specialties include, MEF- Carrier Ethernet Certified Profession (MEF-CECP), Cisco Certified Systems Instructor (CCSI) for Cisco's ARK9K, CRS3, and XRFund, products and technologies.



LORE SYSTEMS, INC @loresystems

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



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY

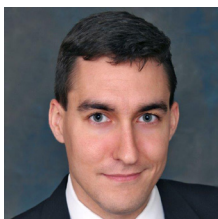
Andrew (Drew) Zaleski is Vice President and Director of Information Technology at Lore Systems, Inc. an IT professional services company which provides enterprise network engineering, virtualCIO, managed hosting, and cloud services. At Lore, Drew has oversight of the Company's engineering operations and sales engineering functions, and built the Company's vCIO (virtual Chief Information Officer) practice. Drew has over 17 years of experience in design, installation, configuration, administration and troubleshooting of LAN/WAN infrastructure and security, leveraging a multitude of technologies to produce solutions. He holds ITIL, Microsoft and other professional certifications.



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SON SINI GOODRICH & ROSATI @wilsonsini

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



MICHAEL LABRIOLA, PARTNER

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

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

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



BDO @bdoaccountant

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



MARK ANDERSEN, PARTNER

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

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MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is the official public-private organization representing Montgomery County, Maryland. Our team is to help businesses start, grow and exceed expectations by helping them gain access to prime locations, top talent and available capital. With proximity to Washington, D.C. and 18 major federal agencies, Montgomery County is a global innovative center for industries ranging from life sciences and IT to cybersecurity and hospitality. The county is an economic leader in Maryland and a premiere address for the Mid-Atlantic's robust business community. Top talent lives here – Montgomery County has the nation's highest percentage of residents holding post-graduate degrees. It's also a great place to live and work.



DAVID PETR, PRESIDENT AND CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

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

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



WEWORK

When we started WeWork in 2010, we wanted to build more than beautiful, shared office spaces. We wanted to build a community. A place you join as an individual, 'me', but where you become part of a greater 'we'. A place where we're redefining success measured by personal fulfillment, not just the bottom line. Community is our catalyst.

WeWork is a platform for creators, providing over 100,000 members around the world with space, community, and services through both physical and virtual offerings. WeWork currently has more than 140+ physical locations in 40+ cities and 12 countries around the world.



JOHN BOOZER, DIRECTOR, EASTERN US, WEWORK

John has been with WeWork since September of 2016 as Director of Sales for the East Region. Prior to joining WeWork, John spent 8 Years in F&B, ending his career as the Head of F&B at the Omni Corporation before spearheading two start ups based out of Charlottesville VA and Washington, DC. The past five years, John has helped ramp sales and revenue for a third start up locally that went through acquisition in late 2015.



CRESA @DCCresaPartners

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



JAMES M UNDERHILL, CHIEF EXECUTIVE OFFICER

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

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

Jim has served on the Boards of numerous charitable organizations, including Junior Achievement, The Wolf Trap Foundation for the Performing Arts, Neediest Kids, the National Rehabilitation Hospital, and the Chesapeake Bay Maritime Museum. He is a member of the World Presidents Organization, and the Economic Club of Washington.

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



ASSOCIATION FOR
ENTERPRISE GROWTH

ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

The Association for Enterprise Growth (AEG) is a nonprofit advisory council of experienced business advisors that provide cost-effective expertise and guidance to owners of midmarket companies. AEG consists of experts from complementary professional services disciplines equipped to grow enterprise value and maximize personal wealth for all stages of the business lifecycle—from startup to growth to maturity to transfer or sale.



JOHN YETMAN, CHAIRMAN, THE ASSOCIATION FOR ENTERPRISE GROWTH; MANAGING DIRECTOR, THE CAPITOL BAY GROUP, A FINANCIAL ADVISORY PRACTICE OF AMERIPRISE FINANCIAL SERVICES INC.

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

John has conducted numerous educational seminars for major corporations and organizations, including:

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The International Monetary Fund (IMF), The World Bank, The Organization of American States (OAS), The Discovery Channel, The Bureau of National Affairs (BNA), General Electric/NBC, Charles E. Smith Companies, The Society of Human Resource Managers (SHRM) and many others. John has his Certified Investment Management Analyst® (CIMA®) certification from the Wharton School of Business. He graduated from the University of Maryland with a degree in accounting. He trained and qualified to work with executive's stock option plans as part of the UBS Corporate Executive Services Group. John holds numerous securities industry registrations including, FINRA Series 7, 8, 63, 65, and Insurance for 31 states.

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



STATE OF MARYLAND, DEPARTMENT OF COMMERCE

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



STEVE PENNINGTON, MANAGING DIRECTOR, BUSINESS & INDUSTRY SECTOR DEVELOPMENT

Steve Pennington comes to the Department with extensive experience as a sales leader in the telecommunications industry. As Managing Director, Steve leads the customer facing efforts for growth, attraction and retention for the Department. His organization is made up of business units including Finance, Strategic Industry and Entrepreneurship, BioHealth and Life Sciences, CyberSecurity and Aerospace and Business Development. Throughout his more than 30-year career, Mr. Pennington has been a leader of performance focused teams, developing growth and go-to-market strategies and conducting business development activities for a number of dynamic industry leading companies. These include Group Vice President for Americom Inc., Senior Vice President of Sales and Marketing for USA Mobility Inc., General Manager for Bay Broadband Communications and Regional

Manager for Sprint Enterprise and Public Sector Sales. Most recently, Mr. Pennington led the national business development efforts as Vice President for Seattle-based start-up ATG Risk Solutions.

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

JUSTWORKS. JUSTWORKS



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

With Justworks, business leaders have the resources to make their company a better place to work. They have increased bandwidth and peace of mind, knowing that Justworks has them covered. Their teams benefit from top healthcare, benefits, and perks normally reserved for staff in large corporations.



ISAAC OATES, CEO AND FOUNDER

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

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

SHULMAN
ROGERS

GANDAL
PORDY
ECKER

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

Shulman Rogers, a full service law firm with 100 attorneys, offers superior legal services across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, mergers and acquisitions, securities, tax, intellectual property, employment, immigration, telecommunications, bankruptcy and debt restructuring, and trust and estate planning. In addition, the Firm has vast experience in a broad range of real estate transactions, with a strong emphasis on commercial and residential closings, leasing, landlord-tenant, commercial development, acquisition, sales and related matters. Our litigators handle both general and complex litigation, and all methods of dispute resolution.

Shulman Rogers has garnered a reputation for providing quality representation, business insight, and client value. The Firm also supports its clients by creating opportunities, through its vast client base, for financing procurement, joint venture possibilities and client-to-client business referrals. Experience, breadth of knowledge and commitment to excellence enables the Firm to provide high quality legal services at a reasonable fee. As a result, the Firm is an attractive alternative to larger, higher-priced law firms and to smaller, less diverse firms. Please visit our website at shulmanrogers.com.



SCOTT MUSELES, SHAREHOLDER, BUSINESS AND FINANCIAL SERVICES

Scott counsels start-up, early-stage and mature private companies, small-cap and micro-cap public companies, placement agents, investment banks, and investment fund sponsors on a wide range of transactional and business law matters. His practice emphasizes public and private placement offerings,

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M&A, angel and VC transactions, crowd-funding, private equity and real estate fund formation, reverse mergers, roll-ups, SEC and state securities blue sky compliance, corporate governance and general corporate law.

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

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



BNY MELLON

BNY MELLON @bnymellon

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



CHRISTOPHER K. ROSS, SENIOR PORTFOLIO MANAGER

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

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

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



THE
MELTZER
GROUP

THE MELTZER GROUP @MeltzerGroup

The Meltzer Group is a diversified financial services company based in Bethesda, Maryland. Meltzer has become industry leaders in the insurance field as cited by the Washington Business

Journal, providing comprehensive business, personal and corporate insurance and financial strategies. Founded in 1982, The Meltzer Group prides itself in providing clients exceptional service and innovative problem solving ideas. They believe that the clients' needs and desires are the most important factors in the insurance process.



RICHARD DIPIPPA, PARTNER

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process. Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach.

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

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



TEDCO

TEDCO is more than an early stage funding resource. It is the hub of Maryland's entrepreneurial network where startups find mentors, organizational assistance, facilities for daily operations, and a roadmap for success. TEDCO was created by the Maryland State Legislature in 1998 to facilitate the transfer and commercialization of technology from Maryland's research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State. TEDCO is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.



ANDY JONES, MANAGING DIRECTOR, MARYLAND VENTURE FUND

Andy Jones has a nearly 30 year business career with a proven track record of building and growing businesses and creating shareholder value. He has a unique blend of operational and investment success, having worked on "both sides of the fence" as an Operating Executive and an Investor/ Board Member. Andy left Grotech in 1999 to raise an institutional fund with peers in the venture business. They successfully raised an \$85 million 1st institutional fund and the mid-Atlantic office of Boulder Ventures was born.

After 3 successful funds with Boulder and just under \$300 million raised and deployed into early stage technology and life science ventures, Andy got the entrepreneurial itch again to do another start-up. Later, Andy teamed up with a long-time friend of his in Annapolis and together they

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raised a 1st round of venture capital to execute on this opportunity. The business was named High Street Partners. They successfully raised a \$6 million 1st round of venture capital from Sigma Partners and Baird Capital, and the rest was history. Two more rounds of venture capital helped them grow the business into a \$42 million recurring revenue business in 2014 with 220 employees. In 2014 they received an offer to purchase the business that they could not refuse – a large European private equity player (HgCapital) offered \$100 million for the business and High Street was sold.

Andy received his Masters of Business Administration with a specialization in Finance from the University of Chicago Booth School of Business in 1990. He received his Master of Engineering degree from Cornell University in 1986 and Bachelor of Science from Cornell in 1985, where he studied computer science and majored in electrical engineering.



StartupHoyas® **GEORGETOWN ENTREPRENEURSHIP INITIATIVE** @startuphoyas

The Georgetown Entrepreneurship Initiative enables students to see the world as entrepreneurs do, while providing the knowledge and skills they need to act on their insights and add value to society. Our mission is to create a culture of entrepreneurship throughout the Georgetown University community insuring that all members have the opportunity to explore and experience what it means to behave like an entrepreneur.

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



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

@hoyapreneur

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

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

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



ANNUAL WHARTON DC INNOVATION SUMMIT

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

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

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



ALI QURESHI, PROGRAM DIRECTOR @aliq21

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

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



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.

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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.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES (MTC VMS)

The Tech Council of Maryland Venture Mentoring Service (TCM VMS) program is based on a team mentoring approach modeled after the highly-successful MIT Venture Mentoring Service, which has been implemented in more than 60 communities around the globe; the TCM VMS program is the 50th program. The TCM VMS program is currently serving 14 Maryland-based startup companies, which have a nexus to Maryland and a demonstrated proof of concept for their respective product or service.

The TCMVMS program has provided over 575 hours of volunteering and free mentoring. We have ongoing partner relationships with CONNECTpreneur and the Montgomery County Economic Development Corporation. Sponsors include, the Maryland Department of Commerce, Launch WorkPlaces and MCEDC. Interested prospective mentees should submit expressions of interest to the TCM Venture Mentoring Program. For more information, go to <http://www.techcouncilmd.com/careers/mentor-mentee.php>



SALLY STERNBACH, FOUNDER OF TCM VENTURE MENTORING SERVICES

Sally Sternbach retired in 2016 after leading both the Montgomery County Department of Economic Development and Rockville Economic Development, Inc. for 14 years. In her prior professional life, Sally spent 19 years with AT&T federal sector, taught accounting and finance, 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. She is married to David Sternbach, a former professional musician turned clinical social worker and author of more than 100 articles on performance psychology; they have lived in Montgomery County since 1980.



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

[@umd_dingman](#)

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



ELANA FINE, MANAGING DIRECTOR [@elanafine](#)

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

Prior to joining Dingman, Elana was a VP of Revolution Partners, an investment bank where she advised on a variety of tech transactions ranging between \$5 and \$100 million, including venture investments, sell side and buy side acquisitions. Elana also served as Revolution’s CFO from 2003-2006. From 1997-2000, she was a consultant with Accenture, where she implemented technology solutions for clients in financial services, government and natural resources.

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



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

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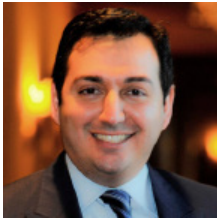
tax matters and business consulting services. His expertise extends to: Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals.

Pete has served on the Board of Directors for a number of organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association. He has an MBA in Finance from the University of Baltimore and a B.A. in Accounting from the Catholic University of America. He is a member of the AICPA, Maryland Association of CPAs, Virginia Society of CPAs, and the Greater Washington Society of CPAs.



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.



INSTITUTE FOR EXCELLENCE IN SALES @IESBD

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet. The workshops are held at the USA Today Building. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales.

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



FRED DIAMOND, FOUNDER

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

With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred made his mark before creating the IES as the outsourced marketer of choice for technology and professional service CEOs looking to get their vision into the marketplace and sales leaders who know that their companies can go-to-market better. His approach to marketing has especially been well received by international companies looking to enter US markets. As the CEO of the Institute for Excellence in Sales, he helps company leaders achieve their business goals by growing strong revenue channels and programs.

SPEAKERS			
First Name	Last Name	Title	Company
Glen	Hellman	CEO & Founder	Driven Forward, LLC
Nigel	Jones	CEO	Koolspan Inc.
Beth	Maloney	President	Palladian Partners
David	Trone	Co-Founder and Owner	Total Wine & More
DP	Venkatesh	Vice President	BroadSoft Design
Tien	Wong	Chairman & CEO	Tech 2000 and Lore Systems
PRESENTERS			
First Name	Last Name	Title	Company
20/20 GeneSystems, Inc.			
Elsa	Lopez	Accountant	20/20 GeneSystems, Inc.
Barry	Cohen	Global Business Development	20/20 GeneSystems, Inc.
Jonathan	Cohen	Chairman and CEO	20/20 GeneSystems, Inc.
John	Compton	Chairman of the Board	20/20 GeneSystems, Inc.
Aevumed, Inc.			
Saif	Khalil	President and CEO	Aevumed, Inc.
Bloosurf			
Vincent	Sabathier	Co-Founder, President and CTO	Bloosurf
Paul	Carliner	Co-Founder and CEO	Bloosurf
Elizabeth	Cho-Fertikh	Founder	ECF Biosolutions
JRINK Juicery			
Shizu	Okusa	Co-Founder and Chief Juice Officer	JRINK Juicery
Katherine	Cotsonas	Director of Marketing and Sales	JRINK Juicery
Candler	Young	Managing Partner and Co-Founder	DC Community Ventures
Limitless For Horses			
Jennifer	Lemmon	Founder	Limitless For Horses
Tom	Ruhl	Sales Assistant	Limitless For Horses
MediMergent, LLC			
Sandra	Garrett	CEO	MediMergent, LLC
Bruce	Garrett	COO	MediMergent, LLC
Julie	Garrett	Executive VP, Finance and Administration	MediMergent, LLC
ATTENDEES			
First Name	Last Name	Title	Company
Steve	Abramowitz	Chief Executive and CEO Connector	CEO Boardroom
Satya	Akula	CEO	Amyx, Inc.
Steve	Alexander	CEO	Scaled Markets
Abdullah	Alhasasneh	Student	George Mason University
Ali	Allage	CEO	Boost Labs
Moss	Amer	Analyst	Maryland Venture Fund
Christopher	Antonopoulos	Principal	Measured Results Marketing
Lou	Aronson	Founder	Discourse Analytics
Hilton	Augustine Jr.	Serial Entrepreneur & Investor	
Larry	Austin	President	StarWalker LLC
Frank	Azuola	Founder	IntiTech
David	Bain	President	TM Technologies
Darrylyn	Bakshi	Law Associate	Association of Corporate Counsel
Pradeep	Bakshi	IT Technical Lead	Attain LLC
Tim	Batchelor	CEO	White Peak Capital
Jeremy	Bauman	Managing Director	New Dominion Angels
Andrew	Berkowitz	COO	Tradeversity
Beth	Berman	CEO and Founder	Compellications
Len	Biegel	Founder	Uncount.com
Randy	Blake	Principal	Duncaster Investments
Marion	Bosselut	Valuation Analyst	Duff & Phelps
Quinton	Bowman	Investor	Self-employed
Robby	Brewer	Partner	Lerch, Early & Brewer, Chtd.
Melissa	Bradley		Project 500

First Name	Last Name	Title	Company
David	Bringle	Co-Founder	Data Futurum
Kathy	Broe	Director of Compliance and Administration	Lore Systems, Inc.
Benjamin	Brokaw	Project Coordinator	InnoVideo
Danai	Brooks	Managing Partner	Glen Echo Capital
Michelle	Brown	Vice President	AHT Insurance
Avery	Brown	CMO	Drone Airspace Management
William	Bruner	Founder	Emerging Rule
Peter	Buchanan	Managing Partner	NewPlan, LLC
Nancy	Burnett	CEO	The SB Group
Laura	Butler	CEO	Policy Partners, LLC
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Chuck	Carr	Assurance Partner	RSM US LLP
Lyles	Carr	Senior Vice President	The McCormick Group
John	Casey	Managing Director	Venture Mentors LLC
Alfredo	Casta	CEO	Cascades Technologies, inc.
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Kaitlyn	Cauley	Analyst	Duff & Phelps
Rob	Cerbone	Principal	Cerbone & Co.
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Aaron	Chang	CEO	Renalert
Antonia	Chen	Associate	Opus8, Inc.
Yonald	Chery	CTO	DataTribe
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Gukjin	Chung	Hillman Scholar	Montgomery College
Tom	Cicotello	Senior Asset Manager	Clark Enterprises, Inc.
Lisa	Cines	Director	Radius Worldwide
Derek	Coburn	Founder	Cadre, LLC
Dan	Coffing	President	OrchIS Ideninity Platform
Michael	Cohen	Managing Director and Co-Founder	Suitless, Inc.
Buff	Colchagoff	CEO	Rosetta Health
Kathryn	Collings Laing	Principal	U.S. Boston Capital Corp.
Bill	Collins	Chairman & CEO	The Collins Companies
Jerry	Comanescu	CEO	World New Ideas Inc.
Eric	Conn	CEO	Leverge
Christine	Copple	COO	ETX Pharma, Inc.
Brian	Corbett	Director	TEDCO Seed Investment Fund
Tony	Cord	Partner and Managing Director	Newport Board Group, LLC
William	Cosgrove	CFO	6Connex, Inc
Robert	Cunningham	Business Development Manager	New Zealand Trade & Enterprise
Kevin	Cunningham	Principal	LNC Partners
Justin	D'Aniello	Associate Attorney	Shulman Rogers
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Hannah	Dean	Benefits Consultant	AHT Insurance
Hank	Dearden III	Principal	Group 3D
Spencer	Deese	Founder	The Community Company, Inc.
Dennis	Defensor	President	Defensor Dynamics
Jack	Dempster	Sr. Consultant	ATS
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Bob	Dinkel	Investor	Pierce Capital Partners
Sarah	Djamshidi	Executive Director	VWG - High Tower
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Randy	Domolky	Managing Director	Private Access Network
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Asher	Epstein	CFO	VIVA Creative
Mark	Esposito	Director	Ernst & Young
John	Estafanous	Founder	RallyBright
Francisco	Estevez-Molinero	Manager	X Corp Solutions
Peter	Ettinger	Partner	The Long Branch Group
Herb	Ezrin	CEO & President	Potomac Business Group
Lala	Faiz	Founder	Trybbe
Fred	Farshey	President and CEO	Stanley Martin Commercial, Inc
Jeff	Finkelstein	Investor	Spotters VC
Dwight	Fischer	Executive Vice President	Lore Systems, Inc.
Michael	Flecker	Co-Founder	Vocado, LLC
Ryan	Forsythe	President	Qlipt
Greg	Foscato		
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Laura	Fredericks	Founder & CEO	Describli
Marc	Freedman	Chief Cost Evaluator	Expense To Profit, LLC
Magnus	Friberg	President	Scanreco North America
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Michael	Goldman	President	MGA, Inc.
Brett	Goldstein	Vice President	UBS Private Wealth Management
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Josh	Greene	CEO	The Mather Group
Ed	Grenier	President and CEO	Junior Achievements
Ingar	Grev	Managing Director	The Growth Coach
Ben	Grimley	CEO	Speak Agent, Inc.
Philip	Gross	Managing Director	Expense Reduction Analysts
Oleg	Gudym	vCIO and Director	Lore Systems, Inc.
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Edgar	Harrell	Managing Partner	Harrell Capital Partners, LLC
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Ken	Harvey	Client Services Associate	Fellows Financial Group, LLC
Jim	Hatch	Founder	The WorkForce Channel
Chris	Haug	CEO Chapter Director	Startup Grind, Columbia, MD
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Corey	Hawk	Senior Associate	Corstone Capital
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Crystal	Icenhour	CEO	Aperiomics
Lebow	Ines	CEO & Transformation Executive	Enterprise Transformation Solutions, LLC
Connie	Inukai	President	Tip n Split Solutions
Sarah	Iranpour	President	PerSON Clinic LLC

First Name	Last Name	Title	Company
Richard	Irving	Attorney	Edell, Shapiro & Finnan LLC
Marc	Isaacson	President and CEO	Village GreenApothecary
Daniel	Jabbour	Financial Advisor	UBS
Leif	Jackson	Senior Director Project Management	Equifax
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Beth	Johnson	CEO	RP3 Agency
Stephanie	Johnson	Supervisor	RSM US LLP
Andy	Jones	Managing Director	Maryland Venture Fund
Jiemin	Jordan	CEO	Decisive Investment Group
Phil	Jung	Associate	Maryland Venture Fund
Jill	Kaminsky	Associate Broker	Long and Foster
Julie	Kantor	President & CEO	Twomentor
Afrika	Kathuria	Field Producer	C-SPAN
Katie	Kessler	Assoc. Project Manager	MetroStar Systems
Joe	Kessler	Managing Partner	Next-Stage Development Group
Hassan	Khan	Entrepreneur	Georgetown University
Raj	Khera	CEO	MailerMailer
Eugene Soosh	Kim	Entrepreneur	Georgetown University
Pete	Kirsch	Managing Partner	Blue Marlin Partners
Tim	Klanke	COO	Debx
Todd	Klein	Managing Director and Chief Investment Officer	SWAN & Legend Ventures, LLC
Neil	Kleinberg	CEO	DiliVer, LLC
Matt	Klinger	SVP	Bridge Bank
Burton	Kloster	Investor	Wakefield Consulting Services
Tom	Kohn	Professor/Executive-in-Residence	American University
Matthew	Koll	Co-Founder and Chairman	410Labs
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Prashant	Kothari	CEO and Founder	String Information Services
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Chris	Lee	CEO	Cloud Age Solutions
Bethany	Lee	Founder	SolveSpark
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Shawn	Leister-Frazier	President	InnoVideo
Kelsey	Lents	Student	Georgetown University
Julie	Lenzer	Associate Vice President	University of Marland
Sandy	Leung	Digital Project Manager	Broadsoft Inc.
George	Leventhal	Montgomery County Council	Councilmember At-Large
Marissa	Levin	CEO	Successful Culture
Martin	Levine	Founder & CEO	Whyttle
Mark	Levine	Managing Director	Core Capital Partners
Ariel	Lewis	Owner	The A-List
Renee	Lewis	CEO	Pensare Group
Reid	Lewis	Co-Founder & SVP Marketing & Sales	Proxidyne
Michelle	Lim Warner	Co-Founder & CEO	DCanter - A Wine Boutique
Katherine	Liola	President	Concentric Private Wealth
Rod	Loges	Navigator	One Degree Capital
Andy	Lomasky	Manager	RSM US LLP
Bob	London	CEO & Founder	Chief Listening Officers
Jim	Long	Managing Director	VentureCross Partners, LLC
Angela	Long	Ambassador	Twomentor
Brad	Love	President	Kang Capital, LLC
Alyssa	Lovegrove	Associate Director and Adjunct Professor	Georgetown University
Alan	Luba	Principal	Human Resources Consultants LLC
Dennis	Lucey	Vice President	TKC Global
Jonathan	Lui	Managing Director	The Center for Advancing Innovation
John	Lynch	Associate	Wilson Sonsini Goodrich & Rosati
Geoffrey	Maites	CEO	The Maites Group, LLC
Mark	Maites	Chief Scientist	APL
Gaurav	Malik	cofounder	nClass

First Name	Last Name	Title	Company
Ken	Malnar	CEO	EMAT, LLC
Jatin	Maniar	Senior Director	Microstrategy
Ghazenfer	Mansoor	CEO	Technology Rivers
Bob	Marshall	National BDO Executive	Wells Fargo
Harry	Martin Jr.	CEO	ID Private Equity
Mark	Matties	Chief Scientist	APL
William	McCoy	Co-Founder	Friealtor
Eliza	McDevitt	Founder	SynaVoice LLC
Matt	McDonald	Director	EventBank
Michael	McGowan	Founder	McGowan & Associates
Brian	McGushin	VP of Business Development	ATS
James	McKenna	Leadership Coach	
Janice	McRae	Founder & CEO	Nexus 8 International, LLC
Art	Medici	Partner	Newport Board Group
Ulises	Medina	Hillman Scholar	Montgomery College
Gherman	Medovets	Account Executive	Ten Mile Square Technologies
Amit	Mehra	Principal	VTS LLC
Peter	Mellen	Founder	Netcito
Maria	Mendez	Senior Associate	MGA, Inc.
Carla	Merritt	Senior Business Development Representative	MD Department of Commerce
Michael	Meyers	Founder & CEO	Tradeversity
Tim	Meyers	Managing Director	Baker Tilly
Peter	Michel	Operating Partner	Seguin Partners, LLC
Flavius	Mihaies	Founder	Shout!
Chris	Mihm	Founder	Senior65.com
David	Miller	CEO	Ride Leads
Michael	Miller	CEO	Ogos Energy LLC
Anthony	Millin	Of Counsel	Shulman Rogers
Medi	Monam	Student	Georgetown University
Bob	Mossadeghi	President	Active Web Company
Dale	Murphy	Professor	Georgetown University
Brian	Murphy	Digital Product Advisor	C'est Moi
Pam	Murray	Co-founder / Owner	FlexProfessionals, LLC
Scott	Museles	Shareholder	Shulman Rogers
Kate	Myers	Co-Founder	Shop or Not
Charles	Nahabedian	CEO	MEDEX Spot
Regan	Nelson	Marketing & Events Specialist	Lore Systems, Inc.
Kate	Nesbitt	Account Director	SpeakerBox
Paul	Nolde	Director	NRV
Jennifer	Nycz-Conner	Editor-at-Large	Washington Business Journal
Jennifer	O'Daniel	Director	Center for Innovative Technology
Frank	Oelschlager	Managing Partner	Ten Mile Square Technologies, LLC
Kelly	O'Malley	Co-Founder	Shop or Not
Oz	Ozbay	Founder & CEO	HomeNovator Inc.
Ilbay	Ozbay	Founder & CEO	Outroop
John	Palmisano	Chairman	eTrios Commodities LLC
Brian	Park	Director	Real Time Cases
Richard	Parsons	Owner	Parsons & Associates
J C	Paty	Principal	Geostrategic
Tara	Pellet	Employee Benefits Consultant	AHT Insurance
Michele	Perry	Board Director	ThreatConnect, Inc
Patrice	Perry-Rivers	Director, Center for Entrepreneurship	Virginia State University
Theresa	Persico	Founder	Veebit
Kimberley	Person	BPA	Insperty
Chris	Petrakis	CGO, Co-Founder	Solebrity Analytics
Sarah	Photowat	President	Softwareflow
Chris	Pintauro	Senior Vice President	Bessemer Trust
Christine	Piry	Marketing Director	SmartCEO
Anton	Popov	Mentor & Advisor	
Ramya	Possett	Student	Georgetown University
Roland	Probst	Founder and CIO	ACUITYnano LLC
Ben	Psillas	CEO	DebX
Harley	Radin	Private Investor	
Pramod	Raheja	CEO	MyStaffNOW

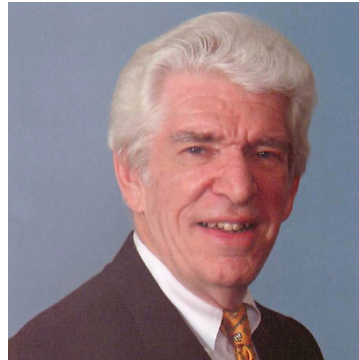
First Name	Last Name	Title	Company
Russ	Rands	EVP, Client Development	10Pearls
Mahi	Reddy	CEO	SemaConnect, Inc.
Shwetha	Reddy	MBA	Robert Smith School of Business, UMD
Wachira	Reed	Director of Platform	Drone Airspace Management
Andy	Richman	Partner	ProductSavvy
Marceline	Rogers	Business Development	Association for Enterprise Growth
David	Rosenberg	CEO and Founder	BudgetReferee
Aaron	Rosenthal	Founder & CEO	Golfswell
Scott	Rothrock	CTO	Xometry
Bart	Rowe	Founder	12oneLLC
Michael	Rowny	CEO	Pixspan, Inc.
Tom	Rump	CEO	mesur.io, Inc.
Mark	Russell	Managing Partner	Corporate Advisory Solutions, LLC
Nicolas	Sabharwal	Founder and CTO	Big O, Inc.
Ruwan	Salgado	Consultant	4th Annual Wharton DC Innovation Summit
David	Samuels	CFO	DrFirst, Inc.
Liz	Sara	Chair of the Board of Advisors	Dingman Center for Entrepreneurship, UMD
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Alison	Scharman	MBA Student	Robert Smith School of Business, UMD
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Paul	Schmitz	Founder & CEO	Corner Office Coach
Tom	Scholl	CEO	shoalscrollschool&skull
Judy	Schramm	CEO	ProResource, Inc.
Robert	Schwartzberg	Special Advisor	National Capital
Keith	Scott	Founder	Spanteez LLC
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Steven	Seiden	President	Acuire Data
Rumy	Sen	CEO	Entigence Corp.
Shannon	Sentman	CEO & Co-founder	SOL VISTA
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Laine	Shakerdge	Principal	Whitestone Property Group
Masha	Sharma	Co-Founder and CTO	RealAtom
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Danyal	Sheikh	Student	American University
Todd	Sherbacow	Executive Vice President	MGA, Inc.
Raymond	Sherbill	Principal	Lerch Early & Brewer
Pat	Sheridan	Co-Founder & Managing Partner	Modus Create
Jenn	Sherman	Chief Brand Catalyst	The Influencer Collective
Parag	Sheth	Director and CMO	Maryland Venture Fund
John	Sider	Director of Second Stage Capital	Ben Franklin Technology Partners
Jonas	Singer	Co-Founder	Union Kitchen
Wayne	Singley	President, CEO & Founder	Automation Dynamics, Inc.
Bill	Smith	Vice President	EverFi
Stacey	Smith	Executive Director	Cybersecurity Association of Maryland
Ben	Smith	Managing Director	MGA, Inc.
Rick	Smith	CEO	NewsUSA
James	Smolen	Principal	The Smolen Group
Robert	Snyder	Incubator Manager	Bethesda Green
Norm	Snyder	Partner	Aronson LLC
Alan	Snyder	Founder & CEO	CAS Advisors, LLC
Anthony	Solazzo	Managing Partner	Masonboro Partners
Chelsea	Soneira	VP of Education	Junior Achievements
Pamela Lynne	Sorensen	Director, Business Development & Community Relat	BetterWorld Telecom
Angela	Sparrow	Managing Partner	Payment Processing Consultants
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Scott	Stephens	EVP	Bendure Communications
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Josh	Strupp	Marketing Coordinator	ISL
George	Suero	President	Office Dispatch, LLC
Tony	Surak	CEO	Wireless Registry
Adam	Sutherland	CEO	AppTek

First Name	Last Name	Title	Company
Blake	Swensrud	CEO	Worldcell Solutions
Ramsey	Taylor	Founder	Taylor Legal
Derrick	Te	Student	American University
Ben	Teicher	Healthy Directions	President
Cherian	Thomas	Co-Founder & CEO	Spotluck
Lisa	Throckmorton	COO	SpeakerBox Communications
Sean	Tibbetts	CEO & Co-Founder	Cyber Timez
Joseph	Titlebaum	Co-Founder	Mezzobit
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Jory	Tremblay	Managing Director	Fig Solutions, LLC
Andrew	Trintsiruk	Founder	Innovizzo
John	Tullis	President	Tullis Health Investors
Debbie	Tyler	CEO Chair	Vistage
Scott	Ukrop	Director	NRV
Liz	Updike	Vice President	Wells Fargo Advisors
Philp	Usatine	Chief Technology Officer	Endera
Bill	Van Dyke	CEO	Paradigm Mortgage
Charlie	Venus	Vice President	Brown & Brown Insurance Agency of VA, Inc.
Adam	Viener	Founder	Yazing
Steve	Vito	President, Sales & Marketing	Scoop News Group
Zhidao	Wang	President	Milestone Group
Neil	Wasserman	Managing Partner	Timewave Analytics, LLC
Dave	Weinberg	President	Gently Ventures
Micha	Weinblatt	Founder	Betterific
Jordan	Weisz	Investor	Spotters VC
Elise	Whang	CEO and Co-Founder	SNOBSWAP
Matt	Whitaker	Director	Clear Rock M&A Advisory Services
Dave	White	Private Investor	MJB Associates

Thank You to Our Coaches



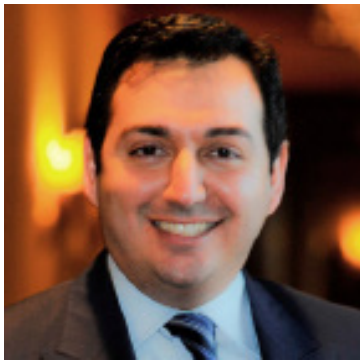
MARK ANDERSEN
Partner
BDO



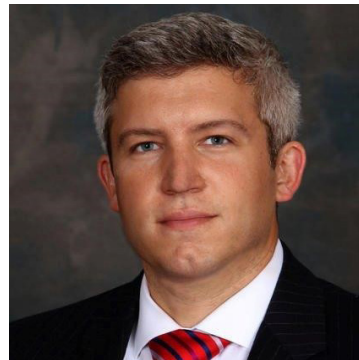
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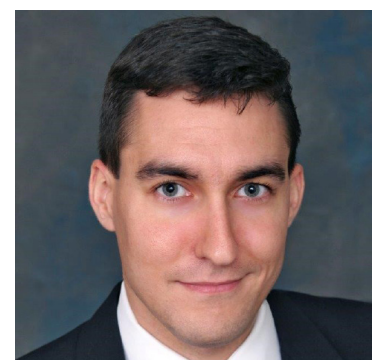
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President
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Notes

ATTENTION!!

3 KEY QUESTIONS YOU MUST ANSWER

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

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



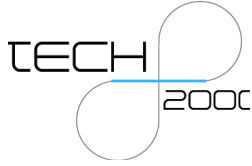
Contact:

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(703) 855-1155

Thank You to Our Partners



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