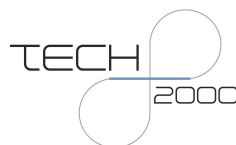




BALTIMORE FORUM

February 28, 2017

Hilton Baltimore



Big Idea CONNECTpreneur Winter Forum



WELCOME LETTER FROM TIEN

Dear Guests:

On behalf of our awesome Sponsors and team, I would like to welcome you to the Big Idea CONNECTpreneur Forum, our first in Baltimore, and 22nd overall over the past 6 years.

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

We have many people to thank: Maryland Secretary of Commerce Mike Gill; Steve Pennington, Managing Director at State of Maryland Department of Commerce and his awesome team, our friends at TEDCO and the Maryland Venture Fund; our awesome speakers: Michael Bronfein, Craig Bandes, Mark Grovic, Jonathan Perl, and Parag Sheth; and our incredible Host Committee, whose photos are on the facing page.

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, BNY Mellon, Association for Enterprise Growth, 1776, Ryan & Wetmore, SmartCEO, Dingman Center for Entrepreneurship, 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, Valerio Zanini, Christian Phan, 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,

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

S. Tien Wong

Chairman

Tech 2000, Inc. and Lore Systems, Inc.

THANK YOU TO OUR HOST COMMITTEE



Moss Amer
Analyst
Maryland Venture Fund



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CEO and Managing Partner,
The Porter Group, LLC; Found-
er and Executive Director,
Conscious Venture Lab



Peter Ettinger
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Aldebaran Partners



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Kavita Verma
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Department of Commerce



Chris Ross
Senior Portfolio Manager
BNY Mellon



Maxim Wheatley
Award Winning Innovator and
Venture Catalyst

THANK YOU!!

Big Idea CONNECTpreneur Winter Forum



AGENDA

07:00 – 08:15 am	REGISTRATION / NETWORKING																																	
08:15 – 08:25 am	WELCOME S. TIEN WONG , Chairman, Tech 2000 and Lore Systems																																	
08:25 – 08:30 am	OPENING REMARKS MIKE GILL , Secretary, Maryland Department of Commerce																																	
08:30 – 09:10 am	FIRESIDE CHAT MICHAEL BRONFEIN , CEO, Curio Wellness; Co-Founder, Sterling Partners																																	
9:10 – 10:10 am	COMPANY SHOWCASE																																	
	<table border="1"> <thead> <tr> <th>COMPANY</th> <th>PRESENTER</th> <th>TITLE</th> </tr> </thead> <tbody> <tr> <td>Aspire</td> <td>Neil Shah</td> <td>CEO</td> </tr> <tr> <td>CauseNetwork</td> <td>Clay Buckley</td> <td>President</td> </tr> <tr> <td>Describli</td> <td>Laura Fredericks</td> <td>Founder & CEO</td> </tr> <tr> <td>GIFR, Inc.</td> <td>Jay Singh, PhD</td> <td>Founder & CEO</td> </tr> <tr> <td>Renalert</td> <td>Aaron Chang</td> <td>Founder & CEO</td> </tr> <tr> <td>Snag-A-Slip</td> <td>Dan Cowens</td> <td>Founder & CEO</td> </tr> <tr> <td>Software Flow, Inc.</td> <td>Sarah Photowat</td> <td>CEO / CTO</td> </tr> <tr> <td>Vector Space Systems</td> <td>Jim Cantrell</td> <td>CEO</td> </tr> <tr> <td>Wye River Technologies, LLC</td> <td>Martin Knott</td> <td>CEO</td> </tr> <tr> <td>YoloData, Inc.</td> <td>Bryan Short</td> <td>Founder & CEO</td> </tr> </tbody> </table>	COMPANY	PRESENTER	TITLE	Aspire	Neil Shah	CEO	CauseNetwork	Clay Buckley	President	Describli	Laura Fredericks	Founder & CEO	GIFR, Inc.	Jay Singh, PhD	Founder & CEO	Renalert	Aaron Chang	Founder & CEO	Snag-A-Slip	Dan Cowens	Founder & CEO	Software Flow, Inc.	Sarah Photowat	CEO / CTO	Vector Space Systems	Jim Cantrell	CEO	Wye River Technologies, LLC	Martin Knott	CEO	YoloData, Inc.	Bryan Short	Founder & CEO
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10:10 – 10:50 am	INVESTOR PANEL: “TRENDS IN EARLY STAGE FINANCING” LEADING ANGEL INVESTORS AND VCS IN THE MID-ATLANTIC MODERATOR: CRAIG BANDES , CEO, Pixelligent Technologies MARK GROVIC , General Partner, New Markets Venture Partners PARAG SHETH , Director and Chief Marketing Officer, Maryland Venture Fund JONATHAN PERL , General Partner, Boulder Ventures																																	
10:50 am	NETWORKING																																	

Join the conversation: @connectpreneur and #connectpreneur
Next CONNECTpreneur Forum: April 4, 2017 Bethesda, MD

SPEAKERS



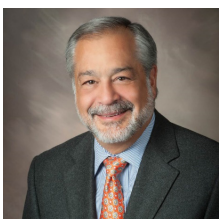
MIKE GILL, SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Secretary Mike Gill is a business leader with four decades of experience as an entrepreneur, a technology executive, an investment banker, and a public servant.

He was tapped by Governor Larry Hogan to lead the Maryland Department of Commerce (formerly the Maryland Department of Business and Economic Development) in January 2015. Prior to his appointment, Mr. Gill led Evergreen Advisors, an investment bank, as chairman and principal. He was also a founder First Page, which was acquired by Metrocall; served as chairman of Curtis Engine, a Baltimore power generator company; and was chairman of Bluefire Security Technologies, a mobile cybersecurity developer. In 1984, Mr. Gill founded AMERICOM, a Baltimore-based provider of cellular products and services. AMERICOM expanded nationwide with more than 1,200 team members and was acquired by Solectron in 2000. He started his career with IBM and held a number of positions in sales and marketing. He then became Director of Data Systems in the mid-Atlantic region for Ernst & Young.

Mr. Gill served on the University System of Maryland Board of Regents from 2004 to 2009, chairing the audit committee and the technology transfer and commercialization workgroup. His past and present board memberships also include the Calvert Hall Board of Trustees, Baltimore County Economic Development Commission, St. Joseph's Medical Center, Bay National Bank, and Towson University of Board of Visitors. He is also a member of the President's Advisory Board at Clemson University.

Gill earned his B.S. in business administration from Towson University in 1974 after first attending Clemson University on a baseball scholarship. He was awarded an honorary Doctor of Humane Letters degree by Towson University in 1996.



MICHAEL BRONFEIN, CEO, CURIO WELLNESS; CO-FOUNDER, STERLING PARTNERS

Michael Bronfein is a serial entrepreneur and investor with a specific focus on innovation and competitive advantage in healthcare services, healthcare technologies, software, and distribution. A visionary known for assembling excellent management teams resulting in market leading high growth organizations with clear brand propositions and strong financial returns, Michael has founded or co-founded and rapidly grown, as either CEO, Director, or investor, a number of market leading innovative companies in healthcare services and technology.

Consistent with his focus on innovation in healthcare, Michael is leading a team of scientists, pharmacologists, physicians, horticulturists, and agronomists in developing new medicines based on the Cannabis plant. The Company Curio aspires to be a market leader in creating medicinal products and herbal supplements in traditional dosage forms such as pills, capsules, ointments, liquids and transdermal patches. The Company has raised \$30 million in equity capital, purchased a 55,000 square foot manufacturing plant, and is awaiting the award of licenses to operate in Maryland.

SPEAKERS

Most recently Michael served as Co-Founder, Chairman and CEO of Remedi SeniorCare (www.remedirx.com), which has grown from a start up to the 5th largest Long Term Care Pharmacy in the US serving approximately 45,000 nursing home and assisted living residents in 12 states. Michael initiated this investment while leading healthcare investing for Sterling Partners and migrated to an operating role in 2010. Remedi's rapid growth and success has been driven by its proprietary disruptive technology Paxit, which is the world's first and only fully automated high output robotic medication packaging system. The Paxit system is revolutionizing the long-term care pharmacy industry by reducing drug costs 15% and increasing nursing productivity 30% while achieving a 100% accuracy rate in dispensing.

Prior to joining Remedi, Michael was Co-founder and Senior Managing Director of Sterling Partners, a growth capital private equity fund with a focus on education, healthcare services and technologies and business Services. Michael and his partners grew the company from a start up to over \$4 Billion in assets under management. At Sterling, Michael led investments in VISICU and VOCUS both of which resulted in IPOs for the companies.

Prior to founding Sterling Partners, Michael was Co-founder, Chairman & CEO of NeighborCare. Started as a traditional drugstore in Baltimore, NeighborCare became the second largest Long Term and Managed Care Pharmacy in the US servicing 250,000 long term care residents and 300,000 managed care patients daily. Michael received the Ernst & Young Entrepreneur of the Year award in 1994 for the business model and concept for NeighborCare.

Prior to founding NeighborCare Michael led commercial finance lending for Signet Bank and held various management positions in the retail food industry.

Michael serves as the inaugural Chairman of the Senior Care Pharmacy Coalition a Washington, DC based advocacy group whose sole focus is the financial viability and health of the long term care pharmacy industry. In addition to his focus on building great companies, Michael is actively involved in the community. He currently serves on the advisory board of the Bloomberg School of Public Health at Johns Hopkins University and the Harvard Medical School. He is also the past Chairman of the Board of the Baltimore Symphony Orchestra.

Michael is a graduate of the University of Baltimore with a BS in Accounting and is a Certified Public Accountant. He resides in Owings Mills, Maryland and Jupiter Florida with his wife of 40 years Jessica and is the proud father of three adult children and one granddaughter.



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

SPEAKERS

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, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County Economic Development Corp., CIT GAP Fund's Investment Advisory Board (IAB), the Digital DC Tech Fund IAB, the Potomac Officer's Club and FounderCorps. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



CRAIG BANDES, CEO, PIXELLIGENT TECHNOLOGIES

Craig Bandes, 47, has been President & CEO of Pixelligent Technologies since 2009. Mr. Bandes has over 25 years of experience as a CEO, entrepreneur, and angel investor building companies in the technology, defense and professional services industries. Since joining Pixelligent as CEO, the company refocused, raised \$36M in equity, was awarded nearly \$15M in U.S. government grants, entered into joint development efforts with leading Multi-national materials companies, and introduced its PixClear(R) product family. Prior to Pixelligent, Mr. Bandes was the President & CEO of Global Secure Corp, a high tech company focused on providing homeland security software, training, and equipment solutions. He grew Global Secure from a start-up to 175 people, raised \$25M in equity, acquired four companies, and generated over \$40M in revenues. Mr. Bandes has negotiated over \$300 million in financial transactions and completed acquisitions and strategic partnerships in the United States, Asia and Europe. Mr. Bandes sits on the Board of Directors of Pixelligent, has Chaired the Technology Committee for the Greater Baltimore Committee, and is a member of the NanoBusiness Alliance Advisory Board. Mr. Bandes has testified in front of the Senate Committee on Small Business regarding patent issues, and was a guest speaker at the House of Lords in the UK. Mr. Bandes received degrees in Finance and Entrepreneurship from Babson College.

SPEAKERS



MARK GROVIC, GENERAL PARTNER, NEW MARKETS VENTURE PARTNERS

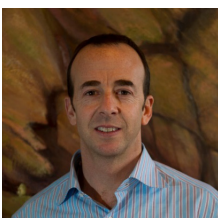
Mark Grovic co-founded New Markets Venture Partners in 2003 and is a General Partner. Mark serves or has served on the Board of Directors for The American Academy, Innovative Biosensors, Lightningcast (sold to NYSE: TWX), Moodlerooms (sold to Blackboard) and Workspace.com. Mark also serves or has served as a board observer for Aldagen (sold to NASDAQ: CMXI), American Honors College, Andera, Appfluent, BioSET, ConnectEDU, MediaSolv, Overture Technologies, Paratek Microwave (sold to NASDAQ: RIMM), Questar Assessment, and Vision Chain. Mark also co-founded LifeJourney, an online educational company that allows students to test drive real life careers in specific corporations.

Mark has been investing in high growth companies since 1992. Prior to New Markets, Mark was a Portfolio Manager for the Small Enterprise Assistance Funds (SEAF), a \$200 million managed emerging market venture capital company, Director of Estonia-based Baltic Small Equity Fund, a Co-Founder and Principal of the Templeton Emerging Europe Fund, as Principal of Templeton Direct Advisors, and a Portfolio Manager of Private Equities at the Calvert Group.

Mark is a VC in Residence and Professor of Venture Capital and Ethics at the R.H. Smith School of Business at the University of Maryland (UMD). He has 14 years experience in higher education as an instructor, administrator, and serves as an advisor to numerous technology transfer, incubator, and entrepreneurship bodies in the mid-Atlantic. He has earned three awards for his instruction at UMD and at Howard University, plus a fellowship awarded for the innovative use of technology in the classroom.

Mark helped to found and served as Board Director of the Baltimore Chapter of the Network for Teaching Entrepreneurship (NFTE), is Board Chair at Emerson Preparatory High School in Washington, D.C. and serves as Chair of the Business Advisory Board of Venture Philanthropy Partner's Youth Connect program which includes: KIPP DC; College Summit; Latin American Youth Center; Metro Teen Aids; Urban Alliance; and Year Up.

Mark graduated with Honors from the University of California, Berkeley, where he majored in Political Economies and received a Juris Doctor from the Georgetown University, where his focus was in international, tax, and corporate law. Mark has also completed graduate work in accounting and finance at the George Washington University and Pace University, and completed the Private Equity and Venture Capital Executive Program at Harvard Business School. Mark lives in Silver Spring, MD with his wife and two children and is a mediocre musician and triathlete.



JONATHAN PERL, GENERAL PARTNER, BOULDER VENTURES

Jonathan Perl joined Boulder Ventures in 2002 and has over 19 years of venture capital experience focused exclusively on early-stage information technology companies. Mr. Perl currently sits on the boards of Stardog, SurfWatch Labs, Zenoss, Terrago Technologies, eMinor, Adwerx, and Dynamite Labs. In addition, he is a board observer at Clarabridge and MediaMath.

SPEAKERS

Representative recent past investments include iLumin Software Services, Inc (sold to CA), ERA Corporation (sold to SRA International), Metron Aviation, Inc. (sold to Airbus), RedCloud Security, Inc. (sold to Avigilon), FlybyMedia (sold to Apple), and Intellinote (sold to Broadsoft.)

Mr. Perl also serves on the Executive Committee of the Board of the Mid-Atlantic Venture Association.

Prior to Boulder Ventures, Mr. Perl joined Intersouth Partners in 1997 as a member of the third class of Kaufman Fellows and in 1999 became a Partner. He was responsible for the sourcing, due diligence, structuring and negotiation of more than a dozen early stage investments, including several highly successful companies. He led Intersouth's investments in InvoiceLink Corporation (sold to BCE Emergis) and Extensibility, Inc. (sold to TIBCO Software).

Mr. Perl is a past board member of the North Carolina Council for Entrepreneurial Development and served on the executive committee of the Board of Trustees and was Treasurer of National Child Research Center, a preschool in Washington, DC, from 2008-2012.

Mr. Perl holds an MBA from the Amos Tuck School of Business at Dartmouth College (1997) and a BA (magna cum laude) in classical history from Tufts University (1988).



PARAG SHETH, DIRECTOR AND CHIEF MARKETING OFFICER, MARYLAND VENTURE FUND

Parag joined the Maryland Venture Fund in 2016. He brings successful operational experience having worked with 6 different venture backed firms.

Parag is an entrepreneur at heart. For the past 20 years, he has successfully led sales and marketing efforts for several venture-backed startups and multi-nationals. He has time and again built multi-million dollar businesses starting from scratch as well as rapidly grown existing businesses across the globe. His expertise scales across verticals, company size and geography.

His first two venture backed start-ups were in the telecom hardware space and both had successful exits for the investors. One of the investors was Andy Jones formerly of Boulder Ventures. Subsequent venture backed start-ups were in telecom software, motion sensors and global outsourced back-office verticals. Parag understands the challenges entrepreneurs face, bootstrapped his own marketing software company into a successful business.

At High Street Partners Parag built the Mid-Atlantic region into the leading region across the country. High Street Partners was sold to HG Capital in 2014 for \$100M and was rebranded as Radius. Parag ran the private equity business for Radius.

Recently, he and Andy Jones joined up again at the Maryland Venture Fund. At the Maryland Venture Fund, portfolio companies benefit from his deep sales and marketing experience.

Parag started his career at TTC (now JDSU) where he held several sales responsibilities over seven

Big Idea CONNECTpreneur Winter Forum



SPEAKERS

years. He also led North America marketing for Siemens AG, SIE (ETR) and global marketing for Spirent Communications, SPT (LON).

Parag is a well known connector in the Mid-Atlantic community. He holds a Bachelors in Electrical Engineering from the State University of New York at Buffalo and has a MBA from the Robert H. Smith School of Business at the University of Maryland.



Executive Summary: \$2M Seed-Stage Financing

Overview

Aspire's software and services empower companies to invest in their employees and workplace in a smarter, easier way. Companies can use Aspire to coordinate employee engagement programs and in-office perks like team lunches, office snacks, wellness programs, happy hours, team outings and events and volunteering days. Aspire tracks usage, budgets, and employee feedback so companies can better understand the effectiveness of their programs.

In the last year since raising our seed round, Aspire has grown gross revenue 40% quarter-on-quarter. We actively provide services to over 60 clients, including Uber, UBS, Tableau, WeWork, Monumental Sports and many of the fastest growing tech startups in the Washington DC and Boston areas. We are raising \$2M to invest in sales and marketing to capture a significant piece of a \$50+ billion market.

Market

Mid-to-large sized companies worldwide are looking for better ways to engage their employees. 1.3 million businesses with 25-1000 employees in the US alone present a huge (\$50+ billion) market opportunity.

Product

Companies are paying more attention to employee engagement these days, but very few have a way to manage their programs and services effectively. Aspire provides a web-based software for providing smarter in-office benefits.

Aspire collects data about employee preferences and makes smart recommendations. Once a company chooses what they want, Aspire takes care of everything through its network of vetted, third party vendors. All the while, Aspire tracks ratings, feedback, and attendance data, which is used to refine recommendations and generate reports.

Pricing: Aspire makes its money on a combination of client fees and vendor discounts. To date, our margin has averaged 10%. As we scale, this will grow as we negotiate steeper discounts from vendors and higher fees from clients. Our competitors in catering and wellness have reported 20-30% margins, so we know this is possible.

Traction

We launched our Team Perks software in early 2016. We focused first on Washington, DC and later expanded to Boston. In our first year, we've added \$18k of new business every month on average. We've grown revenue 40% quarter-on-quarter to 60 active clients & \$1M gross revenue to date in 2016. Our client network is diverse, including: Uber DC, Carbonite in Boston, Northwestern Mutual DC, WeWork, TrackMaven, Optoro, and United Bank DC.

Strong Recurring Revenue: Four of our largest clients, including Uber, are on pre-paid contracts and 65% of all orders are subscriptions. We have 98% customer retention over the past 12 months and our software and services have a 95% client satisfaction rating.

Historical Financial Summary

	Q1 2016	Q2 2016	Q3 2016	Q4 2016	Total 2016
Revenue	\$205,587.62	\$262,955.63	\$297,236.90	\$280,068.92	\$1,045,849.07
Expenses	\$86,746.78	\$84,467.70	\$89,879.51	\$118,929.53	\$380,023.52
Gross Profit	\$9,302.06	\$14,107.16	\$20,038.74	\$24,704.67	\$68,152.63

Capital Financing

We are raising a \$2M priced equity round at a \$6M pre-money valuation.

- Tranche #1: December 31st - \$250,000 at a 20% discount
- Tranche #2: March 31st - \$250,000 at a 10% discount
- Tranche #3: May 1st - \$1,500,000

Use of Funds: We are raising \$2M to hire an experienced head of sales and sales team, invest in marketing, and expand our engineering team to scale the model we've proven in DC and Boston.

Investment to Date: Aspire has raised \$800,000 from the founders and angel investors since 2015. All funding has been raised on a convertible debt basis and will convert into equity upon the close of this financing.

Changing the way Businesses work together with Causes and reach their Supporters

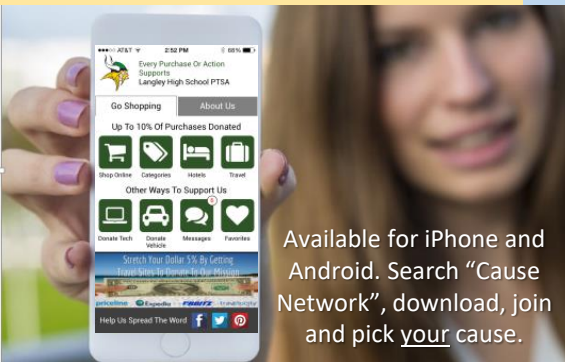
We are a Cause Marketing Platform where Businesses can boost their brand image and increase sales by reaching loyal Supporters under the umbrella of their favorite Cause.

We give over 300 non-profit partners (today) a FREE customized website and mobile app to run campaigns using multiple non-traditional fundraisers that increase donations without wearing out their base.



Today, Supporters can shop from over 1000 stores, book travel, and give their used electronics and vehicles to generate donations for their favorite Cause, with more options in the pipeline.

Our national vehicle donation program opens doors for the non-profit community, and the auto industry where thousands of auto dealers will be taking donations and running campaigns this Spring.



Available for iPhone and Android. Search "Cause Network", download, join and pick your cause.



"CauseNetwork's free, easy to use, and can make a positive impact on a Cause that is specifically important to you. ...you can finally shop like it matters."

UNITE virginia magazine

"Cash-strapped non-profits get a free and entirely effortless way to raise money"

The Washington Post



Last year, 700,000+ vehicles were donated. generating over \$2B in donations - yet only 1% of non-profits could benefit – and now they all can.

Our team is experienced and has built and exited multiple companies. We invite you to join us on our quest to do well and do good.

We are currently seeking \$1mm in funding to fuel growth and expedite our path to supporting our partner Causes, and to profits.

For more information contact:

Clay Buckley, President, CauseNetwork, Inc. clay@causenetwork.com / 703-973-3710

EXECUTIVE SUMMARY

Describli is a marketing intelligence and optimization platform helping independent creatives drive sales through powerful data-based insights.

Business Summary: Describli takes advantage of the explosive growth of self-publishing with a data and analytics platform that drives actionable book marketing recommendations. The platform empowers self-publishing authors and publishers through collection of book sales and publicity data, digital marketing analysis, and actionable strategic insights. Our mission is to create a data ecosystem for independent creatives everywhere, with deep analytics feeding highly-targeted sales and marketing recommendations.

Customer Problem: Self-publishing is a rapidly growing niche within the creative freelance economy. It offers authors creative freedom and three times the earnings of traditional publishing contracts, but self-publishing authors lack the tools and data they need to successfully sell their work. Independent authors spend over 25 hours per month gathering data on sales, publicity, and reviews, and they still have no idea how to sell more books. Authors currently rely on recommended methods from other authors, gut instincts, and vague catch-all advice from professionals on how to market their book.

Solution: Describli provides a suite of intuitive tools that help authors and publishers make a plan, engage with their audience, and track their progress. Our platform integrates with an author's current sales and marketing efforts on Amazon, Twitter, Facebook, GoodReads, and elsewhere to give them the ability to make sense of their data and provides recommendations so they can sell more books. Platform capabilities fall into three broad categories: analyzing sales, reviews, and publicity data from across the web, measuring ROI of new marketing tactics, and providing actionable next steps to drive book sales.

Team: **Laura Fredericks**, Cofounder and CEO - Laura has over 8 years of sales and marketing experience, 4 years focused specifically on authors. She is a MassChallenge alumna, Startup Leadership Program Fellow, and Program Leader for the DC chapter of the Startup Leadership Program. She graduated with a BA from Georgetown University.

Suki Hirata, Cofounder and CTO - Suki is a business executive and technical expert with extensive VC backed early-stage startup experience, having combined exits over \$1 Billion. He has successfully innovated and transformed ideas into industry award winning enterprise commercial products, and has 7 technology patents. Suki received his MBA from MIT Sloan.

Target Market: The entry market for the platform is the 450,000 independent authors in the niche \$1 Billion self-publishing industry. Within book publishing, we plan to expand to marketing agencies, small publishers, and self-publishing platforms. Future expanded markets in the \$300 Billion creative freelance economy may include freelance writers, bloggers, independent app developers, and other independent professionals selling online.

Business/ Revenue Model: Describli charges a flat fee of \$375 per book tracked. Authors desperate for a marketing solution have validated that this price is well within their book marketing budget and willingness to pay. Describli will also offer annually licensed tools for marketing agencies and publishers beginning in 2018, priced at \$10,000 to \$120,000+ per year.

Competitors: Describli has a first-mover advantage as the only data-driven marketing suite in the publishing industry. Our proprietary data and analytics, as well as recommendation methodologies, are a distinct advantage and protect our technology from future competitors.

Key Milestones to Date: Describli has conducted concept validation in over 100 in-depth conversations with authors and publishers. We have built a working prototype, and are currently alpha testing it with authors. More than 300 authors have reserved a spot in our paid beta.

Future Milestones: Describli plans to launch the beta of our sales and marketing platform in summer 2017, followed by a full public launch in January 2018.

Fundraising and Use of Funds: Describli is raising \$500,000 as a convertible note. The funds take us through April 2018, and will be spent on preparing the product for full public launch through hiring development staff, marketing to new users, and covering administrative needs.

Financial Projections:

	2017	2018	2019	2020	2021
Revenue	\$38,188	\$324,469	\$2,368,108	\$8,773,330	\$25,062,302
COGS	\$5,924	\$22,252	\$283,068	\$675,896	\$1,567,502
Operating Expenses	\$429,650	\$1,289,675	\$2,756,824	\$4,041,214	\$4,963,581
Operating Income	-\$397,387	-\$987,458	-\$671,784	\$4,056,220	\$18,531,219



www.describli.com

Industry: Publishing/Marketing Technology

Founded: 2016

Contact:

Laura Fredericks
Founder & CEO
Laura.fredericks@describli.com
(203)915-2994

Office Address:

1776 DC
1133 15th St NW, 12th floor
Washington DC 20005

Financial Overview:

Company Stage: Alpha Testing
Capital Raised: \$13,000 (non-equity crowdfunding), \$90,000 (founder capital)

Capital Sought:

\$500,000 convertible note



Company Background

- 3 years in business
- \$550K revenue in 2016
- >150% YOY organic revenue growth
- Internally funded; No debt
- Delaware C-Corp

Management

- *Founder/CEO:* Jay P. Singh, PhD
<http://tinyurl.com/gr7wfeo>
- *CTO (Part-Time):* Stewart VanBuren
<http://tinyurl.com/hcj6ujw>
- *CMO (Part-Time):* Michael Darne
<http://tinyurl.com/h8zj6le>
- *CFO (Part-Time):* Patricio Garcia, CPA
<http://tinyurl.com/h28qaua>

Industry/Services

- Behavioral Healthcare/SaaS, Online Education, Data Analytics, Machine Learning, Proprietary data source

Number of Employees

- *Full-Time:* 3
- *Part-Time:* 3

Accounting Firm

- Wiener & Garg LLC

Law Firm

- Cooley LLP

Funding Sought

- \$1.0M

Funding To-Date / Source

- \$150K by Founder

Primary Use of Funds

- Hire staff for growth
- Fund increased sales & marketing
- Fund software platform development
- Expand portfolio of eTrainings
- General Corporate purposes

Business Description: GIFR, Inc. is a fast-growing risk assessment and education SaaS company in Behavioral Healthcare (BH). The company generated revenue of \$550K in 2016 from a growing customer base.

GIFR's mission is to reduce the risk of violence and recidivism. GIFR's solutions are designed to disrupt the 70-year old paper-pencil based BH risk assessment practices to improve the accuracy, reliability and consistency of assessments, and thereby improve patient treatment outcomes resulting in reduced violence and recidivism.

Products/Services: GIFR currently has three main products focused on the same targeted end-users: (1) Risk Management SaaS, (2) Live and On-Demand eTrainings, and (3) Paid Membership Subscription (which includes a monthly executive research bulletin, free academic journals, discounts on GIFR products, and more).

Technologies/Special Know-How: GIFR's Founder/CEO brings specialized insider know-how as an internationally-renowned researcher and expert in the field of forensic risk assessment and management. GIFR has a patent pending for a Cloud-based, real-time risk scoring SaaS platform that will significantly improve the accuracy, reliability and consistency of BH risk assessments.

Customer Base/Market Opportunity: GIFR has a growing customer base, including California Department of State Hospitals, New York Office of Mental Health, Missouri Department of Mental Health, Tennessee Department of Mental Health and Substance Abuse Services, Correctional Services Canada, and many more. GIFR's success to date has been driven by its strong value proposition, high customer satisfaction ratings and an increasing brand recognition.

End-users of GIFR products include frontline professionals, including psychologists, psychiatrists, nurses, social workers, counselors, case workers, correctional officers, probation and parole officers, law enforcement officials, etc. These professionals may work in BH hospitals and clinics, federal/state/community corrections, law enforcement, educational institutions and businesses.

GIFR's initial addressable market opportunity is estimated at \$500M. The opportunity size will increase as GIFR expands its targeted verticals to include corporate workplaces, universities, and schools.

Sales Channels: GIFR currently uses e-mail marketing campaigns, free webinars, and cold calling to create demand and brand awareness. The company plans to invest in digital and social media marketing as well as in adding outbound and field sales staff. GIFR has also started initiating

long-term strategic partnerships with highly-regarded organizations in its targeted verticals.

Competition: The competitive landscape for GIFR products is highly fragmented and ripe for consolidation. In the area of BH risk assessment software, Northpointe, Inc., Assessments.com, and Multi Health Systems (MHS) are the three principal providers of similar products, but there is only a little overlap with the types of risk assessment products planned by GIFR. For BH eTrainings, PESI and Relias Learning are the two principle providers. However, PESI only targets therapists for its trainings, and Relias Learning only offers didactic trainings rather than certified training on assessment and treatment methods that GIFR offers. Relias, which grew through acquisitions, was recently acquired by Bertelsmann for \$540M from Vista Capital (at a revenue multiple of 8).

Financial Projections (Base Case with \$1M Seed Funding)

	2015(A)	2016(A)	2017	2018	2019	2020
Revenue	\$202K	\$550K	\$850K	\$1,450K	\$3,030K	\$5,340K
EBITDA	\$14K	(\$103K)	(\$400K)	(\$195K)	\$680K	\$2100K

Renalert LLC

Personalized, real-time monitoring to prevent the onset of acute kidney injury

Seeking \$600,000 Seed

DESCRIPTION:

Renalert LLC is developing the real-time monitoring Renalert System to provide continuous feedback on kidney function, which incorporates a proprietary algorithm to detect initial declines in kidney function.

Acute Kidney Injury (AKI) carries a higher associated yearly mortality rate than breast cancer, prostate cancer, heart failure, and diabetes combined. The gold standard of AKI detection is the rise of a blood biomarker, serum creatinine (SCr), which reveals damage 24-48 hours after the onset of injury. Even the most mild form of AKI during cardiac surgery increases 5 year mortality by 2.2 times and operative costs by 1.6 times. Our plan is to initially target the cardiac surgery market, which can see AKI rates at up to 30-40% of surgeries and where intraoperative detection holds the most promise for simple interventions to prevent the associated 2% dialysis incidence and other co-morbidities downstream. Renalert's software system will integrate with the EPIC EMR to provide real time urine output and renal alerts (FDA Class II) while our modular hardware components currently interface externally with any existing Foley Catheter bag system in a manner proven to reduce non-reimbursable catheter associated urinary tract infections (CAUTIs) as an ancillary benefit.

ADVANTAGES:

We create value through identifying conditions to facilitate prevention of AKI onset in real time, not reaction to AKI incidences post injury. We have completed a successful 30 patient cardiac surgery pilot showing observational significance in detecting AKI earlier than SCr and our algorithm is being refined in 6 clinical studies in partnership with clinicians at Northwestern Memorial Hospital, Johns Hopkins Hospital, and one additional pending heart center.

THE MARKET:

Our initial target market is cardiac surgery patients undergoing operations on cardiopulmonary bypass (CPB), and there are 600,000 cardiac surgeries annually in the US (~2.5k OR beds). We plan for expansion into the much larger ICU market (77k beds) once value in upstream AKI prevention has been proven. AKI occurs in 25-67% of all ICU patients, with 5% of all ICU admissions resulting in dialysis. We note that there are 5 million ICU patients annually, and AKI as a major killer costs the US healthcare system \$10 billion per year through added length of stay and complications.

As a case study, a hospital with 1,000 cardiac surgeries investing in 32 monitors could expect to see ~\$1.4M in savings, and 4-10 patient lives saved a year from AKI avoidance alone, not including CAUTIs avoided. After expanding into the ICU market, we expect to see a \$400M year 1 TAM with \$5M in revenue by year 3 of sales assuming initial 10% penetration of top 5 acute care hospital groups, taking into account sales of disposable hardware components.

COMPETITION:

	Renalert	Astute Medical	Potrero Medical	Output Medical	C.R. Bard
Real Time Urine Output	+	-	+	+	+
Surgery Perfusion Targets	+	-	-	-	-
Integrates with any Foley Bag	+	+	-	-	-
Anti-CAUTI Hardware	+	-	-	-	-
Early Detection of AKI onset	+	+	(sepsis)	-	-

FUNDING REQUIREMENTS: We are seeking a \$600k convertible note in order to fund the following activities: First manufacturing run of hardware with partner (in discussions with Ohaus Corp.), full integration with Epic and Cerner EMR's, Hire 2 FTE's for engineering and marketing positions, FDA Registration for first two system hardware components (Class I, GMP exempt anti CAUTI hardware and Class II 510k exempt urinometer, respectively), and initial intellectual property and legal costs.

Renalert LLC

Address: 1812 Ashland Ave, Baltimore, MD 21205

Tel: 817-681-4553

E-mail: aaron.chang@renalert.co

■ KEY PERSONNEL

Aaron Chang, Founder & CEO

Mr. Chang received his MSE in Bioengineering Innovation and Design from Johns Hopkins University. In the past six years, his designs have included a clinically validated laparoscopic retractor licensed to Lapspace Medical, a defibrillator patch system which won gold at the USPTO sponsored inventor's competition, and the Renalert system which used a nuanced regulatory strategy to begin human trials less than a year from initial surgical observations. Principal author of 2 granted patents.

Dr. Jonathan T. Magruder, Founder & CMO

Dr. Magruder received his MD from Johns Hopkins and is a surgery resident in the Halsted Surgical Residency Program (general surgery) at the Johns Hopkins Hospital. He plans to pursue a fellowship in cardiothoracic surgery following the conclusion of his training in general surgery. He is also active in surgical research, having published a number of papers in both general and cardiothoracic surgery, especially in relation to oxygen delivery and cardiac surgery associated acute kidney injury.

Dr. Nevin Katz, Founder, Advisory Board

Dr. Katz's positions have included faculty and full-time cardiac surgeon and director of Heart Transplantation at Georgetown University, critical care physician at George Washington University, faculty at Johns Hopkins Hospital, founder and director of FACTS-Care critical care annual "CVT Critical Care" conferences, faculty for International Vicenza Courses on Critical Care Nephrology. He is establishing the field of Acute Kidney Stress to quantify metrics prior to Acute Kidney Injury.

Dr. Steve Brooks, Advisory Board

Dr. Brooks served as a medical officer at FDA in the Office of Device Evaluation for six years, reviewing a wide array of devices, diagnostics and combination products in diverse fields throughout the full product lifecycle

■ COMPANY STATUS

Founded: 2016

Ownership: Shares solely owned by Founders

Total Funds raised to date:

\$160,000 Non-Dilutive Research Funding

Company Status: LLC, pre-revenue, pre-series A

Legal: Venable LLP

■ INTELLECTUAL PROPERTY

Patent in Licensing Process from JHU

US provisional patent with priority date 4/15/16. PCT Filed 4/16/16, published as WO/2016/168541 SYSTEM AND URINE SENSING DEVICES FOR AND METHOD OF MONITORING KIDNEY FUNCTION

SNAG-A-SLIP

EXPLORE. BOOK. BOAT.

Company Profile:

www.snagaslip.com

www.oasismarinas.com

@snagaslip

Contact:

Dan Cowens, Founder and CEO

dan@snagaslip.com

443.336.7007

Jen Leroux, COO/CFO

jen@snag-a-slip.com

410.215.5973

Employees: 45

Traction:

350+ Marinas contracted with SAS

74%+ re-book rate within 14 days

50,000+ unique boaters website views

35,000 Facebook followers

Five Marinas under Management

Three Marinas – pending start date

Company Advisors:

Jerry South, Former CEO, Towne Park

Avi Rubin, Professor, John Hopkins

Andrew Sherman, Sr. Partner, Jones Day

John LaPides, CEO Shadow Capital

Outside Counsel: Miles & Stockbridge

Accountant: DHG, LLP

Awards:

2015 Spring Winner \$30k, Fall Winner \$20k
Shore Hatchery competition, Perdue School
of Business.

2016 Finalist for Maryland's Top Emerging
Technology Company of the Year, Maryland
Technology Council.

Funding to Date:

\$400K from Founder

\$1.2M Convertible Note Round

Use of Proceeds:

Product Development

Sales & Marketing Growth

Customer Service enablement

The Problem:

Many **Marinas are family owned** with minimal ability to invest in capital improvements and technology. **No easy way exists** for boaters to book marina slips on-line or view available options.

The Solution:

SNAG-A-SLIP (SAS) connects transient boaters through its cloud-based booking system to available slips, and allows them to book online with no additional fee.

OASIS MARINAS (OM) partners with marina owners to offer a range of professional services from Full Service Management to Consulting.

Target Market:

The US Marina Industry is a \$5.0B industry. There are 25,000+ public marinas and 16 million recreational boaters in the United States. Each and every one of them represents a potential customer for SAS.

Business Model:

SAS charges a transaction fee of approximately 18% to the marina only upon booking. There is no charge to the marina to sign up with SAS; revenue for slip booking is collected by SAS and net revenue (after transaction fee) is remitted to the marina. There is no fee to the boater.

Oasis Marinas secures management fee, revenue share or lease contracts with marina owners. Annual revenue per marina managed can range from \$50k upwards to \$150k depending on size and complexity.

Sales & Marketing Strategy:

There are currently field sales reps throughout the US and Caribbean sourcing marinas for SAS. These reps are managed by a full time seasoned sales director and are compensated on a commission-only basis. Snag-A-Slip allows quick and easy entry into a marina, builds relationship and trust and enables for conversion into an fully-managed marina.

Marketing efforts include participation in boat shows, advertisement in boating/marina industry publications, paid and organic SEO, social media engagement, content marketing and development of key strategic partnerships. Current strategic partnerships include Waterway Guide, SeaRay, Boston Whaler, US Super Yacht Association, Dream Yachts, Cruise Annapolis, ValvTect Marine Fuel and Boatsetter.

Competitors:

Snag-A-Slip's technology competitors include Dockwa and SlipFinder. Dockwa recently raised \$3.5M in VC funding. Service competitors for Oasis Marinas include Safe Harbor (31 locations in 14 states) and Suntex (22 locations in 10 states) which own and operate marinas. Westrec (23 locations in 7 states and Coastal Properties (7 in 2 states) solely manage marinas. No other competitor offers a boaters and marina owners with a technology solution coupled with a services offering.

Competitive Advantage:

Snag-A-Slip is FREE to the boater, while some of our competitors charge a fee. Marina owners receive complimentary back end inventory management technology and only a small transaction fee pay once the reservation is completed.

Oasis Marinas' competitive advantage includes its high touch customer service model built to emulate the hotel industry; comprehensive facilities life cycle plans including preventative maintenance programs and cutting edge technology: online booking integrated with back end inventory management and dockside check in.



Executive Summary

Developer of “ePulli”

Contact Information:

Software Flow Inc.
 727 Forest Park Rd
 Great Falls VA 22066
 571-305-1797
www.softwareflow.com
 Sarah.Photowat@softwareflow.com

Management Team:

Sarah Photowat: CEO/CTO
 Diane Shook: VP Mkg/Operations
 Sunil Balgurgi: VP Development

Industry: Software, Social Media, Calendar, ecommerce, SaaS, mobile

Company Resources: Currently the company has 3 staffs and sub-contractors

Type of Financing Sought: \$750k primary for Software Development and Sales growth

Total External Capital Invested: To date the development and activities supporting has been funded by the owner (\$147k)

Law Firm: g2z Law Group

Patent lawyer: MaxValueIP LLC

Use of Funds: Product development, marketing, sales, maintenance, web hosting, Cyber security

Year development started: 2012

Type of equity: S-Corp

Business Description: “ePulli” is the “DNA of Life Events”. Simply it is combination of LinkedIn, Facebook, Google Calendar, Amazon, Blackboard, department stores etc. as one stop shop for all events in daily life personally and in business. This means no need to visit many sites with different user interface. That is what is said about “ePulli” being developed by Software Flow, Inc. as an inexpensive and easy to use platform.

In Metaphoric way the “DNA of life” is nothing but “Timelines of Events”. The user interface should not be different whether we post a picture to social media (C2C), communicate with our child school (B2C), or we purchase a product, or deal with work place events, or visit our doctor, or our doctor setup surgery appointment with a hospital (B2B), etc.

Consider that ePulli is a combination of Facebook, Google/Outlook calendar and many other websites with a strong ecommerce platform. However instead of having one timeline like Facebook, it has multiple parallel timelines in different categories of life such as child, work, sport, health, vendors, etc. and at the same time the parallel timelines are sliced by a horizontal line that separate days to create a new interface for calendar we call it “Life Dashboard”. In the same fashion vendors can also use the user interface for B2C and B2B transactions.

Management: Sarah Photowat (CEO/CTO) is serial entrepreneur and have created 2 extensive software prototypes with pending patents. She has more than 26 years of IT background in Information Systems, Database, Product development, and worked for Oracle/AOL and has BS/MS in Computer Science.

Diane Shook (VP-Mkg/Operations) has more than 20 years of experience in sales and consulting at Oracle/KPMG as VP of Go-To-Market

Sunil Balgurgi (VP-development) has more than 20 years of managing full stack product development, Big Data, Business Intelligence for Pepsi, Citi Group, General Electric and his own startup InfoNet. Highly experienced in software architecture focused on delivering high profile and strategic software solutions.

Technology/Proprietary Rights: There are 2 pending patents filed in 2010 & 2013 before Facebook’s timeline patent was filed.

Competition: Research by the Company has yielded a distinct lack of direct competition. ePulli will indirectly compete with Microsoft Outlook and Google

Calendar as the primary online methods that people tend to utilize daily for managing important dates. Unlike the competition ePulli has social networking, calendaring and purchasing in all one place for every day personal and business use with a single-sign-on format.

Distribution Channels/Marketing: ePulli will implement a tailored online strategy that involves enabling, mobilizing, and supporting three channels: Internet advertising, Viral marketing and Referrals. This strategy involves using cost-per-click and SEO, as well as cross-marketing with other websites/vendors.

Financial Projections	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue:	0	\$200,000	\$2,000,000	\$6,000,000	\$15,000,000
EBIT:	(\$250,000)	(\$500,000)	\$200,000	\$1,000,000	\$3,000,000

VECTOR

1 OPPORTUNITY OVERVIEW

Vector was founded by the original SpaceX team to lower the barriers to space access and space commerce. Vector has a BIG vision to reshape the multi-billion launch market by combining dedicated low-cost micro satellite launchers (Vector-R and Vector-H) AND software defined satellites (GalacticSky) to dramatically increase access and speed to orbit. Currently there are over 1050 microsattellites waiting to be launched and the backlog of satellites is set to grow rapidly over the coming 5 years (<http://spacenews.com/launch-providers-making-room-for-smallsat-boom/>). Vector launchers will be a first to market solution tailored for this fast growing market segment.

As part of our second development phase, our GalacticSky Software Defined Satellite constellation will allow users to directly program the satellite and upload user developed applications using space based imaging, communications, geo location and space navigation measurements available on board the satellites. This capability will massively increase the speed of deploying space-based businesses and applications and will negate the capital expense of building and launching satellites for new ventures. GalacticSky will allow even the most uninitiated access to satellite resources and will fuel the next generation space economy and change humanity's relationship to the heavens.



GalacticSky will allow even the most uninitiated access to satellite resources and will fuel the next generation space economy and change humanity's relationship to the heavens.

Vector was founded in early 2016 and through an early corporate acquisition, we obtained a launch vehicle design and team with 10 years of progress and experience building a Vector-R like vehicle. This has allowed us to make unprecedented and rapid progress towards initial operating capability in 2018 and beat many would-be-competitors to the market. Our substantial technical progress includes 32 suborbital test flights of scaled launch vehicles, twenty four full-scale rocket engine tests, four full-scale Block 0 launch vehicles constructed, a mobile TEL demonstration unit and much of the operational and regulatory hurdles being actively addressed. With planned financing, our goal of 2018 Initial Operating Capability is within reach and this will plant Vector in the front of a rapidly growing \$600B industry.

2 FINANCIAL OVERVIEW

Vector is post revenue at a very early stage with \$2.7M awarded in 2016. We have \$181M in contracts for 105 Vector launches beginning in 2018 and after with another \$130M of launch contracts in negotiation. Vector was formed in April 2016 and has raised an initial 3.5 million dollars in seed and bridge rounds since its founding. The initial rounds are based on convertible notes and each round has been over-subscribed. New rounds were authorized to bring in interested parties who were not able to participate earlier. We are concurrently pursuing a \$15M A Round equity financing that we anticipate closing in Q1/Q2 2016. We also plan a Series B capital raise of \$25M in late 2017 (or less depending on non dilutive capital inflows) to reach cash flow positive in early 2019. Our detailed financial models indicate that we reach cash flow positive at 12 launches per year but are designing and planning for 100 launches a year.



Wye River Technologies has developed a cutting edge software called KTrack. Its foundation is the first Integrated Facilities Asset Library (IFAL). KTrack (IFAL) provides a single source for all of the information and data that makes up a building. Finally, there is a software for owners that has everything in one place.

The KTrack IFAL offers a much faster and more cost-effective approach to collecting and managing building information from conceptual design through construction and operations. KTrack is customizable, mobile and can be used for tracking, organizing, and scheduling the full complement of transactions that occur during a building's life cycle.



Corrective & Preventive Maintenance

Manage work orders and recurring tasks through our IFAL platform to increase work productivity by 30%.

Capital Tracking

KTrack allows you to easily track forecasting and budgeting needs for capital projects. Helping you save 70 cents for every dollar spent on emergency work orders.

Asset Management

KTrack affords access in real time data, allowing you to perform immediate asset cost analysis through our mobile platform.

Increase Efficiency

Generate recurring customized preventive maintenance schedules and allow work order requests to be submitted from anywhere, reducing emails, phone calls, and hallway requests.

Improve Communication

KTrack's mobile application and KPI benchmarking, delivers efficiency gains from creation to completion of each work order request.

RETURN ON INVESTMENT
Saves \$0.26 per sqft/yearly
ROI on Software 3.0X+
Payback 1.8 years



YOLODATA

EXECUTIVE SUMMARY

CONTACT INFORMATION

YoloData, Inc.
2679 Avenir Place
Vienna, VA 22180
www.yolodata.me
bryan@yolodata.me
(571) 276-2487

FINANCIAL INFORMATION

Company Stage: Startup
Monthly Net Burn: ~\$70K
Capital Seeking: \$1M

USE OF FUND

70% Product Development
20% Marketing/Sales
5% Operations
5% Legal/Other

MANAGEMENT TEAM

CEO & Founder: Bryan Short
Serial entrepreneur with 5
successful tech ventures.
Passionate about building smart
data products to solve problems of
scale across health, IOT, and
marketplace verticals.

CTO: Tommy Cresine
8 years in Senior software
development roles in Mobile and
Web services at Springshot,
Lanetix, and Intersections Inc. with
a knack for solving complex data
problems.

Chairman: AJ Jaghori
7x Serial Technopreneur, Data
Scientist, & Patentee with exits to
Google, Verizon, Facebook, and
Napster. A self-taught, dyslexic
coder, started his first tech
company at 17 from the back of a
car in Palo Alto. Served in C-Suite
roles at L-3 and The Social
Genome Project (MIT).

ADVISORS

AJ Jaghori, Solebrity Analytics

PITCH

YoloData, an Artificial Intelligence (AI) company offering a first-to-market prescriptive analytics platform, is raising a \$1M angel round on the heels of rapid market demand.

PROBLEM/OPPORTUNITY

In the analytics chain of evolution, most Enterprises are in the descriptive (provide insight into the past and answer what has happened?) or predictive stage (understand the future and answer what could happen?). Less than 1% are in the prescriptive stage (advice on possible outcomes and answer what should we do?). Data Analytics providers have focused on modern industries (e.g. digital, technology) and not on traditional "old school" industries (e.g. construction, mining, agriculture).

SOLUTION/PRODUCT

Leveraging AI with data mining, machine learning, and pattern optimization, YoloData calculates trends and future possibilities, predicts potential outcomes and makes recommendations to help traditional industries realize value from customer relations to supply chain operations.

BUSINESS MODEL

Software-as-a-Service (~\$120K annual booking / customer).
On-premise/custom (~\$170K annual booking / customer).

MARKET

Enterprise Analytics (market size \$200B by 2022 with AI accounting for \$16B) with focus on the traditional industry ICP (ideal customer profile).

COMPETITORS

Uptake Technologies, SalesPredict (acquired by Ebay, 2016)

COMPETITIVE ADVANTAGE

The first-to-market prescriptive AI platform based on proprietary technology developed at MIT media lab.

EXECUTION PLAN/GO TO MARKET STRATEGY

Direct selling and content marketing to traditional businesses.

TRACTION

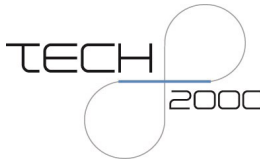
5 bookings in the revenue funnel (3 in decision & 2 in purchase phase) including John Deere and U.S. Steel. Expected break-even period is Q1 2018.

INVESTMENT OPPORTUNITY

Convertible note instrument (36-month term, 30% discount, 10% interest, valuation cap of \$5.5M).

Table with 4 columns: FINANCIALS (\$), 2017, 2018, 2019. Rows include REVENUES, EXPENSES, and EBIT.

SPONSORS



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.

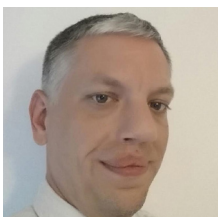
Tech 2000's core strengths include content development, mobility, dynamic education tools, and training delivery for IT. Our proprietary adult learning methodology techniques are proven to provide the knowledge and cutting-edge technical capabilities required in today's telecom industry. In addition 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

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

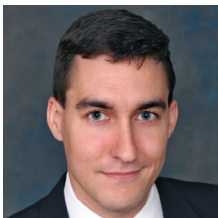
Drew has over 17 years of experience in design, installation, configuration, administration and troubleshooting of LAN/WAN infrastructure and security, leveraging a multitude of technologies to produce solutions. He holds ITIL, Microsoft and other professional certifications.



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @wilsonsini

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



MICHAEL LABRIOLA, PARTNER

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

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

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



MONTGOMERY COUNTY ECONOMIC
DEVELOPMENT CORPORATION

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.

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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.



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.,

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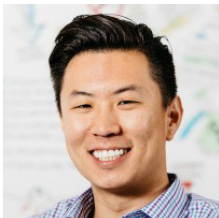
Senior Vice President of Sales and Marketing for USA Mobility Inc., General Manager for Bay Broadband Communications and Regional Manager for Sprint Enterprise and Public Sector Sales. Most recently, Mr. Pennington led the national business development efforts as Vice President for Seattle-based start-up ATG Risk Solutions.

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



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.



PHIL JUNG, ASSOCIATE, MARYLAND VENTURE FUND

Phil is an Investment Associate at the Maryland Venture Fund, an early-stage, evergreen venture capital firm dedicated to growing the next generation of exceptional businesses in Maryland. With \$110M in assets under management, the Maryland Venture Fund partners with entrepreneurs to build high-growth technology companies that last.

Prior to joining the Maryland Venture Fund, Phil was a Venture Capital Fellow for Foundation Capital, a \$325M fund based in Menlo Park, California, that invests in early and growth stage tech companies. Previously, Phil was a Venture Fellow for TDF Ventures, a \$180M venture capital firm based in Chevy Chase, Maryland, that targets early-stage startups in the enterprise software, cloud, XaaS, and infrastructure sectors.

Phil began his career at KPMG's Risk Consulting practice in Silicon Valley, specializing in software asset management and contract compliance for Fortune 500 clients. He led a global team of 16 and was the youngest to be promoted to Senior Associate within the division of 60.

In 2012, Phil co-founded the Jeremy Lin Foundation, a Palo Alto based non-profit whose mission is to serve at-risk youth through education and leadership development in underserved communities.

Phil graduated with honors from UC Berkeley where he received a BA in Economics and was the founding Vice President of Sigma Alpha Lambda. He earned his MBA with honors from Georgetown University where he focused on general management and entrepreneurship. At Georgetown, Phil was also a Merit Scholar and graduated Beta Gamma Sigma.

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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: 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.



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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.

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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.



RYAN & WETMORE, P.C. @ryanwetmorepc

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



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

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

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

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SMARTCEO @smartceo

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



HEATHER LOUISE FINCH, MARKET DIRECTOR @finch_lou

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

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

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



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

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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.

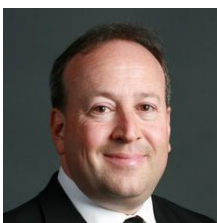
Elana earned an MBA in Finance and Accounting from the University of Chicago's Booth School of Business, and earned a BS in Finance, magna cum laude, from the Smith School of Business at the University of Maryland, College Park. She resides in Potomac, Maryland, with her husband and two children.



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.

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THE TECH COUNCIL OF MARYLAND VENTURE MENTORING SERVICE (TCM 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.



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.

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ALI QURESHI, PROGRAM DIRECTOR @aliq21

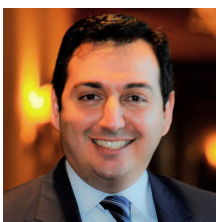
Ali brings two decades of experience assisting Federal Government and commercial clients in meeting their technology services needs through innovative solutions. Ali is currently the Program Chair for the Annual Wharton DC Innovation Summit, and recently elected to the Board of Directors for the Wharton 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.



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

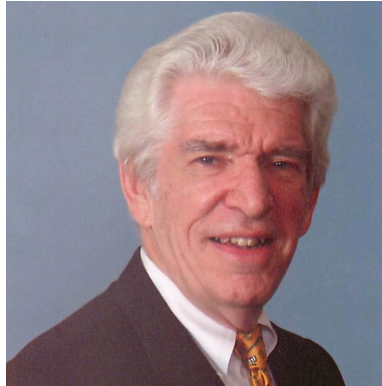
Babak Hafezi is a seasoned entrepreneurial business expert in the areas of strategy, turnarounds, growth, capitalization and international market entry consulting. He has a demonstrated expertise in strategy development, reorganization and reengineering. His advice is actively sought by leading global 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.

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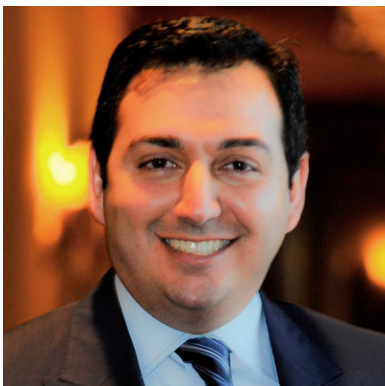
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Partner
BDO



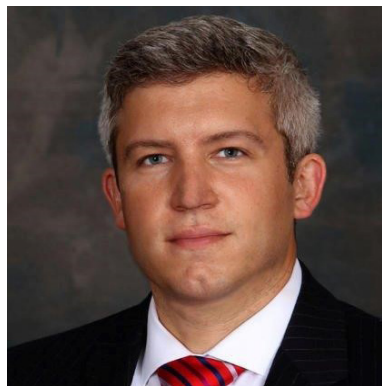
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Advisor & Former President
DC Metro Keiretsu Forum



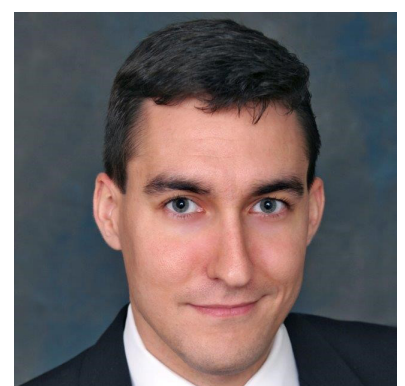
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INES LEBOW
CEO & Transformation Executive
Enterprise Transformation Solutions



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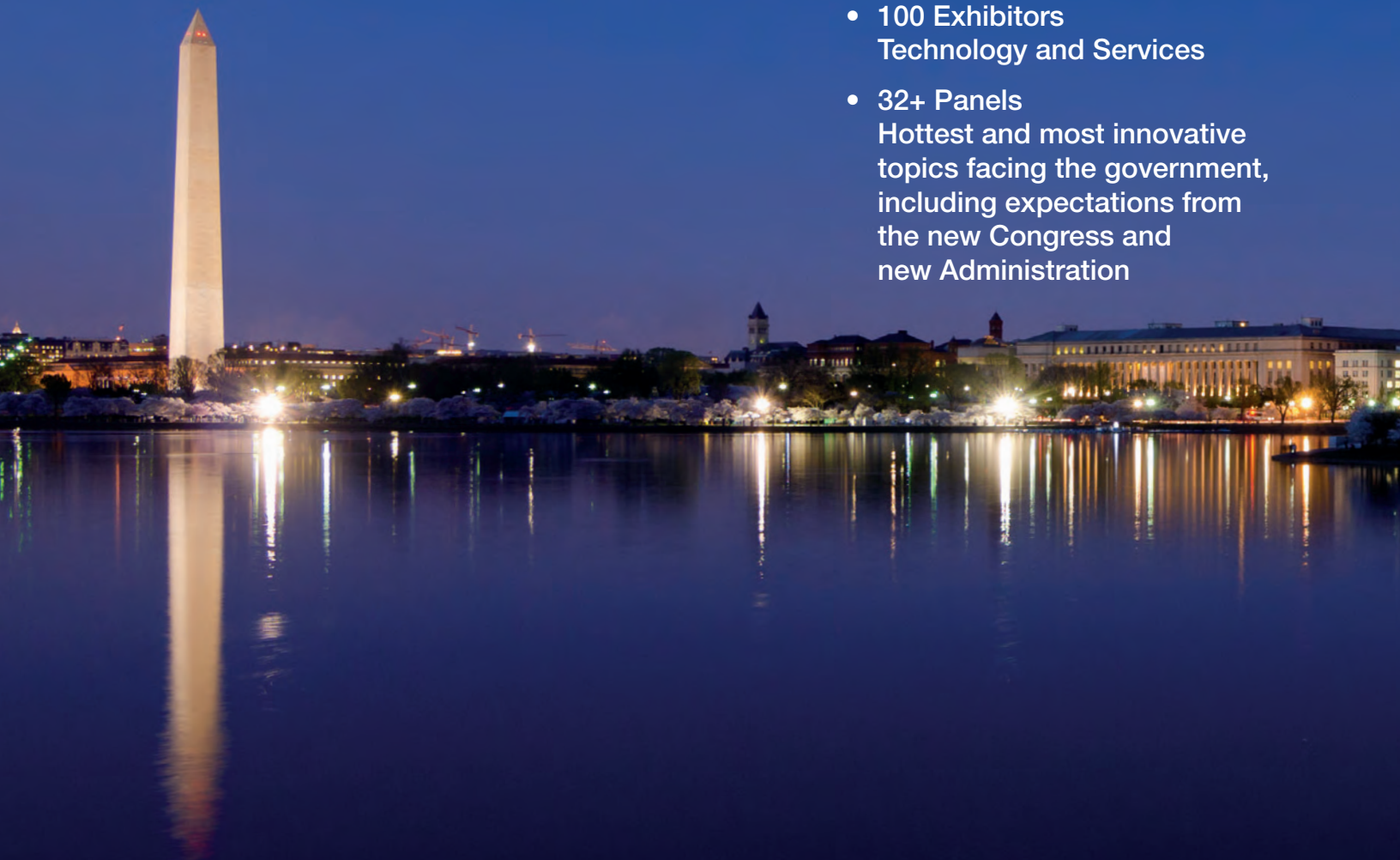
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CONNECTpreneur Forum - February 28, 2017

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First Name	Last Name	Title	Company
Michael	Bronfein	Chief Executive Officer	Curio Wellness
Tien	Wong	Chairman	Tech 2000 and Lore Systems
Craig	Bandes	President & CEO	Pixelligent Technologies
Mark	Grovic	General Partner	New Markets Venture Partners
Jonathan	Perl	General Partner	Boulder Ventures
Parag	Sheth	Director & CMO	Maryland Venture Fund
Mike	Gill	Secretary of Commerce	Maryland Department of Commerce
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Clay	Buckley	President	Affinity - CauseNetwork
Mary	O'Donnell	Director of Marketing	Affinity - CauseNetwork
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Neil	Shah	CEO	Aspire
Keith	O'Donnell	CEO	The Clover Group
Lily	Cua	Co-Founder	Aspire
Describli			
Laura	Fredericks	Founder and CEO	Describli
Suki	Hirata	Co-Founder & CTO	Describli
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Jay	Singh, PhD	Founder & CEO	GIFR, Inc.
Mike	Darne	CMO	GIFR, Inc.
K. Paul	Singh	Advisor	GIFR, Inc.
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Daniel	Photowat		Software Flow, Inc.
Aiden	Photowat		Software Flow, Inc.
Renalert			
Aaron	Chang	Founder & CEO	Renalert
Kunal	Parikh	NSF Fellow & Roche Scholar	Renalert
Dave	Shivang	CEO & Co-Founder	PlenOptika
Snag-A-Slip			
Dan	Cowens	Founder & CEO	Snag-A-Slip
Jen	Leroux	COO	Snag-A-Slip
Paige	Holden	VP Marketing	Snag-A-Slip
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Jim	Cantrell	CEO	Vector Space Systems
Ken	Sunshine	CFO	Vector Space Systems
Wye River Technoloies, LLC			
Martin	Knott Jr.	CEO	Wye River Technologies, LLC
Martin	Knott Sr.	Chief Executive Officer	Wye River Technologies, LLC
Rolo	Duartes	Vice President Sales	Wye River Technologies, LLC
YoloData, Inc.			
Bryan	Short	Founder and CEO	YoloData, Inc.
AJ	Jaghori	Chairman	YoloData, Inc.
Mercedes	Sotomayor		YoloData, Inc.
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First Name	Last Name	Title	Company
Steven	Abramowitz	CEO	CEO Boardroom
Imran	Aftab	Co-Founder and CEO	10Pearls
Kasim	Ahmad	Partner	Johns Hopkins Tech Ventures
Steve	Alexander	CEO	Scaled Markets
Roger	Allenbaugh	Managing Partner	Global Ocean Club, LLC
Hirsh	Ament	Lawyer	Venable LLP
Moss	Amer	Analyst	Maryland Venture Fund

Pete	Amstutz	CFO	Creatv MicroTech, Inc.
David	Anderson	President	Prestructure
Doug	Anderson	Founder & CEO	GEN Z Connect
Christopher	Antonopoulos	Founder	Measured Results Marketing
Tom	Arseneau	Sr. Manager	RSM US LLP
Ben	Askin	Founder	Big Wave Solutions - Food Tech
Larry	Austin	President	StarWalker LLC
Stephen	Auvil	SVP Technology Transfer & Commercialization	Maryland Technology Development Corporation
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Connie	Balcher	President	Tip n Split Solutions
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Gail	Ball	Founder & Managing Partner	Chestnut Street Ventures
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Jerry	Comanescu	CEO	World New Ideas Inc.
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Alicia	Coronado	Testing Engineering	Hemorrhologix
Judy	Costello	Director, BioHealth & Life Sciences	Maryland Department of Commerce
Albert	Costilo	VP Business Development	Sales Force Europe
Gregory	Crimmins, PhD	CEO	Scientist at Remedy Plan, Inc

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Jake	Decicco	Chief Operating Officer	Sunniva Super Coffee
Derek	Defensor	Marketing and Communications	Defensor Dynamics
Dennis	Defensor	President	Defensor Dynamics
Hector	Del Castillo	Chief Marketing Officer	Systemex Inc.
Fred	Diamond	Founder	Institute for Excellence in Sales (IES)
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Russell	Fugett	President & Chief Revenue Officer	Good Word Digital
Joyce	Fuhrmann	Chief of Staff	Montgomery County Economic Development Corp.
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Michael	Gaister	Managing Member	GF Angel LLC
Sandra	Garrett	CEO	MediMergent
Grace	Garry	Financial Analyst	The Meltzer Group
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Chip	Gerstenmaier	Senior Analyst	Harbert Growth Partners
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Kellie	Goldstein	Advising COO & CFO	Audience Awards
Matt	Good	Associate	Savano Capital Partners
Elizabeth	Good Mazhari	President	Transition Health Ventures, LLC
David	Gottfeld	President and Founder	Spark Motion Inc.
Mark	Greathouse	Managing Director	Mid-Atlantic Angels, LLC
Richard	Greene	CPA & Business Advisor	RGA Business Advisory and Venture Funding
Ingar	Grev	Managing Director	The Growth Coach
Nina	Grigsby	Chief Financial Officer	The District Communications Group, LLC
Ben	Grimley	CEO	Speak Agent, Inc.
Oleg	Gudym	vCIO and Director of Business Development	Lore Systems

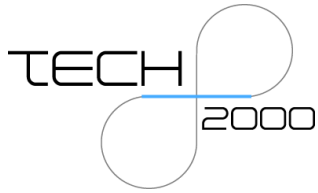
Fred	Gumbinner	CEO & President- DC Metro	FRG Enterprises/Keiretsu Forum
Neal	Gupta	Co-Founder & CFO	KiwiTech
Clara	Gustafson	Business Manager	ZeroFOX
Mark	Haas	Director	Association for Enterprise Growth
Rob	Hagerty	Principal	Farragut Capital Partners
Tim	Hague	Principal	Sagamore Development
Brent	Halliburton	CEO	BWH Consulting
Kerry	Hancock	Chief Sales Officer	WebMechanix
Jack	Hangen	Founding Member	Blu Venture Investors
Alden	Hart	CTO	Ten Mile Square Technologies
Ken	Harvey	Client Services Associate	Fellows Financial Group, LLC
Stacy	Harvey-Reid	Program Manager, Strategic Industries	Maryland Department of Commerce
Elizabeth	Hasty	Founder	CROUD
Chris	Haug	Founder	Startup Grind Columbia
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John	Herdon	Managing Director	Stifel
Katy	Herr	Founder and CEO	Audacia Strategies
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Mark	Holloway	Associate	Wilson Sonsini Goodrich & Rosati
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Tami	Howie	CEO	Maryland Technology Council
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John	Huff	Business Development Manager	Maryland Department of Commerce
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Michael	Irving	Senior Director of Sales	WealthEngine
Gloria	Jacobovitz	Technology Manager	JHU Applied Physics Laboratory
Jason	Jannati	Project Development Manager	PROJECT 52
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Claire	Johnson	Investor	Baltimore Angels
Phillip	Jung	Investment Associate	Maryland Venture Fund
Jared	Kamm	Dingman Center Angel Fellow	Robert H. Smith School of Business, UMD
Joe	Kessler	Managing Partner	Next-Stage Development Group, LLC
Alice	Ki	COO and Co-Founder	STYLOGIC
Caeli	Kim	CEO & Co-Founder	Stylogic
Seong	Kim	Group Manager / Senior Vice President	Comerica Bank - Technology & Life Sciences
Neil	Kleinberg	CEO	DiliVer LLC
Nick	Kovacic	Partner	TNC Partners LLC
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Ines	LeBow	CEO	Enterprise Transformation Solutions, LLC
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Julie	Lenzer	VP Economic Development & Co-Director	University of Maryland, UM Ventures
Marissa	Levin	CEO	Successful Culture
Rocky	Lieberman	Senior Member	Lieberman & Brandsdorfer, LLC
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Jet	Lu	CTO	Budget Referee
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Chris	Maloney	Director of Leadership Studies	The Woods Academy
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Will	Marshall	Principal	Eidos Strategic
June	Marshall	Founder & CEO	Repperio
Alana	Matos	Co-Founder	Anyone's Learning Experience
Mark	Matties	Chief Scientist/Future Entrepreneur	JHU Applied Physics Laboratory
Michael	Maupin	Managing Director	MBI LLC
John	May	Managing Partner	New Vantage Group
Richard	May	Chairman and CEO	Innovation Village District
Elizabeth	Mazhari	President	Transition Health Ventures, LLC
Herb	McCoun	Co-Founder	Big Wave Solutions - Food Tech

Kevin	McGrail	CEO	Atriceps
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John	Messmore	Retired Corporate Executive	Northrop Grumman Corporation
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Angie	O'Grady	Partner & COO	StellaPop
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Christian	Pham	Education Support Specialist	Northern Virginia Community College
Gary	Pick	Founder	NewsBox
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Christine	Piry	Market Director	SmartCEO
Alexander	Polyansky	Founder, CEO	NVENTI, INC
Jonathan	Price	Account Manager	CSC Leasing
Walter	Price	Owner & President	Priya Enterprises, Inc.
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Helen	Qubain	CFO	Chalant Health
Ali	Qureshi	Co-Chair	4th Annual Wharton DC Innovation Summit
Harley	Radin	Angel Investor	
Pramod	Raheja	CEO & Founder	Salesmatchr
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George	Schlossnagle	CTO	SparkPost
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Kalen	Smith	Vice President	SSM Partners
Matthew	Smith	Director, Business Studies	The Woods Academy
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James	Stevens	Cyber Security Researcher	JHU Applied Physics Laboratory
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John	Yetman	Chairman	Association for Enterprise Growth
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