



Big  Idea
CONNECTpreneur

WINTER FORUM
DECEMBER 13, 2017



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Institute for Excellence in Sales



JEN HECHT
Founder
The Dating Advisory Board



INES LEBOW
CEO
Enterprise Transformation
Solutions



SEAN MALLON
Associate Vice President for
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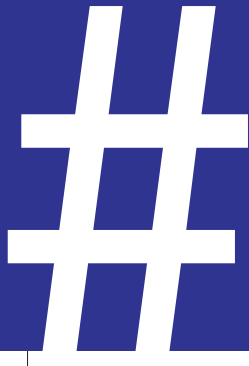
BRIAN PARK
Director, DC Chapter
Startup Grind



MALI PHONPADITH
Founder & CEO
SOAR Community Network, LLC



PRAMOD RAHEJA
CEO & Co-Founder
Airgility



Join the conversation on Twitter
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AGENDA

7:00 - 8:15am

REGISTRATION/NETWORKING

8:20 - 8:25am

WELCOME

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

8:25 - 9:10am

FIRESIDE CHAT WITH ROCKSTAR TECH CEO

MIKE DANIELS, Chairman of LMI; former CEO of Network Solutions; Board Member, Blackberry, CACI, and Mercury Systems; former Board Member, VeriSign, Sybase, Telcordia; former Chair, Northern Virginia Tech Council and Virginia Chamber of Commerce

9:10 - 10:10am

COMPANY SHOWCASE/ROCKET PITCH

PropelGPS - Rick Burtner

ABOM - Don Megrath

CLINICSTOP - Charles Nahabedian

Leadchain - Robert Wensley

LN2 - Branimir Vojcic

MoneyOnMobile - Steve Kann

Perryman Technologies - Larry Austin

SurgiPrice - Sanjay Prasad

10:10 - 11:00am

PANEL: BLOCKCHAIN: THE ULTIMATE DISRUPTIVE TECHNOLOGY

Moderator: AMY CAIAZZA, Associate, Wilson Sonsini Goodrich & Rosati

BRIAN FANZO, Founder, iSocialFanz; Social media influencer, Technology evangelist, Millennial keynote speaker

JEREMY EPSTEIN, CEO, NeverStopMarketing; Internationally acclaimed speaker and blockchain expert; Author, "The CMO Primer for a Blockchain World"

ANDREW BERKOWITZ, Founder, The Global Startup Movement, #1 "New and Noteworthy" podcaster on iTunes; CEO, GS Media

11:00am

NETWORKING

Speakers



MIKE DANIELS, CHAIRMAN, LMI

Mike Daniels is a globally recognized business entrepreneur, technology industry leader and investor. He has been directly involved in creating over \$50 Billion in shareholder returns in high growth technology companies over 35 years.

Mike is the former Chairman and CEO of Network Solutions, former Chairman and CEO of Mobile365, former Chairman of the Northern Virginia Technology Council (the largest technology council in the United States) and former Chairman of the Virginia Chamber of Commerce (the largest business advocacy organization in the State of Virginia). He purchased Network Solutions for \$4.7 Million in 1995, raised \$3.2 Billion in the public markets from IPO in 1997 to 2000 in 3 offerings and then sold Network Solutions in 2000 for \$19.3 Billion. This record still stands on Wall Street as one of the greatest returns on any investment in a 5 year period from purchase to sale and included one of the largest internet public offerings of all time.

Mike has served on 22 public, private and non-profit boards of directors often as Chairman of the board. He currently serves on the board of directors of Blackberry, CACI International, Mercury Systems, Invincea (as Chairman) and the Logistics Management Institute (as Chairman). Some of his notable past board service has included Acentia, Apogen, GlobalLogic (as Chairman), Sybase, Telcordia Technologies and VeriSign. He has worked with the Defense Advanced Research Projects Agency (DARPA), the White House National Security Council as a Senior Advisor, as a member of the United States Trade Representative's International Investment Policy Advisory Commission and as a member of the US National Commission to UNESCO.

Mike is the co-author with Dr. Robert Beyster of Names, Numbers and Network Solutions: The Monetization of the Internet. He is the recipient of the Earle C. Williams Leadership in Technology Award, the Mike Devine Hall of Fame Award and the Virginia Chamber of Commerce Top Business Leader in Northern Virginia Award. He received his BS and MA degrees from Northwestern University and his JD degree from the University of Missouri School of Law.



S. TIEN WONG, CHAIRMAN, TECH 2000 INC. AND LORE SYSTEMS

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

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. 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.



@TienWong



@STienWong



@STienWong

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world, and written numerous articles on the CRM and BPO spaces. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County

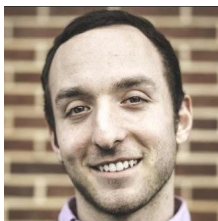
Speakers

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.



AMY CAIAZZA, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Amy Caiazza is a corporate and securities associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati. She advises participants in the financial services industry on regulatory, transactional, and counseling matters involving the securities and commodities laws. Amy is particularly focused on financial technology ("FinTech") platforms and companies, including online investment platforms devoted to crowdfunding, peer lending, and similar strategies. She has worked with platforms that sponsor consumer, real estate, and other forms of lending programs, as well platforms facilitating angel and venture investing and other private securities offerings. Amy also routinely advises clients on issues related to the use of artificial intelligence by investment advisers and other intermediaries and the regulation of investment opportunities related to blockchain and related crypto-assets. Before attending law school, Amy spent ten years developing and directing a research program on political engagement and women's political participation at a think tank in Washington, D.C. Amy has a J.D. from the University of Maryland Francis King Carey School of Law, a doctorate in Political Science from Indiana University, and a Bachelor's degree from Georgetown University's Walsh School of Foreign Service.



ANDREW BERKOWITZ, FOUNDER, THE GLOBAL STARTUP MOVEMENT

Since launching The Global Startup Movement podcast, Andrew has interviewed leading entrepreneurs and venture capitalists in dozens of startup markets around the world. He's traveled the world launching white-label podcast series for brands ranging from Web Summit in Lisbon to the iHub incubator in Kenya. He now runs Global Startup Media, a podcast media network, creating content in the cryptocurrency, venture capital, and startup space and producing white-label podcast content for brands.



@TheWitzCarlton



JEREMY EPSTEIN, CEO, NEVERSTOPMARKETING

Jeremy Epstein, CEO of Never Stop Marketing, has 20 years of international marketing experience. Most recently, Jeremy was VP, Marketing at Sprinklr which grew from a \$20 million valuation and 30 people to \$1.8 billion valuation and 1400 people in 4 years.



@jer979

Jeremy is the marketing faculty member for the prestigious Blockchain Research Institute. He is also a co-Founder of Crypto Explorers and Founding Director of the Blockchain Board, a networking group for the world's largest enterprises that want to understand use cases and implications of distributed ledger technology.

In 2016, Jeremy edited and published a collaborative eBook with 33 of the biggest influencers and thought-leaders called "Blockchains in the Mainstream: When Will Everyone Else Know?"

Speakers

In 2017, Jeremy released “14 Rules for Successful High-Growth Marketing”, and he also published The CMO Primer For The Blockchain World: How This “Trust Machine” Impacts Branding, Customer Experience, Advertising and Much More.

Jeremy is a frequent contributor to Venture Beat, Bitcoin Magazine, and Distributed Magazine, as well as a regular guest on the Bitcoin Podcast and Cryptoverse. He works with leading, innovative companies in the blockchain space including OpenBazaar, Zcash, IOTA, Storj, and DCorp.

Jeremy is the author of “It’s ALL on the Blog, DON’T Buy the Book” and has presented to hundreds of audiences in 15 countries. Jeremy has been the top-ranked speaker at multiple conferences including Microsoft Worldwide Partner Conferences, the Microsoft CIO Summit, and the Microsoft Global CXO Summit. Jeremy was a History major at Johns Hopkins.



BRIAN FANZO, FOUNDER, ISOCIALFANZ

Brian Fanzo talks fast and tweets faster. A proud pager wearing millennial, he is a keynote speaker and founder/CEO of iSocialFanz LLC, a social strategy consulting agency.

Brian’s #ThinkLikeAFan philosophy has powered first-of-their-kind storytelling campaigns for many Fortune 50 enterprise companies leveraging Periscope, SnapChat and Facebook Live. He was recently awarded the Top 25 Social Business Leaders of 2014 by The Economist Intelligence Unit and has been nominated for the first ever #ShortyAwards Periscoper Of The Year 2016.



@iSocialFanz



@iSocialFanz



@iSocialFanz

In 2016, Brian keynoted in 11 countries at more than 50 events highlighting his passion for change, collaboration, and community – dubbed the 3 C’s these are the foundation of his first book A Millennial Mindset due out Winter 2017.



Propel GPS Executive Summary

Founder & CEO

Richard L. Burtner

Revenue

2016: \$1.4MM

2017: EOY Run Rate \$4-5MM

2018: Projected \$10+MM

CPA Firm (Annual CPA Review)

RSM & PB Mares (RSM Affiliate)

General Counsel

NELSON BLITZ, EXECUTIVE COUNSEL

Industries (IoT Markets)

TRANSPORTATION, LOGISTICS & TELEMATICS, PERISHABLE FOODS, SCHOOL BUS MARKETS & HVAC

Bank

Eagle Bank

Financing

SEEKING TOTAL \$2.0-\$3.0MM;

RAISED TO DATE \$4.0MM EQUITY &

DEBT (INCLUDES \$0.5MM LOC)

Use of Funds

EXPAND EXECUTIVE TEAM WITH VENTURE GRADE COO & CFO, WORKING CAPITAL FOR GROWTH, AND TO STRENGTHEN OUR BALANCE SHEET

Description and Background: Propel GPS, LLC (www.PropelGPS.com) is a nimble and agile IoT Asset Management & Sensor Monitoring Company for mobile fleets and critical equipment assets. Our Mission is to **Save** Transportation companies **Money**, provide **Asset Security**, and promote **Efficiency** and **Driver Safety**. We also set out to be a positive disruptor of the status quo of the Transportation market IoT providers much like Southwest Airlines did in the airline industry 41 years ago. Analogous to their business we offer reliable service, on time delivery of information, treat customers as important individuals / business partners and don't ask customers to pay for services that they do not want or need! A winning formula!

Propel GPS has built our own software platform and can quickly make customer adaptations and tweaks where desired. We combine the device (by partnering with large public manufacturing companies), the network connectivity (by partnering with major carriers & MVNO's), data storage hosting (through Amazon Web Service) and create management dashboards to interpret useful trends & information for the "5 Minute Manager" all as part of our easy to use solution with menu driven navigation!

Market Size and Competitive Landscape: The worldwide IoT market for Transportation was \$156BN in 2014 and is projected to continue to be a large growing market at **\$325BN in 2018**.

Market and Distribution Channels: Propel GPS has a combination of Direct Sales (4 people) and Channel Partner Sales (15 partners ranging from Tech Data, a \$36BN Cisco Distributor to individuals or smaller firms). We began to focus on building out a larger channel partner presence in 2017 once our software platform was ready for faster scaling! We also have invested in capacity for fast growth in 2018 as our software & solution platform is currently operating at less than 5% capacity utilization. We utilize App Dynamics to monitor 99.9999% uptime performance and load manage our system solution! We have nearly 10,000 assets under management in 2017; 30K for 2018!

Leadership Team: Each have held senior-level positions in the private and public sectors in the industries of telematics, asset management, information technology, wireless communications, strategic operations and finance. Advisory board is in place.

COO, ON ADVISORY BOARD AND WANTS TO JOIN UPON FUNDING

VP COMMERCIAL FLEET SALES, WES JONES (2 YRS.)

VP CHANNEL PARTNER SALES, STEPHEN REED (6 MOS.)

CFO, PUBLIC & PRIVATE Co. CPA WHO WANTS TO JOIN

VP SALES ENGINEERING, JASON GAFA (5 YRS.)

DIRECTOR OF SOFTWARE DEVELOPMENT, NADIA ONORATI (4 YRS)

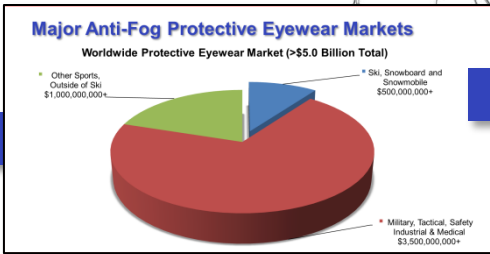
Notable Recognitions and Competitive Advantages: Propel GPS works directly with two of largest and best known IoT manufacturers (Calamp and Xirgo). Propel GPS is a lower cost provider; consistently 25-35% less than its competitors.

- CEO was Finalist for Entrepreneur of the Year in DC Metro Area 2006 & 2007
- Listed on Smart CEO Magazine in DC Area as Top Growth VA Company in 2007 for Deloitte FAST 50 and #2 FAST 500 nationally.
- CEO led a team that earned INC 500 placement (#112) in 2007.
- Propel GPS named as one of the 20 Most Promising IoT companies for 2018 and featured on the cover of CIO Review magazine for January 2018 issue.
- Business Partner Team includes: KORE, Calamp, Xirgo, Sprint, Cisco, Tech Data, Google and Samsung
- Click on our website link at www.propelgps.com/videos. See Tech Data Short Form Webinar Presentation here.



ABOM TECHNOLOGY

Abom's anti-fog products utilize proprietary patented Abom technology. In principle it works just like the rear window in your car. A thin-film transparent heater is sandwiched into the lens construction and is powered by small rechargeable lithium-ion batteries. When you turn on the Abom technology, the goggle heats up, burns off any fog and maintains the goggle fog free.



ABOM ADVANTAGES

- Innovative Technology:** well designed and disruptive heated anti-fog protective eyewear
- Solid IP protection:** through patents and trademarks
 - 21 patents issued, 3 granted & 32 applications pending
 - More patent applications expected in coming months
 - 48 trademark applications in so far & more to come
- Large Market:** \$100B+ Global Eyewear Market Worldwide, with smaller immediate markets for Abom's initial anti-fog inventions
 - Military, Tactical, Industrial & Medical Eyewear >\$3.5B
 - Snow Sports goggle market >\$500M
 - Other Sports applications market >\$1.0B
- Significant Traction Already:**
 - Revenues started in 2015, expecting over \$1.0 M in 2017.
 - Several solid growth initiatives are under way

MANAGEMENT TEAM



Jack Cornelius: Co-Founder, Chief Executive Officer & Board member; 30+ years' experience as inventor, founder and leader with startups and in large companies rolling out new products & technologies.



David McCulloch, MBA: Co-Founder, President & Board Chairman; 30+ years' experience in building and leading businesses and accelerating sales growth. He also is a Abom's founding investor.



Marty Carrigan: Global Sales & Licensing Executive, Winter, Outdoor and Action Sports Markets; 30+ years' experience in sales and marketing in the action sports industry equipment, apparel and accessories.



Vince O'Malley: Chief Technology Officer; 20+ years' experience in engineering, design & product development, and technology management and leadership. Primary electronics designer for Abom.



Joe McNeal: Director of Strategic Product Development; 35+ years' experience in snow sports, military and other product development. Former Director of R&D at Smith Sport Optics.



Don Megrath, MBA: Co-Founder & Chief Financial Officer; 25+ years' experience in board, finance and operational roles with startups and middle market companies (public & private) in a variety of industries.



Crystal Sharkey, MBA: Production Manager & Controller; 8+ yrs experience in accounting and operations in private business and government (9 year Navy veteran)

FINANCING

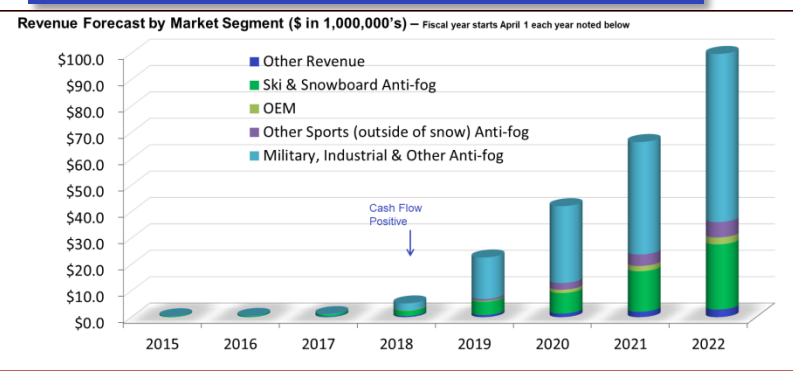
- \$3.0M Preferred Series A-2 Financing Underway**
 - \$12 million pre-money valuation
 - Warrant coverage for first \$1.5 million invested
- Previous \$9.4 is in Abom Preferred Series A and A-1, led by founder David McCulloch and several other investors**
- Grants: \$250k ONAMI grant for next gen. product R&D with more potential grants in the works.**
- Future equity financing: to grow faster or not needed.**
- Senior or mezzanine capital to support inventory**
- Funds will be used for:**
 - Sales & Marketing
 - Next Gen. Product Engineering, Design and Production
 - General & Administrative; Reserve & Working Capital
 - Overall Growth Acceleration

INVESTMENT RETURN POTENTIAL

- Exit Plan - Sale to Strategic Buyer in 2-5 years**
- Potential Buyers in this Space Include - Smith; Oakley; Dragon; Polaris; Safilo; Luxottica; Marchon, & others**
- Exit likely at a high strategic value, with Abom's IP and wearable technology vs. traditional multiples**



FINANCIAL PLAN



Goggle Pricing:

- Snow Sports: \$259 to \$289 per goggle
- Military Product Sales: \$450 per goggle unit w/ spare lens
- Industrial Safety Sales: \$410 per goggle unit w/ spare lens

OUTSIDE BOARD MEMBERS AND SELECTED ADVISORS



Peter Pace: Board Member; retired Marine General, sixteenth Chairman of the US Joint Chiefs of Staff. Serves as advisor or board member at several respected corporations, including Pelican Products.



Ned Post: Board Member; former Senior Executive Outdoor - Lifestyle - Sporting Goods - Eyewear Industries, President of Smith Sport Optics for 21 years. Military and consumer market experience.



Greg Van Gasse: Board Member; former President/CEO of Dr. Martens AirWair USA; President of Brown Branded; SVP Marketing/Sales, Florsheim. Extensive brand building experience.



Eric H. Hanson MD, MPH: Tier 7, Founder & CEO; Former Division Chief of Science & Technology US Air Force Surgeon General's office. Military and medical Advisor.



Howard Russell: Co-Founder & IP Counsel; 20+ years' experience building business value by constructing strong intellectual property portfolios for multiple clients.



Toren Orzeck: Fuse, President & Industrial Designer; Toren's designs have garnered several patents and awards. Previous work for GE, Nike, and Cranium. Industrial Design Advisor.

CONTACT INFORMATION:

Office number - 844-246-ABOM (2266)
7145 SW Varns Street, Suite 101;
Portland, OR 97223
Jack Cornelius, CEO: jack@abom.com
David McCulloch, President: david@abom.com
Don Megrath, CFO: don@abom.com

CLINICSTOP[®]

Committed to facilitating improved access to primary healthcare at points-of-convenience, at lower costs, as part of the integrated healthcare system

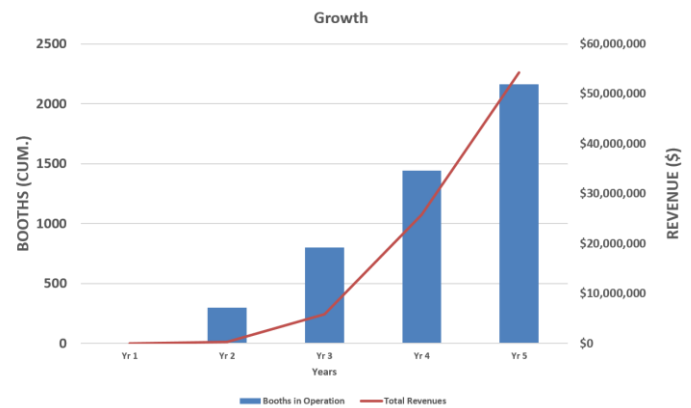


Business Description: VideoKall has invented the first known, self-service, medical, Unmanned Micro Clinic [booth] to directly reduce the cost of quality outpatient services, for patients with seasonal and chronic diseases, wherever they live, work, travel and/or shop. Cost savings are derived by moving expensive medical staff from the point of service to a more efficient hospital call center where fewer staff can support many more locations.

Problems Addressed: CLINICSTOP will reduce drive times; wait times for appointments; and wait times at doctors’ offices, urgent care centers and ERs. Patients are interested in convenient, on-demand service that is low cost for low acuity conditions. Patients want lower co-pays for these conditions, and host hospitals and insurers want lower overall costs for such situations.

Key Factors

- Addresses the biggest (41%) cost area in healthcare
- Awarded US Patent [# 9,208,287 B2] with two patents pending
- Working prototype moved to Baltimore
- Huge market potential



Company revenues include:

- System sales
- Fees per patient visit
- Maintenance
- Pharma ads and promotions.

Patients can walk into an unattended, sanitized, private, HIPAA compliant, self-service booth, for an on-demand, telehealth-assisted visit. Together with the host hospital or clinic, patients will use a booth because it will be more convenient, and cost roughly half that of a mini-clinic visit.

Seeking Seed Funds: \$1m for completing upgrade from Prototype to a Beta unit

Team: includes 8 experienced people with over 200 years of experience, plus two doctors --- all shareholders.

Key Management: Charles Nahabedian, CEO; Vince Waterson, CBO; David. Sturgess, CDO

Auditor: Citrin Cooperman

Law Firm: Shulman, Rogers

Bank: First National Bank



Executive Summary

THE WORLD'S FIRST BLOCKCHAIN LEAD EXCHANGE

Contact Information

Robert Wensley
10206 Chase Commons Dr.,
Suite 405,
Burke, VA 22015

(571)316-4485
robert@leadchaininc.com

Industry

Blockchain Technology
Launching in Residential Real
Estate Industry

Development stage

Startup

Year founded

2017

Launch Team

Robert Wensley, CEO
Harvard University,
Economics & Finance

Eliza Wensley, COO
George Mason University,
Biology, Neuroscience

Adam Barthelson, CTO
George Mason University,
Systems Engineering

Zane Ma, Blockchain Engineer
Princeton University,
Computer Science

Funding Opportunity

\$1 million convertible debt

Use of Funds

35% Product Development
45% Marketing/Sales
10% Operations
10% Legal/Other

2018 Cash Burn Rate

\$75K per month

Law Firm

Wilson Sonsini
Goodrich & Rosati

Bank

Silicon Valley Bank

Existing Investors

Pre-investment

HIGHLIGHT

Leadchain is a platform for buying and selling leads built on patent-pending blockchain technology. The platform automates the process of buying and selling leads. The company is initially launching in the residential real estate industry, running initial pilot programs with American Advisors Group (largest reverse mortgage lender in U.S.) and Express Homebuyers (one of the largest home buyers in the U.S.).

PROBLEM/OPPORTUNITY

Currently, real estate businesses only monetize a small percentage of the leads they generate. There is no trusted, efficient, and easy-to-use platform for real estate companies to sell the leads they are not able to monetize. In addition, lead buyers suffer from poor lead quality and untrusted pricing models.

SOLUTION/PRODUCT

Leadchain solves customers' problems by providing an easy-to-use platform for buying and selling leads, with the following features:

- **Blockchain Auctions:** Guarantees auction transparency.
- **Lead Scoring with AI:** Links price and lead quality.
- **Seller Scoring on Blockchain:** Improves lead quality.
- **Easy-to-Use Bidding System:** Set it and forget it Vickrey auctions.
- **CRM Connectors:** Instant delivery of leads to sales teams.
- **API:** Gives customers the ability to plug-and-play our technology in their outside systems.

POTENTIAL RETURN/REVENUE MODEL

Leadchain earns a commission on all transactions. The initial plan is to focus on home buying companies (e.g., Express Homebuyers) and reverse mortgage companies (e.g., American Advisors Group) in the first year of operation. In these sectors, approximately 4.4 million leads per year are generated but not monetized. The market potential exceeds \$65 million per year net revenue.

COMPETITIVE ADVANTAGE

- Transaction transparency and trust.
- Patent-pending blockchain technology.
- Faster and lower cost solution than existing alternatives.
- Only two-sided lead platform in real estate industry.
- Strong team with extensive industry knowledge and connections.

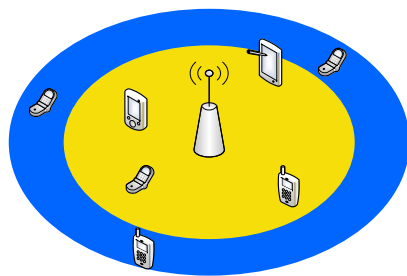
EXECUTION PLAN/GO TO MARKET STRATEGY


- Continue securing deals with high volume lead buyers and sellers.
- Connect Leadchain's technology to the back-end of approximately 5,000 pay-per-month real estate websites.
- User referral programs.



COMPANY PURPOSE

LN2's proven and protected chip-level solutions boost reception in many wireless systems, such as IoT and WiFi, by up to 3x.



 Coverage with Conventional Receivers

 Coverage with Advanced LN2 Receivers

THE WORLD IS WIRELESS

From smart devices big and small, to homes, city grids and autonomous cars, wireless technologies are becoming ubiquitous in the modern world. This unprecedented wireless growth will rely on technologies that help optimize the transmission of data, audio and video for companies that want to remain competitive.

THE PROBLEM

All wireless links suffer from weak signals, which can cause reception problems, service outages, and slow data transfers. This limits the practical usefulness of wireless systems for many potential applications, slowing the pace of adoption and innovation.

OUR SOLUTION

LN2's disruptive proprietary solutions significantly improve range and capacity, reduce delay of messages and extend battery life; all key differentiators in wireless systems. Our chip "blueprints" enable wireless receivers to receive 2-3 times weaker signals than traditional receivers, thus providing a key advantage in the competitive chip vendor marketplace.

THE OPPORTUNITY

Value Proposition

- Disruptive proven products; superior performance at substantively the same cost compared to competition; improved time to market and rapid market share gains for customers
- Very high level of reusability in multiple, rapidly-growing global markets; low cost; very high profits

Initial Key Markets

- **Internet of Things (IoT):** billions of devices/year
- **Vehicle-to-Vehicle/Infrastructure (V2X) Communications:** 10s of millions of devices/year
- **Digital Broadcast Radio:** 10s of millions of devices/year

Traction with Giants in Wireless Chip Industry

FINANCIAL PROJECTIONS & FUNDING

LN2 has raised \$1.8M in "Seed" funding and contributed assets and seeks \$6M in "Series A" funding, including \$1.25M in convertible notes already raised. This new funding will be used to boost engineering and marketing

Year	2019	2020	2021	2022	2023
Projected Revenues (USD millions)	8.7	59.8	100.8	155.9	246.6

efforts to accelerate licensing to major chip makers in multiple addressable markets.

MANAGEMENT TEAM

Our highly qualified team with extensive startup experience is driven by Dr. Brana Vojcic, internationally-recognized expert in wireless communications, and Mark Fowler, former FCC Chairman.

CONTACT: Dr. Branimir (Brana) Vojcic, CEO | 202-386-2291 | brana.vojicic@ln2db.com

1765 Greensboro Station Place, Suite 900, McLean, Virginia 22102 | www.ln2db.com



OVERVIEW

MoneyOnMobile (OTCQB: MOMT) is India’s largest mobile phone-based payments network connecting cash-based consumers to the digital world. The company is one of just a few companies operating at scale in a country of 1.3 billion people, at least 50% of whom are under/unbanked and have no access to the convenience of electronic payments common in the West. MoneyOnMobile is growing rapidly, having serviced over 200 million cumulative unique mobile phone subscribers through our more than 350,000 retail distribution points across India. The company has processed more than 60 million transactions so far in 2016 totaling over \$500 million in processed volume. MoneyOnMobile is poised to be a winner in India, the world’s largest greenfield mobile payments opportunity.

<p>Growing 15% per month so far in 2017</p> <p>\$12 million revenue run rate</p> <p>Zero marginal customer acquisition cost</p> <p>Near zero marginal transactional cost</p> <p>“Last mile” reach for cash pan-India</p> <p>Available in 13 languages</p>	<p>Merchant-focused – B2B2C</p> <p>Agent-assisted model – engenders trust</p> <p>Bank-friendly model</p> <p>Lowest common denominator technology – Feature Phone and SMS (plus smart phone capabilities)</p> <p>MOM mobile ATM device allows cash out</p>
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MoneyOnMobile provides a proprietary financial tool and network which allows merchants to easily and quickly assist consumers who pay physical cash to complete bill payment and money transfer services: Bill payments including prepaid/postpaid cell phone time, prepaid television time, utility bills, travel tickets, assisted eCommerce, and top-up transit cards, insurance premiums, plus cash out (ATM) and money transfer. The MoneyOnMobile system uses SMS text commands (Mobile Application and/or Web also available), which allow all levels of society access our service. For this reason, MoneyOnMobile has become an extremely important service in a country where hundreds of millions of people do not have bank accounts, and therefore no access to non-cash payment methods or access to credit. MoneyOnMobile is conveniently accessible, easy to use, fast, and reliable. The agent-assisted model allows illiterate consumers to access financial services. Consumers benefit by paying all their bills at a time convenient to them and at an accessible location, instead of a different location for each bill. The system also allows consumers to initiate domestic remittances (estimated \$30-60 billion annually in India) to send money person-to-person across the country.

UNFOLDING OPPORTUNITIES IN INDIA

MoneyOnMobile is positioned to provide assisted eCommerce to the approximately 600 million under/unbanked consumers across India. Through our merchant network, under/unbanked consumers and small businesses can purchase goods and services they never could have before. In addition to eCommerce, the approximately 50 million android phones in India in the hands of under/unbanked consumers who previously had difficulty buying apps, ringtones, and other digital goods and services. With consumers spending more time online, merchants who want to reach them through digital advertising will need a way to pay for these online campaigns.

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The logo for Perryman Technologies is centered in a blue oval. The text inside the oval reads "PERRYMAN TECHNOLOGIES" in white, with "TECHNOLOGIES" in green. Below that, in white, is "AMAZING ZERO POLLUTION TECHNOLOGY". The background of the entire image is a dark blue field with a complex network of light blue lines and dots, resembling a molecular or network structure.

**PERRYMAN
TECHNOLOGIES**
AMAZING
ZERO POLLUTION
TECHNOLOGY

Our Heat Battery is a new disruptive technology. We developed a commercially tested grid-scale battery system that, compared with the best lithium ion battery,

stores 10x the energy,

uses 1/10th the space,

costs 1/10th the price and

weighs less than half of competitors' grid-scale electrical batteries.

Our technologies can be adapted to provide heat, air conditioning and cheap electricity, collected from waste industrial heat, solar thermal, solar photo-voltaic, night time electricity from the grid, wind farms, etc. Our technologies offer a cost-effective method to retrofit existing coal fire power plants and gas peakers with zero-emission power generation at than half current costs.

Our heat battery technology can retrofit any diesel engine of any size in ships, trains, rail, busses, trucks and cars, totally eliminating combustion, all particulates, CO², CO, NOX, SOX and even reducing noise and thermal pollution. It can retrofit any gas turbines, jet engines and electrical generation equipment to be zero-emission.

Our storage batteries are totally transportable and range in sizes from 30,000 Kw hours of thermal energy that's the size of a 20-foot ocean container to home and retail units the size of a home boiler and is able to meet all the energy needs of a building from waste electrical energy as well as providing 3-7 days of emergency backup.

Our technologies were developed in cooperation and know-how of the most respected and oldest industrial ceramic manufacturer on the planet and some of the world's largest European manufacturing groups.

Our solutions are available now to meet the needs of grid-scale storage, emergency energy needs, residential energy need and offer a totally clean alternative to combustion in the transportation and power generation sectors.



Tower Building
1101 Wootton Parkway
Suite 900
Rockville, MD, USA
20850

Main contact:

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sprasad@surgiprice.com

MANAGEMENT TEAM

Sanjay Prasad MD, Founder & CEO

Marshall Besch, COO

INDUSTRY

Healthcare Services & Technology

STRATEGIC RELATIONSHIPS

Agency Growth Mastermind Network
Roundstone Insurance
Benefit Advisors Network
Borislow Insurance
WellNet Health
Meritain
UMR
Holmes-Murphy

CURRENT INVESTORS

Sanjay Prasad MD
Marshall Besch

FUNDING TO DATE

Total previously invested
\$1,500,000

Individual Investor at ACON
Investments pledged \$100,000

FINANCING SOUGHT

\$1,600,000

USE OF PROCEEDS

Technology Refinement, Legal expenses, Insurance, Sales and marketing, working capital, market penetration, salaries, and call center

LAW FIRMS

Womble Carlyle

ACCOUNTING FIRM

Irving & Associates

COMPANY DESCRIPTION

SurgiPrice™ is a disruptive game-changer in healthcare. The online bidding platform seeks to lower employer and employee healthcare costs through competition and improve transparency with quality metric reporting. SurgiPrice™ seeks to arm patients with intelligent data so they can make well-informed decisions and even have zero-deductible options.

Integral to the success of the platform is the healthcare concierge. Patients in need of surgery, with concierge assistance, upload pertinent medical records/imaging onto the SurgiQuality HIPAA-compliant server. Specialized surgeons review the data on the SurgiConnect app and report back bundled pricing and quality metrics. Bundled pricing includes surgeon's, anesthesia and facility fees. Quality metrics are procedure-specific to include, number of cases performed in the past, success rates and complication rates. The quality metrics are letter-graded against available national norms.

Patients choose from a list of surgeons, displaying out-of-pocket costs and letter-graded quality metrics. Patients are free to communicate with the bidding surgeons.

The SurgiPrice™ platform is forcing providers to compete in the marketplace for patients in need of surgery. SurgiPrice™ takes advantage of under-utilization within provider and facility networks.

The platform is licensed to employers with self-insured health plans. The revenue model consists of charging employers, a tiered \$0 to \$20 PEPM (per employee per month) with a 1/3 savings share. The \$0 PEPM applies to the first 3-5 employers, in a geographic area.

SurgiPrice™ has contracted with the first 4 employers in Missouri and Illinois. Surgical bidding will commence November 2017.

TARGET MARKETS

Employers are suffocating from double-digit annual increases in healthcare costs. The current trend is unsustainable. Hungry for solutions, these employers are adopting self-insured health plans and transferring the burden to their employees through high-deductible plans at an alarming rate. 82% of all employers with more than 500 employees are now self-insured. The situation could never be riper for a disruptive solution.

Savings from the SurgiPrice™ platform are dependent on the number of procedures in any given year. Typically 25% of a given population needs a surgical procedure during the course of a year. Conservatively estimated average savings using the SurgiPrice™ platform is \$3500 per procedure.

Employers with 500, 7500 and 20,000 employees, who typically spend \$5M, \$75M and \$200M, respectively, can expect savings of \$875K, \$13.125M and \$35M, respectively.

Our sales force consists of nationwide benefits consultants who serve to manage these employers. Our Founder is the Medical Director for Agency Growth Mastermind Network, an organization of agency owners in the benefits consultant space. He also has affiliations with Roundstone insurance, a large player in the captive stop loss space, and the Benefit Advisors Network, another nationwide association of benefits consultants. Eventually we will target institutional benefits consultants such as AON Hewitt, Arthur Gallagher & Co, Mercer and Towers Watson.

Surgeons and facilities gain access to surgical patients that they would not ordinarily see, are able to fill under-utilized operating room time and are promised prompt payment in full. There is no subscription fee until we attain geographic saturation of a specialty.

Three-Year Financial Projection

	Year 1	Year 2	Year 3
Revenue	\$5,487,895	\$21,404,840	\$58,621,390
EBITDA	\$2,135,284	\$12,098,714	\$39,453,074
Net Income	\$1,416,515	\$8,240,477	\$27,085,351

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TECH 2000, INC @TECH2000INC

Tech 2000 is an educational technology company, based in the Washington, DC metro area, with offices in Atlanta, Los Angeles, and soon, London. Their core offerings are in instructor-led training (ILT), the creation and offering of digital learning, and the provision of instructors in state-of-the-art network technologies. Through its subsidiary, Lumious, LLC, the company is also developing a revolutionary approach to digital learning analytics using xAPI. The company serves Global 1000 companies and major institutions, providing services on six continents. Tech 2000 delivers measurable knowledge and skills in the current array of key technologies, with a specialty in recently emerging networking software. Also, rather than providing standard training, Tech 2000 specializes in providing next generation learning solutions tailored to each client's needs – from traditional ILT to on-demand micro-learning. The exact instruction needed, where needed, when needed and delivered to whom it will have the greatest impact for the enterprise. For more information, go to: t2000inc.com.



BEAU OLIVER, CEO, TECH 2000, INC

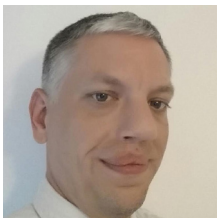
Beau specializes in strategic planning, change management, risk mitigation, and Software as a Service developed from extensive experience in commercial sectors across the globe. His clients have included some of the world's most respected companies in industries such as healthcare, consumer goods, hospitality, aerospace, information technology, and financial services.

Beau brings a wealth of experience to Tech 2000, having held executive positions with top consulting, software, and professional services organizations including Cipher Systems, Toffler Associates, and Deloitte Consulting. He also served as a pilot and mission commander in the United States Navy. Beau earned his MBA from Georgetown University's McDonough School of Business and is a graduate of the United States Naval Academy.



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, LORE SYSTEMS, INC

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 SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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.

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MARK ANDERSEN, PARTNER, BDO

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.

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.



ANTHONY MILLIN, PARTNER, SHULMAN, ROGERS, GANDAL, PORDY & ECKER, P.A.

Anthony Millin is a trusted legal and business advisor to start-up, early stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, he brings a unique legal and business perspective to advising his clients.

Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a start-up. This background provides him with valuable insights into the legal and business needs of his clients.

His legal practice includes general corporate counseling, formations, preparation of investor packages, angel and institutional equity and debt financings, joint ventures/strategic partnerships, corporate governance, and mergers and acquisitions. Anthony also has worked closely with a range of angel and institutional investors, and assists his clients to identify potential investors. He serves businesses across multiple industries, including internet/SaaS, technology, biotech, clean energy, education, finance, manufacturing and health care.

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MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION @THINK_MOCO

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.



ASSOCIATION FOR ENTERPRISE GROWTH (AEG) @ENTERPRISEGROW

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.



MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH

Mark Haas is President of Research and Organization Management, a strategy development and performance management consulting firm based in Washington, DC. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and agility. His consulting includes leadership training for Tanzanian energy executives, developing curricula to train consultants in 40 countries for an international bank, crafting strategy and innovative business models for a \$120 million nonprofit,

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merging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit, and developing strategy for a national vital records enterprise.

He facilitates sessions ranging from WWIV military strategy and response to nuclear terrorism to STEM education and national health security strategy to CEO retreats and strategy sessions. He is also an international trainer with clients in the US, Europe, Asia and Africa.

Mark has served in nonprofit leadership roles, including as past Board Chair/CEO and current Ethics Chair of IMC USA, Chair of the Association for Enterprise Growth, Strategy Director for the American Association of Big Data Professionals, and as Director for several engineering and education associations.

He is a Certified Management Consultant, a Fellow of IMC USA, author of Daily Tips for Consultants, speaker, expert witness, former lead Baldrige quality examiner, and advisor to national technical and professional bodies. He holds degrees in biology from Colgate University and planning from Harvard University.



WEWORK @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.



JAMES URSINI, COMMUNITY MANAGER

James has been with WeWork since August of 2017 as the Community Manager for the Tysons Location. Prior to joining WeWork, James spent 13 years in the hospitality industry, working on both the East Coast and West Coast, from New York, to San Diego and San Francisco, for Hyatt Hotels and Marriott International. James has an extensive knowledge of Customer Service leading several Front Office, Housekeeping and Hotel Management Teams, leading to the completion of his tenure as the Senior Revenue Manager for The Ritz-Carlton Georgetown and The Ritz-Carlton Pentagon City.



CBRE @CBRE

CBRE Group, Inc. is the world's largest commercial real estate services and investment firm, with 2016 revenues of \$13.1 billion and more than 75,000 employees (excluding affiliate offices). CBRE has been included in the Fortune 500 since 2008, ranking #214 in 2017. It also has been voted the industry's top brand by the Lipsey Company for 16 consecutive years, and has been named one of Fortune's "Most Admired Companies" in the real estate sector for five years in a row. Its shares trade on the New York Stock Exchange under the symbol "CBG."

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CBRE offers a broad range of integrated services, including facilities, transaction and project management; property management; investment management; appraisal and valuation; property leasing; strategic consulting; property sales; mortgage services and development services.



GREG CARPENTIER, ASSOCIATE, CBRE

A native Washingtonian, Greg has enjoyed a career in commercial real estate since graduating with a BS from Virginia Tech in 2011. Upon joining CBRE in 2015, he became a member of one of Northern Virginia's most successful multi-disciplinary leasing teams.

Greg finds value for his clients by developing creative strategies through a meticulously detailed approach focused on leveraging market fundamentals and identifying emerging trends. By analyzing the variables to each transaction, Greg is able to provide custom solutions specific to each client's unique goals.

His experience in the industry and extensive exposure to a variety of transactions provides him with a dynamic skillset where both investors and occupiers are able to benefit from his expertise.



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.

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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 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.

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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.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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

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



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

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

In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and make a broader impact in the DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education.

Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding.

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

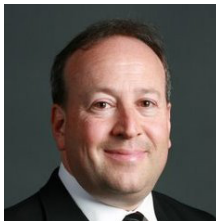
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INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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, IES

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.



ANNUAL WHARTON DC INNOVATION SUMMIT @WHARTONCLUBDC

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

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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.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (TCM VMS)

The Maryland Tech Council Venture Mentoring Service Program (MTCVMS) is a team mentoring program based on a model developed by MIT and has now been in operation for just over a year, successfully completing its pilot phase and engaged now in scaling. Ultimately, we grow companies to grow the eco-system with jobs, revenue and capital attraction to our state. The program has been adopted in over 70 communities around the globe; the MTC VMS program is the 50th program.

The MTC VMS is the only program of its kind in Maryland. The teams of mentors are laser focused on scaling specially qualified Maryland tech and biotech companies. And the mentors, as a group are helping grow the eco-system. This is one of Maryland's true public private partnerships and was established with Montgomery County and the Department of Commerce, but belongs uniquely to the Maryland Tech Council.

The MTC VMS is looking for startup companies in the technology and life sciences field, led by an individual or individuals who work full-time on the business that are preparing to raise their first venture capital or institutional round of financing.

The MTC VMS program has provided over 700 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. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.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.

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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, RYAN & WETMORE, P.C.

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

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



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RON WILLS, FOUNDER, NABOE

Ron Wills is a seasoned executive with CEO, CFO, COO and Board Member experience in a variety of industries with specialties in Restructure and Turnaround management; Financial Reporting and ERP systems; Technology Implementation and Operational re-engineering.

He has a proven record in rebuilding and revitalizing organizations with strong track record in acquiring new clients, managing successful teams across organizational divisions, managing regulatory and human resources and implementing new IT and core technology. He worked for leaders in the finance industry including the founder of MBNA, the third largest credit card issuer in the world and president and executive staff of the largest regional bank in Maryland. He also streamlined the consolidation and sale of \$2.3B in assets for the Resolution Trust Corporation

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Mike	Daniels	Chairman	LMI
Jeremy	Epstein	CEO	NeverStopMarketing
Amy	Caiazza	Associate	Wilson Sonsini Goodrich & Rosati
Brian	Fanzo	Founder	iSocialFanz
Tien	Wong	Chairman	Tech 2000 and Lore Systems
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Marshall	Besch	COO	SurgiPrice
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Galit	Bokobza	Director	Tech2000

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Richard	Greene	Owner	RGA Business Advisory
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Ingar	Grev	BD Manager	3M

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Fred	Gumbinner	CEO & President	MTI
Jeffrey	Guzy	COO	PrecyseTech
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Woodrow	Jones	Co-Founder	TaDaah!
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Sean	Mallon	Associate VP, Entrepreneurship & Innovation	George Mason University

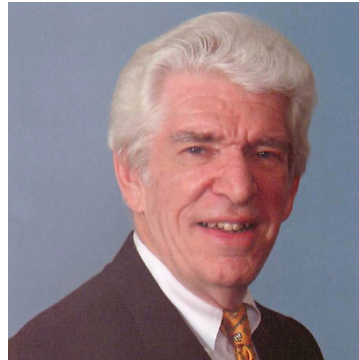
First Name	Last Name	Title	Company
Mike	Malloy	Program Manager	Halcyon Incubator
Jacqueline	Manger	CEO	New Wallet Inc.
Nancy	Manning	Legal Assistant	Shulman Rogers Gandal Pordy & Ecker
Ghazenfer	Mansoor	CEO	Technology Rivers
Clifford	Mark	President	Threat Detect
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Shannon	Sentman	CEO	SOL VISTA

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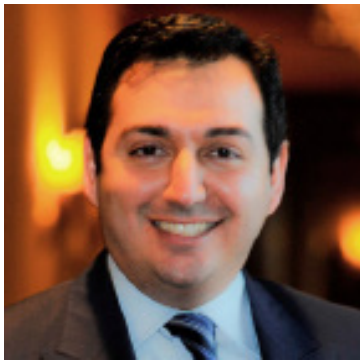
MARK ANDERSEN
Partner
BDO



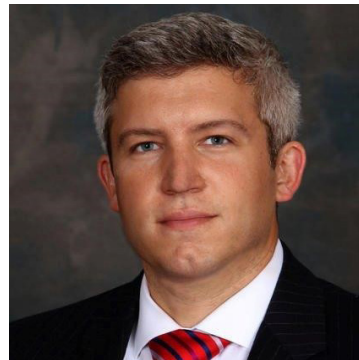
RICHARD GREENE
Advisor & Former President
DC Metro Keiretsu Forum



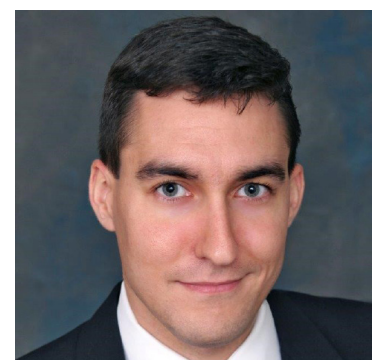
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INES LEBOW
CEO
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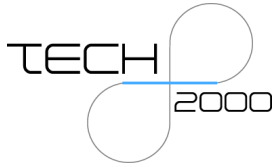


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