

TYSONS

Big  Idea
CONNECTpreneur

TYSONS CORNER SUMMER FORUM
JUNE 13, 2017

CORNER



WELCOME TO THE
**TYSONS CORNER
SUMMER FORUM**

Dear Guests:

On behalf of our awesome Sponsors and team, I would like to welcome you to the Big Idea CONNECTpreneur Summer Forum, our 24th quarterly forum in the past 6 years!

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

Our Partners have been terrific and make this event feasible. Their profiles and bios follow in this program book: Tech 2000, Lore Systems, BDO, Wilson Sonsini, Montgomery County Economic Development Corporation, Cresa, Association for Enterprise Growth, RSM, Shulman Rogers, EagleBank, JustWorks, Ryan & Wetmore, 1776, Dingman Center for Entrepreneurship, BNY Mellon, 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, Jiemin Jordan, Babak Hafezi, Bob London, Richard Greene, Ingar Grev, Ines Lebow, Marissa Levin, Mark Andersen, Mark Holloway, and Mike Labriola.

Their great contributions insure that these CONNECTpreneur Fora are the best and most popular events in the Mid-Atlantic region.

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

Best,



S. Tien Wong
Chairman
Tech 2000, Inc. and Lore Systems, Inc.

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AGENDA

7:00 - 8:15am

REGISTRATION/NETWORKING

8:15 - 8:25am

WELCOME

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

8:25 - 8:30am

METROPOLITAN WASHINGTON STARTUP CENSUS REPORT

FRANK TAYLOR, Co-Founder, FOSTERLY

8:30- 9:20am

ROCKSTAR DEALMAKER ROUNDTABLE:

HOW TO SUCCESSFULLY BUILD, SELL, AND BUY TECHNOLOGY COMPANIES

MODERATOR: **MARK HOLLOWAY**, Wilson Sonsini Goodrich & Rosati

CAROLYN PARENT, CEO & President, **LiveSafe**; Founder, **Gravy Analytics**;
Advisory Board Member, **comScore**

JONATHON PERRELLI, CEO & Co-Founder, **LifeFuels**; Managing Director/
Founder, **Fortify Ventures**; Founder, Chairman & CEO, **SecureForce**

K. PAUL SINGH, CEO, **Rezon8 Capital**; Co-Founder, Chairman & CEO,
Primus Telecommunications Group

STEVE ROTH, Partner, CM Equity Partners; ex-COO, Preferred Systems
Solutions; President, Vista Technology Services

9:20 - 10:20am

COMPANY SHOWCASE/ROCKET PITCH

Untangle - Jenna Reese

4Stay - Akobir Azamovich

Aevumed - Saif Khalil

Axiom Cyber Solutions - Troy Wilkinson

Debx - Ben Psillas

FireBot - Mark Baldino

Humanitarian Exchange International - Rick Peterson

Immersive Marketing Technologies - Todd Mercer

MoneyOnMobile - Harold Montgomery

Moxit - Mike Endale

Secure Outcomes - Secure Outcomes

Spondyr - Laurance Alvarado

10:20am

NETWORKING

Speakers



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

@TIENWONG (SNAPCHAT AND IG: STIENWONG)

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

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



MARK HOLLOWAY, SENIOR ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Mark Holloway is a senior associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where he counsels public and private technology companies on strategic transactions, including mergers and acquisitions and venture capital financings, as well as on securities law and general corporate matters. Mark's clients include public companies with serial acquisition platforms, energy technology focused private equity firms, and fast-growing private companies. Mark's recent buy-side M&A representations include Gartner, Inc.'s \$2.6 billion acquisition of CEB Inc., FLIR Systems, Inc.'s \$253 million acquisition of Point Grey Research, Inc., and Nuance Communications, Inc.'s \$215 million acquisition of TouchCommerce, Inc.



CAROLYN PARENT, PRESIDENT & CEO, LIVESAFE

Carolyn Parent has spent over 20 years in the digital, mobile, and technology industries as an entrepreneur and sales leader. As CEO and President of LiveSafe, Carolyn is responsible for guiding the strategic direction of the mobile safety and communications company while aligning resources to rapidly expand into the commercial and university markets. Prior to joining LiveSafe in 2015, Carolyn cofounded Gravy, a data analytics startup in the mobile location services industry. Carolyn drove the strategy and execution of the company's sales, business development and marketing initiatives for Gravy.

Speakers

Before that, Carolyn served as the Executive Vice President and General Manager for Deltek, a \$300 million enterprise software and information services company. At Deltek Carolyn oversaw the rapid growth of the sales force into international markets which contributed to a 60% increase in global sales and a successful company IPO.

Prior to Deltek Carolyn was the national director of the services industry segment for BearingPoint, where she was able to make her team the fastest growing unit in the company. Carolyn serves as a National Judge for the EY Entrepreneur of the Year program. Carolyn serves on the Boards of the Northern Virginia Technology Council (NVTC), ShopAdvisor, ZippSlip, Recruitmates and Loudoun Therapeutic Riding. In addition to being a member of The Leadership Foundry of Women in Technology, Carolyn was recognized for her leadership in 2016 by Women in Technology, receiving the Corporate Small Market Sector award. Carolyn is a graduate of Villanova University.



JONATHON PERRELLI, CEO & CO-FOUNDER, LIFEFUELS @PERRELLI

Jonathon is the CEO and co-founder of LifeFuels (lifefuels.co), his seventh startup. Prior to LifeFuels, Jonathon served as the founder of six companies, five of which were acquired. His most recent exit was the 2014 sale of SecureForce, a cyber security firm in Washington, DC where he was Founder and CEO for 7 years, and served as the Chairman for 4 years.

As an early-stage technology investor, Jonathon founded Fortify Ventures (Fortify.vc) in 2011, and has invested in over 50 early stage and emerging technology companies during his career. He co-created the pitch event series 'Distilled Intelligence' and cofounded 'The Fort', Washington DC's first tech accelerator. While operating The Fort, Jonathon teamed up with film Director Justin Gutwein to create 'Startupland', a documentary and educational series about the five companies participating in The Fort's second class. Startupland.tv has premiered in over 75 countries since March of 2014 and is now accompanied by a 15-week online course for entrepreneurs.



STEVE ROTH, PARTNER, CM EQUITY PARTNERS

Most recently Roth is a Partner with CM Equity Partners. CM Equity Partners ("CMEP") is one of the most experienced private equity firms in the Federal sector. CMEP focuses primarily on the Federal services sector and also invests in the aerospace & defense, specialty industrial, and business services sectors. We have made more than 60 acquisitions and investments since CMEP's founding in 1992, including add-ons for its platform companies. Prior to CM Equity, Roth held several key senior management positions in the high technology and government services industry:

Roth was President and COO of Preferred Systems Solutions. He was instrumental in getting them on their strategy of growth through acquisition. Grew the company from \$32 Million to \$65 Million. The strategy was to become an Intel focused government services company. That strategy is still being followed today and they are well on their way.

Roth was President of Kratos Defense & Security Solutions, Inc. (Nasdaq:KTOS) is a specialized Technology Company providing mission critical products, solutions and services for United States National Security. Kratos' core capabilities are sophisticated engineering, manufacturing and system integration offerings for National Security platforms and programs. Mr. Roth was instrumental in founding the company and growing it to over \$800 Million and taking it through its IPO.

Speakers

Mr. Roth was Senior Vice President of Plateau Systems a provider of enterprise software solutions in the Human Capital Management market. He was instrumental in building the company and establishing it as one of the leaders in the eLearning marketplace. The company was ultimately sold to SAP and its products are now the basis of SAP's offering in this space.

Mr. Roth was Senior Vice President of Riverbed Technologies. The company was a venture back start up that pioneered and dominated the mobile enterprise server synchronization marketplace. This company was sold to Aether Systems in 2000 for \$800 Million.

Mr. Roth was Vice President and General Manager of 3Com Corporation Public Sector organization. The company manufactured networking hardware and software. Mr. Roth was responsible for starting 3Com's public sector organization; sales, marketing, and technical support effort. Under his leadership, 3Com's federal group increased sales from \$5 Million to over \$400 Million.

Mr. Roth spent considerable time in the computer workstation market where he launched Silicon Graphics and Sun Microsystems Eastern Commercial Division along with their Federal Division. While at Silicon Graphics the company became the dominant platform in the 3-dimensional marketplace as well as visual computing, with annual revenue exceeding \$300 Million. At Sun Microsystems he was one of the original management team and established it as the dominant force in high performance computer workstations. During his tenure at Sun, annual revenue grew from \$2 Million to over \$1 Billion.



K. PAUL SINGH, CEO, REZON8 CAPITAL

K. Paul Singh is a globally-recognized serial entrepreneur and executive with a history of founding and leading successful companies in the telecom sector. Mr. Singh's private equity fund, Rezon8 Capital, has made investments in multiple healthcare ventures. Prior to founding Rezon8 Capital & Advisory Group (www.rezon8capital.com), Mr. Singh served as Co-founder, Chairman and CEO of Primus Telecommunications, a global telecommunications company that he grew to \$1.2B in revenue in the first 6 years of operation. Primus was added to the Russell 3000 index in 2003 and listed among the "Fortune 1000" publicly traded companies in 2004. Mr. Singh was also the Founder, Chairman and CEO of Overseas Telecommunications, Inc. (OTI), which was named the 80th fastest growing company on the 1990 Inc. 500 list.

Mr. Singh has an MBA from Harvard Business School and is a recipient of numerous awards, including a 2003 Stevie Award and the 2000 Ernst & Young Entrepreneur of the Year Award. He was also named "Top Performing CEO of Public Companies with annual revenue between \$100 million and \$999 million" in the Washington, DC, area by the Washington Business Journal in October 2010. He currently serves on several boards.



THE MARKET During the forecast years of 2016 to 2021, the global beauty and anti-aging market is anticipated to surge at a CAGR of 7.5% (216.52B). North America is anticipated to have a dominant share in the global market as its revenues touch \$64.9B by the end of forecast period.

THE OPPORTUNITY 77% of women use less than 10 beauty products regularly, despite buying over 100 different products a year.

THE OPPORTUNITY Major factors of plastic surgery malpractice claims were patient- related behavior and poor communication.

THE OPPORTUNITY 71% of consumers are likely to purchase an item based on social media referrals.

THE SOLUTION
Untangle Brands
For beauty, health, and wellness brands who want to ensure customers achieve the results they expect because customer satisfaction and retention is important to them.

THE SOLUTION
Untangle Health
For beauty, health, and wellness providers who want to guide at-home behaviors because positive post-service customer outcomes are important to them.

THE SOLUTION
Untangle Life
For beauty, health, and wellness social influencers who want to grow and serve their follower base because their online community is important to them.

Untangle is an award-winning mobile app that makes the complex journey to better beauty, health, and wellness, SIMPLE.

AWARDS

- Stevie Awards - International Business Awards (Bronze Smartphone/Tablet App of the Year)
- Stevie Awards - Women In Business (Bronze Innovator of the Year & Bronze Smartphone/Tablet App of the Year)
- Best in Biz Awards (Bronze Innovator of the Year & Bronze Most Innovative Product of the Year SMB)

FINANCING SOUGHT

\$500K SAFE

USE OF FUNDS

- Strategic Partnerships
- Scale to Additional Platforms
- Sales and Marketing
- Working Capital & IP Protection

CAPITAL INVESTED

\$150K (Founders) / \$25K (Angel)

BUSINESS MODEL

- Monthly Subscription Fee
- Revenue Sharing
- Business Intelligence Licensing

PROGRESS TO DATE

- 150 End-Users
- 6 Brands
- 6 Providers
- 5 Influencers

OPERATING TEAM + ADVISORS

Jëna Reese - Founder of AEi International, a successful management and technology consulting firm founded in 2007 serving clients in the federal and health sectors. Specialization in software implementations, agile software development, process improvement, program management, and strategic planning.

ADVISORS: Debra Campos / Tony Cord / Cook Edens / DeDe Haskins
Susan Kearney / Stephanie Landrum / Suzanne Ray / Dr. Mark Richards
Shripal Shah / Stacey Wisniewski

FINANCIALS

| | 2017F | 2018F | 2019F |
|----------|---------|---------|--------|
| Revenue | \$1.06M | \$3.6M | \$6.7M |
| Expenses | \$ 771K | \$2.03M | \$4.2M |
| EBITDA | \$ 293K | \$1.6M | \$2.5M |

Contact: Jëna Reese, (703) 586-7335
jenna.reese@untanglelife.com

4stay - online marketplace for student housing

FourStay Inc.

1776 Crystal City - Incubator & Accelerator
Arlington, VA 22202
E-mail: aaa@4stay.com
URL: www.4stay.com

History: Profitable Business, Positive cash flow, \$1,8 million in revenue and employs 6 full-time, 6 part-time. Launched in January, 2017.

Funding:

Desired: \$1M
Raised: \$800K
CAP: \$4M

Use of Money:

- \$550K Sales & Marketing, \$450K Product enhancement.

Revenue Forecast: Revenue /Transaction

- Year 2: \$1.8 million / 18 million
- Year 3: \$18 million / 180 million
- Year 4: \$36 million / 360 million
- Year 5: \$90 million / 900 million

Competitive Advantage:

- 1st online marketplace for room rentals for students.
- Room rental combined with roommate matching system
- Access to schools (students)
- Platform is Highly Scalable
- Low Cost/Fast Deployments
- Great and better design & user experience
- Domain Experts with 8+ years
- Highly Experienced Management Team

Selected Management Team:

- **Akobir Akhmedov, CEO**
 - o Serial Entrepreneur co-founded multiple start-ups, domain expert with 8+ years. Specializes in business & product development, marketing & sales. Bachelors Degree in Economics & IT
- **Faridun Nazarov, COO**
 - o Financial leadership positions and operational experience with high growth companies, serial entrepreneur cofounded multiple start-ups. Cofounded STP Housing Solutions with Akobir that has rented more than 10,000 beds. Specializes in Finance & Operations.
- **Soner Can, CTO**
 - Technology leader with expertise in architecture and design of web and mobile content. Over 10 years of experience with development and deployment using best of breed technologies.

Elevator Pitch: Millions of students have problem finding a room and matching with right roommates around campus. 4stay is an online marketplace to rent rooms and match with roommates around campus. Our unique platform helps students to easily search rooms based on price, distance, household gender and lease term from local trusted & verified individual hosts and room providers. Any student from anywhere in the world can book a room for long and short term just like booking a hotel room and make the monthly payment through the platform. Our team consist of domain experts who have faced the same challenges as students. We have \$1,8 million in transaction and more than 300 paying customers.

Market:

Total market size is more than **300 million** students worldwide
Addressable market size is more than **100 million** students in developed countries i.e. Europe, Canada, Australia, United States
Initial market: **27 million** students in the United States
Niche market: **1 million** international students in the U.S. & **8 million** in addressable market
In average, they spend \$600 per month and stay for 9 month
It is a **\$300B** market opportunity

Problem: Imagine yourself, just got accepted into a college where you have never been before. The second thing comes to your mind is housing. College is not helpful at all because they don't have enough beds on-campus for everyone. In fact, 70% of students in the U.S. stay off-campus. What are the alternatives? Conventional properties; 12 month lease, leasing history, availability. Students don't have it. Craigslist; no trust, no transaction online, can't book instantly. Roommate matching done by college; in most cases you end up with a stranger that you don't get along.

Solution: 1st online marketplace to rent rooms and match with roommates around campus. Any student accepted into a college or anybody looking for a furnished room for short-term or long term can easily search for room around campus based on price, distance to campus, household gender. Afterwards see if they match with people living there; based on their interest, character and lifestyle. Than book it from local hosts and room providers (dorms, student housing companies) just like booking a hotel room from Booking.com

Sales Plan: Students: How we'll acquire students
Strategic partnerships with schools, study abroad programs, recruitment agencies oversees. Search Engine Marketing (SEM), Social Media Marketing, Events & Fairs (educational).
Room Providers: How we'll acquire room providers
There are already many companies providing accommodation around campus to students i.e. student housing companies, multi-family properties, homestays, dorms etc. Also, Craigslist & SEM

Business Model: We charge 10%-15% transaction fee from monthly rent on our platform. Lifetime Customer Value (LCV) is around \$600 avg. Customer Acquisition Cost (CAC) is around \$60 avg. Average customer stay is 9 month.



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

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

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

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

Technology: Aevumed's PHANTOM™ is designed for shoulder arthroscopic rotator cuff repair. The PHANTOM™ is a cost saving anchor device that provides 50% reduction in number of surgical steps, a simpler solution, reduction in OR time, reduction in anesthesia exposure, a method to avoid use and costs of disposable suture passer instruments, and reduction in possibility of contamination. In addition, the suture anchor carries three sutures, has triple threading, and a unique micro-structure technology called Micro-Thread™ that provides superior pullout strength, especially in osteoporotic bone.

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

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

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

Forecast:

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

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

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

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

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

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

Contact: info@aevumed.com

\$1,500,000 EQUITY FINANCING

Transaction Opportunity

Company Name: Axiom Cyber Solutions LLC
Founded: 2015
Headquarters: Las Vegas, NV



Opportunity: \$1,500,000 Equity Financing

Use of Proceeds: Execute go-to-market strategy. Hire key personnel, expand channel partners, increase sales pipeline and expand customer base.

Company Overview

- Axiom Cyber Solutions has developed the world's first monthly subscription firewall backed by a touchless, automated platform that can identify the newest threats, vulnerabilities, & automatically install broad spectrum updates in real time.
- The company is focused on helping businesses fill the cyber-security skills gap with affordable, automated perimeter protection through its platform and has formed partnerships with other cyber-security companies to provide a holistic approach to its clients
- The company signed distribution agreements with Hard Car Security, Direct 2 Channel, Corporate Armor, Delsur and is nearing signature with Gravel Road Data Labs and Rich Communications.
- Axiom has generated \$605,000 in revenue to date.

Investment Highlights

| <u>Experienced Management</u> | <u>Proven Technology</u> | <u>Massive Market Opportunity</u> | <u>Proprietary Innovative Solution</u> |
|---|---|--|--|
| <ul style="list-style-type: none"> • Troy Wilkinson, Co-Founder and CEO, has over 20 years of law enforcement & US government IT forensics and cyber investigation experience. • Shannon Wilkinson, Co-Founder and President, has extensive experience building automated software platforms for the United Nations and healthcare insurers. • Todd Esposito, CFO, has over 20 years of operating finance experience starting with GE Capital and various Board level, Senior Finance/CFO positions across Central and Eastern Europe with both start up and large scale financial institutions. | <ul style="list-style-type: none"> • 12 months R&D in 2015/2016 • Marquis clients have validated the technology & provided feedback on reports • Independent Test Lab validated security effectiveness • Selected by Enterprise Security Magazine for Top 10 Firewall Solution Providers 2016 and featured on cover. • Gartner Technology Research sees no competition in the space as Axiom combines two or more functions for a higher level of security – automated updates, threat intelligence, firewall technology. • 5 firewall models from 1Gb to 80Gb throughput. • \$200,000 worth of inventory in stock | <ul style="list-style-type: none"> • Gartner Market Statistics show a \$48.3 Billion spend on IT hardware in 2017 in the Small and Midsize Market. • Today, most major firewall manufacturers focus on the \$1.4 Trillion enterprise market leaving the SME market virtually untapped. • Axiom's affordable monthly subscription, starting at \$199 per month, makes obtaining enterprise class cyber-security a reality for the SME market. • Channel distribution with signed agreements with several large and small organizations. | <ul style="list-style-type: none"> • Axiom's platform takes disparate open/closed sources of threat intelligence into a data collector that processes the information into an automated update. The updates are pushed in real-time and threat data is collected from the devices. • Axiom has analyzed the communication protocols for ransomware and identified key patterns to develop algorithms to stop ransomware activation at the firewall. • Using the processor power of the Axiom firewalls, Axiom offers distributed denial of service (DDoS) protection with every device. |

Personal finance management (PFM) application designed to automate smarter payment habits and eliminate the pain points of using credit cards

Debit cards are great for fiscal discipline but don't provide the rewards and consumer protections of credit. Consumers love credit cards for the benefits they provide but hate the huge monthly bills, interest, and late fees.

Debx combines the benefits of a credit card with the peace of mind of a debit card. Unlike other apps that rely on notifications and advice, DebX automatically initiates credit card bill payments to cover user's daily purchases, *every day*.

- **Simplicity:** Users can easily link their existing credit card(s) and checking account, providing consolidated balances, transactions and rewards in one app
- **Control:** Users gain full control over automated payments by setting rules that automatically determine whether purchases stay on credit or are paid off daily
- **Peace of Mind:** Automated payments, financial visibility, and control allow users to earn more rewards, build credit, and enjoy better consumer protections, all without having to worry about credit card debt, interest, or late fees

| | |
|-----------------|------------------------|
| Founded: | September 2016 |
| CEO: | Ben Psillas |
| FTEs: | Five |
| Market: | FinTech: PFM |
| Product: | Automated Payments App |
| Stage: | Beta (Pre-Revenue) |
| Closed: | \$1.1M |
| Seeking: | Up to \$250K |

How it Works?



Link

Link existing credit card(s) and current checking account on DebX's app



Set

Gain control by setting two simple payment rules: Auto Pay & Shutoff



Use

Use existing credit card instead of debit card for every day purchases



Watch

Watch credit card rewards grow as DebX automatically pays off daily purchases

Large Addressable Market: Annual spend on debit and credit cards in the U.S. currently exceeds \$4T and is anticipated to grow at a rate of 7-8% per year. DebX specifically targets the most active users of PFM apps – the 83M Millennials.

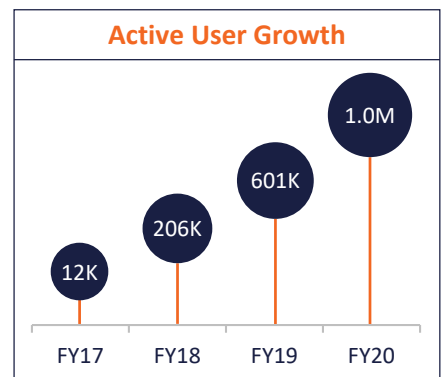
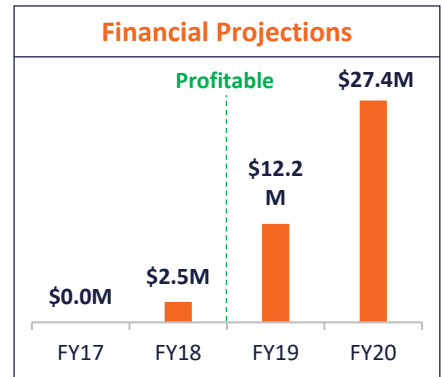
- **Debit User:** nearly 53M Millennials miss out on the perks of credit for every day spend by using debit, despite 50M owning at least one card
- **Credit User:** 11M Millennials gamify the credit cards reward system, but have no way to easily aggregate spending, payment and reward data

Competitive Advantages: while the PFM space is crowded, DebX benefits from being an early mover in the automated daily payments space. DebX's patent-pending technology, payment algorithm, and unique payment methodology allow us to make automated credit card bill payments, every day, unlike our only direct competitor. Currently, DebX supports automated payments for the top 11 largest issuers, who account for 90% of credit cards in circulation.

Credit Card Issuer Opportunity:

- **Strategic Upside:** DebX will help issuers capture a larger share of wallet as the credit card becomes the payment choice for every day purchases
- **Financial Upside:** conversion of debit to credit spend will generate new revenue to credit card issuers and with little to no cap-ex/op-ex

Management Team: Founder built his last fintech company to \$125M in revenue and IPO'd. Team also includes a former public company CTO, a proven B-C marketer and a COO who advised on over \$1.1B in M&A/equity. In addition, DebX is using the leading app development firm out of Silicon Valley to build app.



FireBot Stovetop Fire Suppression System

Overview

FireBot is a low-cost device that will automatically activate in case of a fire to properly extinguish a stovetop fire to prevent damage.

Need

By extinguishing stove top fires, FireBot will help prevent damages that causes the loss of 480 lives, 5,540 injuries and \$1.1 billion a year in direct property damage per year. (Source: The National Fire Protection Association, 2016).

FireBot effectively puts out stovetop fires, saving lives, reducing injuries, and saving homeowners, renters, apartment building owners, and insurance companies many millions of dollars.

Solution

Stovetop flames, smoke, and water from sprinkler activation or fire department calls cause significant damages, often with catastrophic results. Damage is not necessarily limited to one unit, but can affect many people, causing displacement of occupants and multiplying damage repair costs. If used in 100 million U.S. kitchens, fire damage from stovetop fires can be greatly reduced.

Features

- Fire suppressant is designed to extinguish all stovetop fires -- including grease.
- Low retail cost estimated at \$165 each. With a cost to produce estimated at \$45
- Easy to install
- Delivery device activates and sprays suppressant when temperature reaches 195 degrees F
- Has two temperature probes for redundancy and accuracy.
- Five-year battery life with low battery warning
- Piezo siren to alert fire and activation
- Future modules to activate gas and electric shunt of range plus communications with home automation and alarm systems for 24-hour monitoring and condition alerts.
- Patent Pending Design with the U.S. Patent and Trademark Office

How It Works

FireBot is simple and elegant in design. Able to morph in different configurations, FireBot can be installed in multiple housing shapes. It can be installed above the range hood, in the range hood, 10 feet away, counter range hoods, on or recessed in walls, and in both vertical and horizontal orientations. When the activation temperature is reached, a circuit board activates powerful pump to spray fire suppressant thru a specialized nozzle, which covers all four burners that will extinguish even a grease fire quickly and safely. In apartment-condo installations, status could be monitored for every FireBot installed.

System is user friendly and can installed and serviced with no special training. Fire suppressant is non-pressurized and non-toxic and biodegradable. Radio signals such as Z-wave, Zigby, and 319.5 megahertz can communicate to shut offs for both gas and electric stoves, communicate to control panels, home automation, 24-hour central stations.

Profitability and Company Valuation

Investors would receive 15% of company for a \$1 million investment, \$250K initially for development, \$750K upon first orders to manufacture (use of funds detailed below). Investment to be paid back on company net profits at accelerated rate. Expected two year sales: 200,000 units @ \$120 profit margin each equals \$24 million in profit. Product sales potential should push company valuation well beyond \$100 million.



Executive Summary

Background:

Humanitarian Exchange International (HXI) is a cost-effective and easy to use “Technology Toolbox” that will transform the way the humanitarian industry perceives, adopts and uses technology. Born of the groundswell of demand for enhanced efficiency and transparency within this \$300+ billion industry, HXI is a SaaS, cloud-based solution that will enable our NGOs, governments, and philanthropists the connectivity, access to resources, and visibility necessary to support their missions and tell their stories like never before.

Objective:

At HXI we enable efficient, high integrity development and disaster relief efforts globally by “serving those who serve those in need” with high value and ubiquitously accessible technology solutions. Leveraging the cloud and deep technical and business expertise, HXI delivers low cost and engaging digital capabilities with unprecedented accountability and transparency for the humanitarian aid industry while amplifying the individual missions and brands of our amazing ecosystem of NGO and governmental agency clientele. Our seamlessly integrated 5 module “value chain” is as follows:

- Demand - Understand the real-time demand for supplies in the field.
- Supply – Match Demand with both donated supplies and purchased procurement sources via an aggregated Amazon-type marketplace.
- Logistics - Efficiently store and transport supplies to the area of need.
- Verification – End to end tracking and verification through the “last mile”.
- Engagement - Collect, curate and assemble media content to share with others to allow stakeholders to better “tell their story”.

HXI’s value proposition includes an ability to allow an NGO to change its characterization of technology costs. Technology is now characterized as “overhead” (bad). Our fee structures in a SaaS Cloud based offering will allow technology to be characterized as a “program cost” (good). Ultimately, NGOs utilizing HXI will enhance their program to overhead ratio, or ROI, while offering greater visibility to their stakeholders.

Outcome:

This is a 5-year endeavor with short, and long-term objectives making sure we pinpoint the need and continuously improve the platform by listening to our customers. The short-term goal (2017) is to validate the basic features and to build a minimal viable product (MVP) to test and attain proof of concept in the marketplace. The MVP will consist of basic and key features from each of the 5 modules, which will be adopted by 10 initial customers (including 8 major NGOs and the States of Florida and Louisiana). The State of Florida and Louisiana, are the ideal states to start this due to the frequent occurrence of disasters. In 2018, HXI will market to the 6,000 disaster relief NGOs located in the two states, and then expand marketing to the rest of the 48 States and FEMA (the federal government).

The long-term objectives will be to expand internationally starting with Haiti in 2018 due to its proximity to the U.S., a high concentration of NGO activity and because HXI already has 8 customers ready to test the platform in that theater. After Haiti, in staged fashion, we will expand into Central America, Western Africa, and finally into Asia. Throughout the expansion process, we will market the platform through domestic and international conferences. In addition, we will seek endorsements through USAID, United Nations, World Food Program, and other large humanitarian associations that are in need of such a platform.

Immersive Marketing Technology Presents ELEVEN

Product Overview

ELEVEN takes event management technology beyond simple process automation and increased efficiencies. It is a comprehensive, cloud-based software suite that combines the latest technologies with sound marketing acumen to gather meaningful, real-time data from your audience, taking engagement to an entirely new level. ELEVEN ensures:

- Stronger, demonstrable ROI for sponsors and exhibitors
- Insights and controls that enable hosts, sponsors, and speakers to make real-time adjustments during the event
- A superior mobile experience that amplifies attendees' involvement with hosts, speakers, and sponsors
- A more immersive experience for all parties, driving higher year-over-year retention

Leveraging an interactive app, web-based functionality, beacon technology, and a fully customizable desktop control panel, ELEVEN allows hosts to be nimbler with their event program and strategy, making decisions based on information they received just minutes ago from both active and passive attendee interactions.



What Sets Us Apart

ELEVEN Offers:

- A base platform that enables exponential scalability and precise customization
- A strategic roadmap to drive pre-event sponsorships and attendance
- Onsite monitoring of the interactive dashboard during the event to drive positive change
- Post-show analysis that provides a strategic roadmap for future events, driving more revenue streams

Target Customers

| TIER ONE | TIER TWO |
|----------------------------------|-----------------------------------|
| Associations | Meeting Venues |
| Large Enterprises | Beer and Wine Trail Organizations |
| Association Management Companies | Higher Education Administrations |

Funding Plan

| | 2017 | 2018 | 2019 | 2020 |
|----------------------|-----------|-------------|-------------|-------------|
| Revenue Projections | \$135,000 | \$1,856,458 | \$4,396,518 | \$7,204,244 |
| Expected Spend* | \$335,000 | \$2,156,477 | \$3,522,308 | \$4,790,071 |
| Funding Requirements | \$200,000 | \$300,000 | | |

*Includes full-time staff

Our goal is to raise \$500,000. It will be used for continued platform development and enhancement, adding full-time sales personnel, production specialists and marketing staff.

Our initial sales efforts will target corporate entities and large, membership-led associations. We expect a minimum of 60% repeat engagement, as the volume of collected data from an organization's initial experience with ELEVEN can be used to run more successful and cost effective events down the road. This sustainable sales model allows for an expedited effort embedding the ELEVEN suite with convention centers, large hotels and other meeting venues, providing a predictable month-over-month revenue stream.



www.ImmersiveMarketingTech.com • Contact@ImmersiveMarketingTech.com • 703.539.6035

MANAGEMENT TEAM

Todd Mercer
Founder and CEO

Kevin Lee Quinn
Chief Technology Officer

Amee Singh
Business Development and Marketing Executive

Thomas Egan
Senior Financial Strategist

ADVISORY BOARD

Tony Cord
Managing Director, Newport Board Group, Advisory Board Chairman

Bill Collins
Chairman & CEO, The Collins Companies, LLC, Advisory Board, Vice-Chairman

John Ayers
Founder and CEO, REDLattice

Mike McQuigg
Managing Director, The Gladstone Companies

George Korte
President, 6565 Arlington Boulevard LLC, Former IBM Business Solutions Manager

Chris Shead
Former Executive Vice President and Director of Marketing, The Washington Speakers Bureau



OVERVIEW

MoneyOnMobile (OTCQX: MOMT) is India’s largest mobile phone-based payments network connecting cash-based consumers to the digital world. The company is one of just a few companies operating at scale in a country of 1.3 billion people, at least 50% of whom are under/unbanked and have no access to the convenience of electronic payments common in the West. MoneyOnMobile is growing rapidly, having serviced over 199 million cumulative unique mobile phone subscribers through our more than 335,000 retail distribution points across India. The company processed over 100 million transactions in 2016 totaling over \$725 million in processed volume. MoneyOnMobile is poised to be a winner in India, the world’s largest greenfield mobile payments opportunity.

Growing 9%/month
Zero marginal customer acquisition cost
Near zero marginal transactional cost
“Last mile” reach for cash pan-India
Creates jobs, especially for women
Available in 13 languages

Merchant-focused – B2B2C
Agent-assisted model – engenders trust
Bank-friendly model
Lowest common denominator technology – Feature Phone and SMS (plus smart phone capabilities)
MOM mobile ATM device allows cash out

MoneyOnMobile provides a proprietary financial tool which allows merchants to easily and quickly assist consumers who pay physical cash to complete bill payment and money transfer services: Bill payments including prepaid/postpaid cell phone time, prepaid television time, utility bills, travel tickets, assisted eCommerce, and top-up transit cards, plus cash out and money transfer. The MoneyOnMobile system uses SMS text commands (Mobile Application and/or Web also available), which allow all levels of society access our service. For this reason, MoneyOnMobile has become an extremely important service in a country where hundreds of millions of people do not have bank accounts, and therefore no access to non-cash payment methods or access to credit. MoneyOnMobile is conveniently accessible, easy to use, fast, and reliable. The agent-assisted model allows illiterate consumers to access financial services. Consumers benefit by paying all their bills at a time convenient to them and at an accessible location, instead of a different location for each bill. The system also allows consumers to initiate domestic remittances (estimated \$30-60 billion annually in India) to send money person-to-person across the country.

UNFOLDING OPPORTUNITIES IN INDIA

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

Harold Montgomery +1-214-837-2765 Hmontgomery@moneyonmobile.in www.MoneyOnMobile.in

DISCLAIMER: this Executive Summary is submitted by MoneyOnMobile, Inc. All rights reserved. This summary is for informational purposes only. All information contained herein is preliminary, limited and subject to completion, correction or amendment. This does not represent an actual transaction nor does it represent an offer or sale of any securities. The recipient of this summary is to treat this information as proprietary and confidential and agrees not to reproduce or distribute it, in whole or in part. The recipient should make its own decision after consultation with its own experts as to whether to participate in any transaction and the consequences thereof.



Moxit is software for daycares. It handles billing, HR, student record management, government compliance, etc.. -- it's all the tech a daycare needs. There are **786 thousand** daycares in the US and **93% still use paper to do everything.**

Founded
March 2016

Founders
Mike Endale, CEO
Ephrem M. Girma, Operations
Eliyas Tadesse, Sales

Employees
6

Market
B2B

Current Investment
\$225,000 convertible note

Seeking
\$500K convertible note (YC SAFE)

Contact
Mike Endale, CEO
mike@moxit.com
240.246.4572

Problem

93%

Daycares use paper to run their daycares

Market Size

\$47B

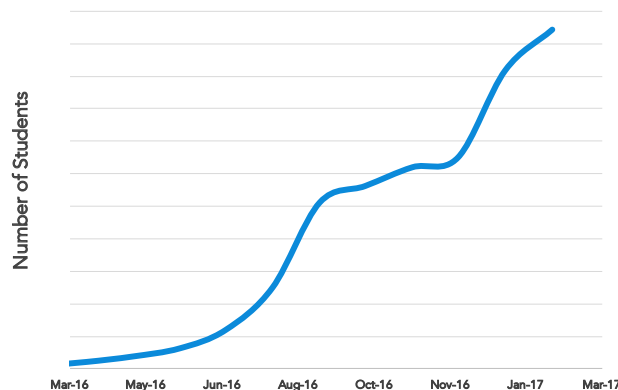
Daycares annual revenue

Business Model

\$5

per month per child

Traction



29%
Monthly
Growth



We would love to tell you about our roadmap on how we are planning to grow Moxit.
Contact Mike Endale, CEO at mike@moxit.com or 240.246.4572

Secure Outcomes Inc.

The Best and Most Cost Effective LiveScan Fingerprinting Systems on this Planet!TM

2942 Evergreen Parkway, Suite 300
Evergreen, Colorado USA 80439
(suburb of Denver)

Jack Harper, CEO
303.670.8375 (Office) 303.898.6126 (Cellular)
harper@secureoutcomes.net

COMPANY DESCRIPTION

SNAPSHOT

Fast growing with 2016 sales of \$1.0-million 3x that of 2015 with almost every quarter doubling. Continued profitability w/\$100K 2016 EBITDA. \$Billion dollar mkt growing 31%/year. Unique better products that cost ½ that of competition. 275 customers: 110 police depts., US Army/Air Force, 50 schools, FedGov. Strong IP with four issued patents (AI). Proj. 5-yr growth to \$100-million.

MANAGEMENT TEAM

Jack Harper/CEO, PJ Lilly/Sales (HQ), Cynthia Prusak/New York Sales, Nick Harper/Texas Sales, Caroline Vance/Marketing, Ron Lund/Sr Product Development, David Burlingame/Customer Support (9 employees total).

INDUSTRY

Digital LiveScan Forensic Quality Fingerprinting Software/systems.

CURRENT INVESTORS/FUNDING

Angels: \$2.25-million invested to date (CEO in w/\$100K cash)

FINANCING SOUGHT

\$500,000 w/pre-money valuation of \$8-million to enable growth to projected \$100-million revenue within five years.

USE OF PROCEEDS

Replicate the terrific success we have had mostly in three initial target states to across the country with increased marketing.

LAW/ACNTG FIRMS

Jones & Keller PC/Denver;
Kilpatrick, Townsend & Stockton/Patents - San Francisco;
Causey, Demgen & Moore/Denver- PCAOB
Accounting/Audits.

INVESTOR EXIT

Sale or merger within several years.

Secure Outcomes is an early growth-stage company that designs, builds and sells the easiest to use, most compact and most affordable digital livescan fingerprinting systems available. Our primary marketing tag line is "Twice the Performance at Half the Cost!"TM

We are growing at a fast rate and are profitable. Total 2016 revenues were \$1.0-million – 3x that of 2015. EBITDA profit for 2016 was \$100,000. Our quarterly sales doubled almost each quarter from Q1/2016 through Q4/2016 to yield a Q4 run rate of almost \$2-million.

All of our sales enjoy 70% - 80% margins, which illustrates that we are really a software company, though we also provide the needed proprietary hardware.

The billion dollar livescan fingerprinting market is growing 31%/year and is expected to reach \$8.5-billion by 2020. That fast market growth is driven by government (federal and state) mandates in response to massive global immigration, counter-terrorism and enhanced law enforcement.

Our products scan and generate the forensic quality fingerprint data that feeds the FBI, DHS, DOD and other federal/state fingerprint databases. Our systems are designed for law enforcement, military, government and civilian background check fingerprinting. All of our systems are formally FBI, SWFT, TSA etc certified.

To date, we have sold and delivered almost 275 livescan systems to 110 police departments, the U.S. Air Force and U.S. Army, Veterans Administration, four federal airports (where we transmit to TSA), 50+ public schools, 60+ firearms dealers (new ATF Rule 41F), Fortune 500s, immigration law firms (Green Card applicants) and others.

We are also partnered with several companies such as Spillman Technologies (just acquired by Motorola law enforcement division). Spillman is the largest law enforcement software products provider in the world with 1,500 police department customers.

Our market includes the 29,000 law enforcement agencies where federal/state mandates now require livescan fingerprinting – and the huge civilian segment where new government mandates require over 100 professions that include over 30-million Americans to now be fingerprinted. The count of people that must by law be fingerprinted is growing at 20% per year.

Barriers to entry into the livescan fingerprinting market are difficult to overcome including formal FBI Certification, state certifications, SWFT Certification, TSA Certification as well as difficult technology.

Our products scan, archive and transmit to the FBI/TSA/SWFT full-rolled forensic quality fingerprint sets. Products include the unique officer-safe LS1100TM compact single integrated livescan unit designed for police/jail booking (\$13,995 @ 82% margin); the unique LS/RoamerTM field use portable livescan system (\$15,995 @ 80% margin); the LS/LiteTM system for background fingerprint checks by schools, airports, government etc (\$7,995 @ 72% margin); LS/GunSmokeTM unit designed for ATF Rule 41F compliance by firearms dealers (\$6,995 @ 68% margin); and the LS/CitizenTM designed for immigration law firms (\$7,995 @ 72% margin).

Our competitive advantages include: half the cost, far better ease of use, and officer safety in the law enforcement market. We are the only company that offers a compact single integrated unit. Four issued patents – mostly on software – protect our product line.

We are rapidly moving to a recurring revenue model with rentals, monitization of the only private fingerprint database that we are building protected by our patents, etc.

We are profitable and growing fast with 80% margins; We have the best and highly unique products protected by four issued patents; We have an extremely credible customer base of 275 police departments etc; We are moving to recurring revenue; and we project sales of \$100-million within five years.



Spondyr is an API, which effortlessly delivers template-driven content from any application. It allows developers to maintain focus on core business logic...not the logic required to develop the communications mechanisms — which often requires weeks of design, cost, and effort — to deliver the correspondence.

Instead, a developer can invest five minutes to start using the Spondyr cloud-based, subscription API to start integrating a service that allows:

- Dynamic content
- Multi-modal messaging, including email, letters, and text messaging
- White labeling
- User defined rules engine
- Templates
- Secure storage

With an experienced team who has worked together for five years, Spondyr was built with an eye towards creating value for developers at the enterprise, the IT shop, or the start-up. Within 60 days of launching, Spondyr has already help save organizations hundreds of hours.

Integrate...Create...Communicate. Spondyr.

Laurance O. Alvarado
CEO
Spondyr

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.



KEVIN MARZ, DIRECTOR

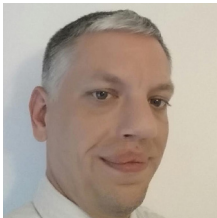
Kevin Marz is a director at Tech 2000, a training delivery, eLearning development and learning analytics company based out of Herndon, VA. Tech 2000 is an authorized learning and development partner of Cisco, Metro Ethernet Forum, Apple and many other notable technology companies. Kevin has over 30+ years of delivering multi-million dollar sales growth and winning business development initiatives for start-up, turnaround, and high-growth operations. Before Tech 2000, Kevin was a Senior Consultant at Learning Technologies, Inc.

Kevin studied Communication at Gannon University, as well as, Business Coaching at North Carolina State University. He went on to receive a Bachelor in Science in Business Administration from the University of Phoenix.



LORE SYSTEMS, INC @loresystems

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



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY

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

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BDO @bdoaccountant

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



MARK ANDERSEN, PARTNER

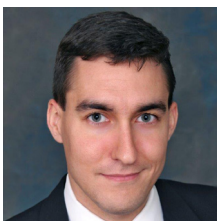
Mark is the Technology Audit Practice leader for BDO's Tysons, Virginia office. Mark focuses on working with early and growth-stage venture-backed technology companies and government contractors. Mark's clients range from early stage startups to well-established middle-market enterprises with domestic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



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @wilsonsoni

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.

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 **RSM @RSMUSLLP**

RSM

RSM is a leading provider of assurance, tax and consulting services focused on the middle market. We guide our clients through complex business challenges by understanding their needs and bringing together the right team to address them. With nearly 8,000 professionals and associates in 80 cities nationwide and access to more than 32,000 people in 110 countries through our membership in RSM International, we can meet your needs wherever in the world you do business.



CHARLES G. CARR, CPA, ASSURANCE PARTNER

Chuck is the Assurance leader of the Washington Metro Offices, Technology and Life Sciences practice. This practice covers companies representing the technology services, software, SAAS, telecommunications, media, biotech, pharmaceutical, and medical device sectors. Many of these companies are backed by private equity and venture capital. Chuck has over 30 years of public accounting experience. Prior to joining RSM, he previously served as the Greater Washington Emerging Growth Company practice leader for Deloitte. Chuck has a strong working knowledge of the many issues public and private companies face, including accounting, reporting, and corporate governance. As a result of his experience, Chuck is familiar with technological changes, venture capital equity/debt accounting issues, accounting for acquisitions, SEC preparation and reporting, IPO readiness, global expansion issues, as well as working with complex stock-based compensation and revenue recognition issues. Chuck has worked with multiple companies as they moved through their IPO process and has worked with many other companies through their successful sale to either financial or strategic buyers. Chuck is passionate about working with high growth companies while guiding them through their ever changing life cycle.



CRESA @DCCresaPartners

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



JAMES M UNDERHILL, CHIEF EXECUTIVE OFFICER

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

Jim's focus as CEO is on expanding the firm's capabilities in key markets, growing its global footprint, and continuing investment in its advisory and service line capabilities. Jim was most recently the CEO of the Americas with Cushman & Wakefield, where he was responsible for a \$1.2 billion operating budget and over 10,000 employees. Previously Jim was the Founder and President of The Staubach Company - Northeast, which became the largest region in the company before its sale to JLL.

Sponsors

He has negotiated transactions with a combined value in excess of one billion dollars for organizations such as Booz Allen & Hamilton, The Nature Conservancy, MCI and The World Wildlife Fund.

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

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

SHULMAN
ROGERS

GANDAL
PORDY
ECKER

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

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

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



SCOTT MUSELES, SHAREHOLDER, BUSINESS AND FINANCIAL SERVICES

Scott counsels start-up, early-stage and mature private companies, small-cap and micro-cap public companies, placement agents, investment banks, and investment fund sponsors on a wide range of transactional and business law matters. His practice emphasizes public and private placement offerings, M&A, angel and VC transactions, crowd-funding, private equity and real estate fund formation, reverse mergers, roll-ups, SEC and state securities blue sky compliance, corporate governance and general corporate law.

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

Sponsors

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



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

@THINK_MOCO

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



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

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

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



BNY MELLON

[BNY MELLON @BNYMELLON](#)

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

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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.



THE MELTZER GROUP @MELTZERGROUP

The Meltzer Group is a diversified financial services company based in Bethesda, Maryland. Meltzer has become industry leaders in the insurance field as cited by the Washington Business Journal, providing comprehensive business, personal and corporate insurance and financial strategies. Founded in 1982, The Meltzer Group prides itself in providing clients exceptional service and innovative problem solving ideas. They believe that the clients' needs and desires are the most important factors in the insurance process.



RICHARD DIPIPPA, PARTNER

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

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

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

Sponsors



ASSOCIATION FOR
ENTERPRISE GROWTH

ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

John is 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.



EAGLEBANK

EAGLEBANK @EAGLEBANKCORP

EagleBank is a local community business bank founded in 1998, with over 20 branches throughout the Metro DC area. With a solid reputation for superior service and quick response from local management, the bank has built many lasting customer relationships that have provided growth and success for both client and bank.



JENNY A. SHTEPelman, SENIOR VICE PRESIDENT

Jenny Shtipelman has been leading individuals and businesses in the Washington DC area to financial success for nearly 20 years. A valuable consultant and resource, her expertise in banking and ability to effectively streamline processes make her a sought-after professional in the region.

With a rare blend of marketing and operational strengths, Shtipelman has achieved noteworthy results and is recognized for her success in growing sales and profits. Her strategic approach is reflected in her work as a Financial Advisor/Advisor Coach at Ameriprise Financial, formerly American Express Financial Advisors, where she started assisting in covering new advisor appointments in her second year and brought in millions of dollars in investments to the company. Her marketing and consulting capability is demonstrated further in her work as a Business Banking Officer at Citibank FSB where she managed over 150 million dollars in business deposits and loans. Currently a SVP, Commercial Relationship Manager at EagleBank, she focuses on expanding and supporting the Bank's clients in MD, DC and VA.

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Shtipelman received a BBA in finance and marketing from the George Washington University. She has a Small Business Consulting Certification, a Financial Management Certification from Cornell University, and an ActionCFO Advisor Certification. Shtipelman serves on the Board of Bender Jewish Community Center in Rockville, MD, and also serves on the Board and Executive Committee of the FBI Citizens Academy Alumni Association of WDC. DC Commercial Real Estate Women Association honored her with an Esprit de Corps Award for her contributions to the organization. Shtipelman was voted one of the Top 100 Bankers in the Greater DC area by readers of Smart CEO magazine. She is an active member of CADRE and a number of other non-profit and industry trade organizations in the Washington DC area, where she resides.

JUSTWORKS.



JUSTWORKS @JUSTWORKSHR

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

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



ISAAC OATES, CEO AND FOUNDER

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

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



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.”

Sponsors



ELANA FINE, MANAGING DIRECTOR @ELANAFINE

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

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

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



StartupHoyas

GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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

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



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

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

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

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

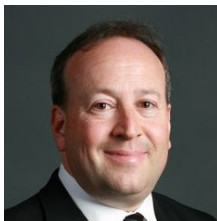
At UNC, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review. He earned a B.S. in business from Appalachian State and an MBA from UNC Chapel Hill.

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.



ANNUAL WHARTON DC INNOVATION SUMMIT @WHARTONCLUBDC

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

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

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

Sponsors



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.



MARYLAND TECH COUNCIL 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.

Sponsors



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

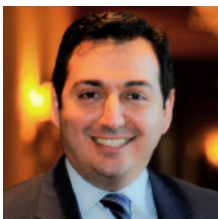
Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35 person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to: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



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.

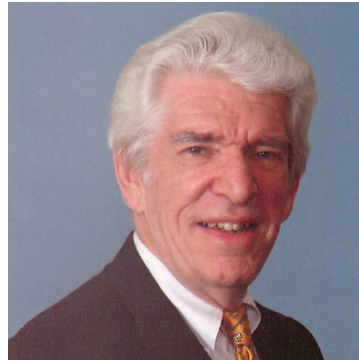
Babak obtained a Bachelor's degree in International Relations with a focus on Middle Eastern Studies and a M.A. in International Peace & Conflict Resolution and an MBA from The American University. Babak has volunteered at Network for Teaching Entrepreneurship (NFTE), and serves on numerous Board of 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.

Notes

Thank You to Our Coaches



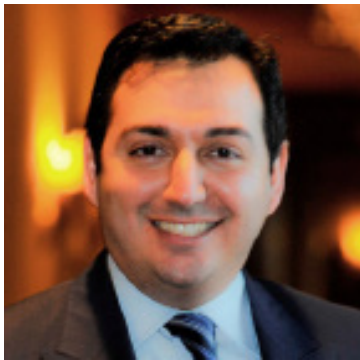
MARK ANDERSEN
Partner
BDO



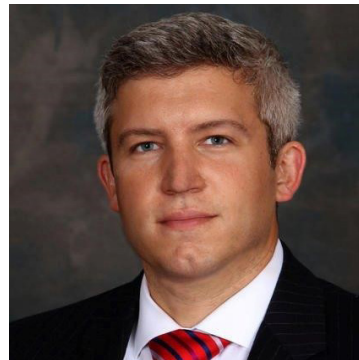
RICHARD GREENE
Advisor & Former President
DC Metro Keiretsu Forum



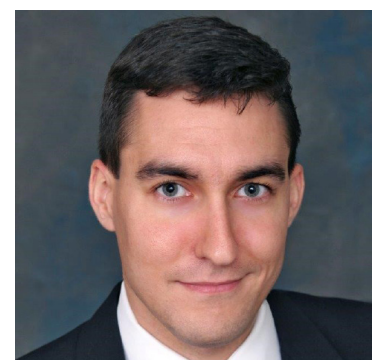
INGAR GREV
Managing Director
The Growth Coach
@ingargrev



BABAK HAFEZI
CEO
Hafezi Capital
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MARK HOLLOWAY
Senior Associate
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MIKE LABRIOLA
Partner
Wilson Sonsini Goodrich
and Rosati



INES LEBOW
CEO
EnterpriseTransformation
Solutions



MARISSA LEVIN
Founder & CEO
Successful Culture
@marissalevin



BOB LONDON
CEO, Founder & Chief Listener
Chief Listening Officers
@londonink

| SPEAKERS | | | |
|--|-------------|--|---------------------------------------|
| First Name | Last Name | Title | Company |
| Mark | Holloway | Associate | Wilson, Sonsini, Goodrich & Rosati |
| Carolyn | Parent | CEO & President | LiveSafe |
| Jonathon | Perrelli | CEO & Co-Founder | LifeFuels |
| Steve | Roth | Partner | CM Equity Partners |
| K. Paul | Singh | CEO | Rezon8 Capital |
| Tien | Wong | Chairman & CEO | Tech 2000 and Lore Systems |
| PRESENTERS | | | |
| First Name | Last Name | Title | Company |
| Untangle | | | |
| Jenna | Reese | Founder | Untangle |
| Quinton | Bowman | Advsor | Untangle |
| 4Stay | | | |
| Akobir | Azamovich | Co-Founder & CEO | 4Stay |
| Faridun | Nazarov | Co-Founder & COO | 4Stay |
| Aevumed, Inc. | | | |
| Saif | Khalil | President and CEO | Aevumed, Inc. |
| Axiom Cyber Solutions | | | |
| Troy | Wilkinson | CEO | Axiom Cyber Solutions |
| Debx | | | |
| Ben | Psillas | Founder & CEO | Debx |
| Tim | Klanke | Co-Founder & COO | Debx |
| Chad | Crutchfield | Co-Founder & Head of Growth | Debx |
| Humanitarian Exchange International | | | |
| Rick | Peterson | Founder | Humanitarian Exchange International |
| Heather | Meyer | Manager, Business Development | Vizuri Health Sciences |
| FireBot | | | |
| Mark | Baldino | CEO | FireBot |
| Pat | Riordan | Marketing | FireBot |
| Immersive Marketing Technologies, LLC | | | |
| Todd | Mercer | CEO | Immersive Marketing Technologies, LLC |
| Ameesha | Singh | Director of BD and Marketing | Immersive Marketing Technologies, LLC |
| MoneyOnMobile | | | |
| Harold | Montgomery | CEO | MoneyOnMobile |
| Steve | Kann | Vice President | MoneyOnMobile |
| Moxit | | | |
| Mike | Endale | CEO | Moxit |
| Eliyas | Tadesse | Sales | Moxit |
| Ephrem | Girma | Operations | Moxit |
| Secure Outcomes, Inc. | | | |
| Jack | Harper | President | Secure Outcomes, Inc. |
| Spondyr | | | |
| Laurance | Alvarado | President and CEO | Othon Group International LLC |
| Attendees | | | |
| First Name | Last Name | Title | Company |
| John | Aggrey | Chairman & CEO | The Unicorn Group LLC |
| Mike | Albo | Sales Manager | JustWorks |
| Camille | Alexander | Senior Director | BNY Mellon Wealth Management |
| Abdullah | Alhasasneh | Entrepreneurial Lead | George Mason University |
| Moss | Amer | Analyst | Maryland Venture Fund |
| Joseph | Appelbaum | President & CEO | Potomac Companies, Inc. |
| Sam | Bahreini | Entrepreneur | The Center for Advancing Innovation |
| Don | Baker | Chief Funding Guide | Funding Trek |
| Spiros | Balntas | Director of Business Recruitment | Montgomery County Economic Dev. Corp. |
| Dyann | Barnes | Senior Manager | RSM US LLP |
| Henry | Barratt | Consultant | CapitalSource |
| Taher | Behbehani | Chief Digital & Marketing Officer | Broadsoft |
| Aaron | Berkey | Principal; Board Member and Investment Manager | Cresa; Riverbend Capital |
| Jim | Berkman | Managing Partner | Narratus Group |
| Marlon | Bernal | Assurance Senior Manager | BDO USA, LLP |
| Mahesh | Bhatija | CEO | Job Solutions LLC |
| Jack | Biddle | General Partner | Novak Biddle Venture Partners |
| Katie | Bilek | Senior VP | Republic Capital Access |

| | | | |
|------------|-------------|--|---------------------------------------|
| Joseph | Birmingham | President | Birmingham Technologies |
| Peter | Black | Senior Regional President | MT&T Bank |
| Peter | Black Jr. | Finance Manager | Eplus |
| Christy | Blake | Business Development Manager | Montgomery County Economic Dev. Corp. |
| Richard | Bodson | President & CEO | SysNet Technologies, Inc. |
| Galit | Bokobza | Director | Tech2000 |
| Stephen | Bond | Founder & Chief Strategist Officer | Aeronomy |
| Bryson | Bort | Founder & CEO | GRIMM |
| Tim | Brennan | CEO | SysArc |
| Robert | Brewer Jr. | Vice Chair | Montgomery County Economic Dev. Corp. |
| Steve | Britt | Partner | Berenzweig Leonard, LLP |
| Gregory | Browning | CEO | SinglePoint Global |
| Peter | Buchanan | Managing Partner | NewPlan, LLC |
| David | Buckley | Managing Director | EDG Partners |
| David | Buckley | Managing Director | EDG Partners |
| Laura M. | Butler | CEO | Policy Partners, LLC |
| Jane-Scott | Cantus | Managing Principal & General Counsel | The ILEX Group |
| Lyles | Carr | Senior Vice President | The McCormick Group |
| Sean | Carroll | Operations Intern | Tech2000 Inc |
| Javier | Castro | Founder & CEO | Gravatate |
| Natasha | Che | Founder | Soundwise |
| Kevin | Cheetham | CFO | CustomInk |
| Yonald | Chery | CTO | Data Tribe |
| Elizabeth | Cho-Fertikh | Director, Science & Business Development | VLP Therapeutics |
| Lisa | Cines | Director | Radius |
| Paul | Cinquegrane | Managing Director | Bison Clover Associates |
| Jennifer | Clark-Hecht | VP of Business Development | BenComm |
| Derek | Coburn | Founder | Cadre, LLC |
| Jason | Cohen | Director of Premium Sales & Service | Washington Nationals Baseball Club |
| Bill | Collins | Chairman & CEO | The Collins Companies, LLC |
| Jerry | Comanescu | CEO & Co-Founder | World Registry of New Ideas |
| Christine | Copple | CEO | Starise |
| Jim | Corcoran | President & CEO | Northern Virginia Chamber of Commerce |
| Tony | Cord | | Newport Board Group |
| Judy | Costello | Director, BioHealth & Life Sciences | MD Dept of Commerce |
| John | Cronin | CEO | OpCenter, Inc. |
| Stephen | Crystal | Investor | |
| Shaq | Dastur | Director | Riveron Consulting |
| Gordon | Davidson | Chairman | Lightsense Technology |
| Tony | Deflumeri | Regional Business Development Director | BDO USA, LLP |
| Mark | Del Bianco | Principal | Law Office of Mark Del Bianco |
| Brian | DeMuth | CEO | DeMuth Holdings |
| Taylor | Devine | Founder & Managing Partner | The CDI Group |
| Fred | Diamond | Founder | Institute for Excellence in Sales |
| Brian | Dickerson | Assistant Vice President | West, Lane & Schlager |
| Gian | Dilawari | President | Dilnet, Inc |
| Robert | Dinkel | Investor | Pierce Capital Partners |
| Rich | DiPippo | Partner | The Meltzer Group |
| Elizabeth | Dobbins | Director of Development | The Global Good Fund |
| David | Dolton | Consultant | Dolton Partners |
| Michael | Doub | CEO | MEDfactura |
| Mike | Duffy | Director | Maters Radio |
| Taher | El Sheikh | Data Scientist | Red Oak Strategic |
| Mark | Esposito | Business Development Leader | Ernst & Young |
| Brad | Fackler | Sr. Director, BioHealth & Life Sciences | MD Dept of Commerce |
| Sonja | Faison | Private Wealth Manager | Merrill Lynch |
| Joseph | Falit | Co-Founder & CEO | Yombu Inc |
| Fred | Farshey | President | Stanley Martin Commercial |
| Richard | Faulkner | CEO & Founder | IQ Exchange |
| Laura | Federicks | Founder & CEO | Describli |
| Leslie | Ferry | Chief Operating Officer | WellnessAMPED |
| Leslie | Ferry | COO | WellnessAMPED |
| Lisa Beth | Ferstenberg | Mentor | Maryland Tech Council VMS |
| Zach | Ficklin | Senior Finance Consultant | Ryan & Wetmore |

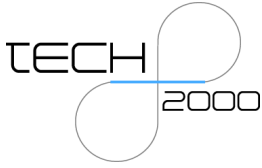
| | | | |
|----------------|-------------|---|--|
| Heather Louise | Finch | Head of Business Development | Association for Enterprise Growth |
| Elana | Fine | Executive Director | Dingman Center for Entrepreneurship, UMD |
| Kelly | Fitzgerald | Marketing Manager | The Launch Place |
| Sharon | Flank | CEO | InfraTrac |
| Ric | Fleisher | COO | UpsideDoor |
| Ryan | Forsythe | Operational Risk Manager | Investec |
| Greg | Foscato | | |
| Marc | Freedman | CEO | Expense to Profit, LLC |
| Adam | Froemming | Accounts Manager- Premium Sales | Washington Nationals Baseball Club |
| Tim | Furey | CEO | MarketBridge |
| Jeffrey | Furst | CFO | Sumner Financial |
| William | Galle | President | DPS |
| Danielle | Gallo | Senior Manager | Ryan & Wetmore |
| Chris | Gavin | | Georgetown University |
| David | Giannini | CEO | CirrusWorks |
| Mark | Gilbert | Financial Advisor | UBS |
| Ellie | Giles | CEO | WorkSource Montgomery |
| Simon | Gillett | Founder/CEO | CNT NOVA, Inc |
| Adam | Goddard | Managing Director | Capitol Bay Group, Ameriprise Financial |
| Thomas | Godin | Chief Operating Officer | Gorove/Slade Associates, Inc. |
| BK | Gogia | CEO | Lenvio Inc |
| Ellen | Grealish | Co-Founder & Partner | FlexProfessionals LLC |
| Richard | Greene | Business Advisor | RGA Business Advisory |
| Josh | Greene | Vice President, Government & Industry Affairs | A.O Smith |
| Joseph | Greeves | Partner | Cordia Partners & Resources |
| Ingar | Grev | Managing Director | The Growth Coach |
| Anthony | Gullo | independent investor | Independent |
| Neal | Gupta | Managing Partner | KiwiVentures |
| Jeffrey | Guzy | COO | PrecyseTech |
| Mark | Haas | Board Chairman | Association for Enterprise Growth |
| Brent | Halliburton | Product Manager | BWH Consulting |
| Kenneth | Harvey | | Fellows Financial group |
| Ashwood | Heffern | Founder | TEDxTysons |
| Dan | Henderson | Investment Director | CIT GAP Funds |
| Michael | Herod | Founder | GOEFER |
| Kathryn | Herr | Founder & CEO | Audacia Strategies |
| Tom | Hicks | Attorney | DiMuroGinsberg, P.C. |
| Jason | Hofberg | Manager, Tax | BDO USA, LLP |
| John | Holaday | Chairman & CEO | DisposeRx, Inc. |
| Mark | Holloway | Associate | Wilson Sonsini Goodrich & Rosati |
| Doug | Holly | Principal | Eagle Management Group |
| George | Hondros | Business Development Director | BDO USA, LLP |
| Tami | Howie | CEO | Maryland Tech Council |
| Christine | Hradsky | Marketing | Ryan & Wetmore |
| Terry | Hsiao | CEO | Hook Mobile |
| Beverly | Hudnut | Fellow | Bipartisan Policy Center |
| Brooks | Hunt | Vice President, Business Development | Verasolve |
| Gabriel | Iliadis | Sales | Oracle |
| Sarah | Iranpour | President | Technology Digest, Inc. |
| Marc | Isaacson | | |
| Daniel | Jabbour | Financial Advisor | UBS |
| Leif | Jackson | Senior Director Product Management | Equifax |
| Marissa | Jennings | Founder | Social Griz |
| Andy | Jones | Managing Director | Maryland Venture Fund |
| Nigel | Jones | Partner | TWJ Capital |
| John | Jordan | Senior VP & CCO | Total Wine & More |
| Philip | Jung | Associate | Maryland Venture Fund |
| Julie | Kantor | President & CEO | Twomentor, LLC |
| Chris | Kauffman | Founder & CEO | Personam, Inc |
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