

Falls Church Marriott Fairview Park
Winter Forum
December 12, 2018



Big Idea
CONNECTpreneur



SCHEDULE

WEDNESDAY, DECEMBER 12, 2018

7:00-8:20am

REGISTRATION & NETWORKING

8:30 - 8:35am

WELCOME

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

8:35 - 8:40am

FEATURED GUEST SPEAKER



OLLEN DOUGLASS
Managing Director
Motley Fool Ventures

8:40 - 9:20am

FIRESIDE CHAT WITH ROCKSTAR CEO & ENTREPRENEUR



REGGIE AGGARWAL
CEO & Founder
CVENT

9:20 - 10:20am

COMPANY SHOWCASE

1. **SurgiPrice** - Sanjay Prasad
2. **Blackbook** - William Goulding
3. **Cogentis Therapeutics** - Kent Werner
4. **East Coast Mobile Business Launchpad**
- Jason Tipton
5. **Hotel Communication Network**
- Kevin Bidner
6. **Loci.io** - John Wise

10:20 - 11:30am

NETWORKING

OUR SPEAKERS



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

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, VCIO services and strategic IT consulting.

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.



@tienwong



@stienwong



@stienwong



REGGIE AGGARWAL, CEO & FOUNDER, CVENT

Reggie Aggarwal is the CEO and Founder of Cvent, the market leader in event management software. Reggie founded Cvent in 1999 as a two-person startup, and today the company has nearly 4,000 employees and more than 300,000 users worldwide. Cvent's software has been used to power millions of meetings and events across 25,000 organizations. Cvent was a publicly traded company (NYSE: CVT) until it went private in November 2016.



@ReggieAggarwal

Reggie was named CEO of the Year and the most admired CEO by the Washington Business Journal, Entrepreneur of the Year for the Washington, DC area by Ernst & Young, a rising star by Forbes Magazine, and the #1 Top SaaS CEO. He has been featured in publications such as Forbes, The Wall Street Journal, The New York Times, Business Week and USA Today and has appeared on CNBC, ABC News and CBS News. Cvent is also consistently named a Best Place to Work by the Washington Business Journal, Washingtonian, and the Washington Post.

Reggie graduated with a BS degree from the University of Virginia, a Juris Doctorate from Washington and Lee University Law School, and an LLM (post-law degree) from Georgetown University Law School. He also received an Honorary Doctorate from Southeastern University for his contribution to the community.

OUR SPEAKERS



OLLEN DOUGLASS, MANAGING DIRECTOR, MOTLEY FOOL VENTURES

Ollen Douglass is the Managing Director of Motley Fool Ventures, a new early stage venture capital fund. Prior to the venture fund, Ollen was CFO of The Motley Fool Holdings, Inc. for 14 years. During that time, he was responsible for the overall financial health of the Fool, and helped guide the company through periods of major growth, contraction and market volatility. As CFO, Ollen led the Finance and Accounting teams, but also had periods of managing a broad range of groups including Legal, Benefits, Sales, Business Development, Real Estate, Business Intelligence, Asset Management, International and a corporate venture capital pilot program. Ollen currently serves on the board of portfolio companies Eyrus and InHerSight, and is on the board of the nonprofit organization, Young Artists of America. Prior to joining The Fool, Ollen worked in mortgage banking, and was also an auditor for KPMG. Ollen is a graduate of the University of Baltimore, with a degree in Accounting.

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Management

Board Karen Ferrell
CEO Sanjay Prasad MD FACS
CTO Reza Zeinalian
COO Marshall Besch

Industry

Healthcare IT Services

Number of Employees

6

Bank

Old Line Bank

Auditor

Ryan Melvin CPA

Law Firm

Cooley, Womble Bond Dixon

Amount of Financing Sought

\$2.0M

Current Investors

Sanjay Prasad \$1.85M

Use of Funds

Sales & Marketing, Technology,
Concierge

Business Description: Today, patients are referred by their primary care doctor to surgeons, without any concern for cost or quality. SurgiPrice® has developed a HIPAA-compliant platform where surgeons and hospitals compete for surgical patients, using all-inclusive pricing and surgical experience. Benefits to patients include a personalized concierge to navigate the healthcare maze, a multi-opinion service to validate necessity of surgery, opinions that often yield alternative treatment options to surgery, competitive pricing with zero-deductible options, and powerful tools to comparison-shop surgeons so they can make well-informed decisions.

Company Background: Founded in 2014, 2015-18, developed relationships with benefits consultants (self-insured employers) and leadership at major health plans.

Management: Board: Karen Ferrell, former President of Aetna of Florida, former SVP Cigna; CEO: Sanjay Prasad MD, Metropolitan NeuroEar Group and Tower Oaks Surgery Center. Marshall Besch, former VP at Citibank and former Surgical Assistant., CTO Reza Zeinalian

Products/Services: SurgiQuality™ concierge team, SurgiQuality™ consumer app, SurgiConnect surgeon app and facility. Competitive pricing yields savings from \$3500 to \$10,000 per case, while controlling for quality. Nearly 10,000 surgeons and 100 facilities on the platform.

Technologies/Special Know-how: First-to-market advantage. Contractually bound surgeons and facilities. Pricing and experience data on surgeons and facilities, an ever-evolving IP.

Market: Surgery market size is \$500B annually. Nearly 85% of employers have a self-insured health plan. Targeting self-insured employers, individual health plans and major health plans.

Distribution Channels: Relationships with benefit consultant associations, targeting self-insured employers, distribution partnership with ACAP Health Consulting for employers in the midmarket space. Strategic partnership to 100,000 individual policies. **GAME CHANGER:** A Blue Cross Blue Shield Health plan desires a strategic partnership with access to their nearly 4,000,000 lives. Awaiting LOI and term sheet.

Competition: Large corporations are focused on direct contracting with “Centers for Excellence” for fixed bundled pricing. Surgeons and facilities have begun publishing pricing on websites. SurgiPrice® is merely forcing competition between these “Centers for Excellence”. SurgiPrice® offers a comprehensive platform, validating medical necessity of surgical procedures, demanding surgical experience data for ease of comparison and forcing marketplace competition to lower prices.

Financial Projections: (unaudited, dollars in thousands)

	2018	2019	2020	2021	2022	2023
Revenue	30	14,274	57,138	71,603	86,303	
EBIT	(200)	10,189	47,530	63,336	68,275	

BLACKBOOK

Mobile Payment. Beverage Tech. Mobile Advertising.

“Blackbook is a mobile app that facilitates the sale of beverages between high volume hospitality venues and their customers. Blackbook makes sales faster, more efficient and convenient leading to greater profitability for venues and enhanced experience for customers.”

Problem

- **Slow Service** results in **Poor Customer Experience** and **Lost Sales**
- **Inefficient 10 Step** sales processes cause slow service
- Venues lose **\$144,000 a year** due to the **Inefficient Sales Process**

Solution

- **Mobile Ordering** and **Payment** allows customers to order without waiting
- **Pre-paid** orders allow Bartenders to **Serve** customers **3 times faster**
- Venues **Recoup 50%** of lost sales or **\$72,000** when using Blackbook

Revenue Model

- \$1 + 5% per transaction
- \$25-100 Venue subscription
- \$5-25K Monthly Menu Advertising fee (Beer and Liquor Companies)

Market Size

- \$25 Billion Annual US Bar Revenue
- \$1 Billion Target Market

Beta Traction (4 months)

- **1,000+ Users**
- **3 Live Venues**
- **\$10,000+ Revenue**
- **Diageo Advertising plans Q219**
- Increases bartender **Productivity** by **300%**
- Bartenders can serve **3 times** as many customers in the same time
- Reduced Wait times from 15 minutes to **100 seconds**
- **Recouped 50%** of venues lost sales, projected sales boost of \$72k per venue

Investment Opportunity

- \$1.2m Convertible note
- \$3,000,000 Cap
- 1st \$400,000 has a 33.3% discount (\$2m Cap)
- 2nd \$400,000 has a 20% discount (\$2.6m Cap)
- 3rd \$400,000 has no discount (\$3m Cap)

Exit Opportunity: 5-7 years 15-30x

On demand food delivery apps such as Door Dash, Uber Eats and Grubhub have **Proven** the **Ability to Scale** within the hospitality industry.

Management Team

CEO: **William Goulding**

Experience working for banks, design and private equity firms. Great industry connections.

CTO: **Alan Campbell**

Founder of a successful software development company Castaway Labs that Blackbook uses to scale up and down development at a reduced cost

COO: **Ari Katz**

Decades of experience working in Liquor Distribution and Brand Activations. Ari is in charge on venue acquisition given his vast experience selling to venues.

Projected Exit to POS, Data, Liquor or Hospitality Companies

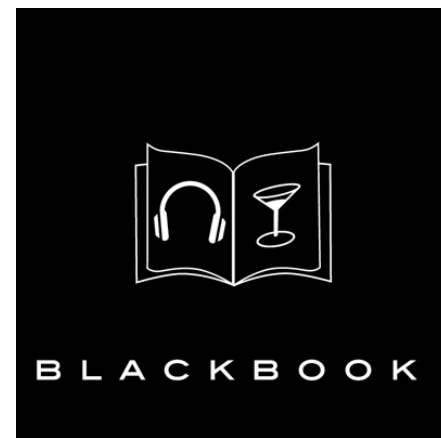


TouchBistro First Data. **DIAGEO**



	Year 1	Year 2	Year 3	Year 4	Year 5
■ Sales	\$99,000	\$720,000	\$2,544,000	\$5,712,000	\$10,464,000
■ Gross Profit	\$66,629	\$495,120	\$1,858,224	\$4,826,352	\$9,140,544
■ EBITDA	-\$72,585	-\$296,973	\$205,581	\$2,069,550	\$4,975,127

Sources: IBIS World Research, other numbers are projected, estimated or taken from interviews with owners and customers



URL:

www.theblackbookapp.com

Contact:

Will@theblackbookapp.com

202-809-6497

Date Founded: 2017

Legal: Foley and Lardner

Past Capital Raised: \$160,000

Current Raise: \$1.2M

Current burn rate: \$6,000

Funded burn rate: \$30,000

Use of Funds: Sales and

Marketing to scale

MISSION & VISION: Cogentis is a pre-clinical biotech that is working with the NIH and academia to cure Alzheimer's disease (AD). We are developing an unprecedented biological therapy that restores the enzymatic activity to a crucial enzyme that underlies the disease process. We aim to lead the field in development of disease-modifying treatments capable of halting or reversing AD and related neurodegenerative diseases.

PROBLEM: No cure exists for AD or related neurodegenerative conditions; current 'therapies' only mask symptoms. Brain cells under stress (aging, mutation, ischemia) inappropriately modify and activate cyclin-dependent kinase 5 (CDK5) via p25 interaction. Excess CDK5 activity causes toxic accumulations hyperphosphorylated tau proteins, amyloid plaques, and microglial inflammation, leading to cell death. Post-mortem brains from patients were shown to have ten-fold elevated CDK5 activity. Accordingly, nearly every Pharma company attempted to develop CDK5 *inhibitors*, but all were discontinued for toxicity-related issues.

SOLUTION: Cogentis' lead compound, CT-526 shatters the classic Pharma paradigm of enzyme inhibition. Rather than inhibiting enzymatic activity, which often has toxicological consequences, CT-526 blocks the abnormal CDK5 interaction with p25, restoring normal function. CT-526 is a small peptide that readily crosses the blood-brain barrier and engages CDK5 at a highly specific site, normalizing activity, and showing no toxicity at >100x the effective dose in the mouse model of AD. Preclinical successes in multiple mouse models of AD, Frontotemporal dementia (FTD), Parkinson's disease (PD), and amyotrophic lateral sclerosis (ALS) provide tractable expansion/development to multiple diseases. In advanced AD mice, CT-526 reversed tau phosphorylation, amyloid plaques (A β), inflammation, gait instability and restored cognitive deficits to normal.

R&D FUNDS: Cogentis has recently obtained exclusive license from the NIH for CT-526 for treatment of AD and several other diseases. Extensive data demonstrates target engagement, proof of mechanism, principle, and concept, supporting a move to clinical trials. Experiments are designed serve as go/no-go milestones that bring value inflection by de-risking steps requested by the Pharma industry. **Seed raise: \$3MM** (milestone-based tranches) for pre-clinical POC in primates, DMPK/PD, metabolite analysis and parallel lead optimization schema for Phase I trials and potential *fast-followers* (1.5 years). **Series A: \$15MM**, complete detailed IND requirements, and initiate Phase Ia trials (2.5 years). **Series B (if needed): \$20MM**, Phase Ib-II trials (2 years). We have unique access to Johns Hopkins FTD cohorts (ARTFL and LEFFTDS), selected after characterized genetically and using proprietary tau PET imaging. Further value inflection will be achieved by developing and patenting novel complimentary biomarkers, and extending trials to AD patients.

COMPETITIVE LANDSCAPE: There are no approved drugs for FTD and only five other molecules are in development. Limitations of competitor pipeline candidates: targeting molecules that are downstream, low target specificity, and narrow scope of application. CT-526 has high target specificity, targets a molecule upstream of multiple pathophysiological mechanisms, and has a high pre-clinical safety profile.

MARKET: CT-526 would be effective for patients with FTD, expected to include more than 32,000 Americans by 2023. We estimate that the potential market in 2023 for an effective disease-modifying therapeutic for FTD and AD would be approximately \$4.2B and \$11.3B USD/year, respectively. Given the high unmet need, a therapy for FTD would likely capture 60-80% of the market.

FINANCIALS: Valuation after IND could be as high as \$750MM+ based on recent deals by iPierian/Bristol-Myers Squibb (\$725MM, pre-clinical FTD), AC Immune/J&J (\$500MM, Phase Ib AD) and Bionomics/Merck (\$500MM, pre-clinical AD). Exit via partnership with Pharma is possible after IND, Phase Ib, or Phase II.

TEAM: Kent Werner MD, PhD (CEO), Sean L. Evans PhD (CBDO), Christopher Burch MBA (COO), and Yvonne Angell, PhD (VP of Discovery), operate Cogentis in Columbia, MD. Select advisors include the Director of MIT's Picower Institute for Learning and Memory, Li-Huei Tsai, PhD; NIH Program director, Harish Pant, PhD (inventor); Novartis and SARx drug development executive, Sanjeev Thohan, PhD, and Ajay Verma - previously Biogen's senior VP who successfully directed the clinical trial development of aducanumab.

EAST COAST MOBILE BUSINESS LAUNCHPAD

BUILDING THE LARGEST MOST COMPREHENSIVE FOOD TRUCK INDUSTRY PLATFORM

Problem

- Accelerating food truck demand
- Buyers don't know how to buy, design, build, permit, launch or scale
- Fragmented builder market is non-responsive
- Limited access to capital and financing
- Fragmented support services and repairs market

Solution

- End to end turn-key solution
 - Truck design & manufacture
 - Truck permit & launch
- Nationwide dealerships: sales-service-support
- Nationwide aftermarket resale platform
- Integrated kitchen commissaries
- Financing arm
- SaaS | ERP development & support

Why East Coast

10 Years of experience and innovation

	2018	2023
Revenue (mm)	\$7MM	\$200MM
EBITDA	17%	25%

Contact

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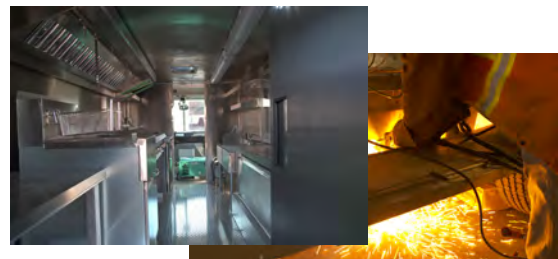
The Market

\$4Bn Market growing at double digit pace



Leading National Builder

Highest quality premium custom builder



Leading Food Truck Operator

We run our own award winning fleet so we can see the most valuable problems to solve





The Hotel Communication Network

Transforming Travel, One Guestroom at a Time

Name: Kevin Bidner, President & CEO kbidner@hcn-inc.com (312) 416-7622 ext 6222

Other Company Officers: Richard Carruthers: Chief Operating Officer, Jason Burke: Chief Financial Officer

Problem: Hotels are struggling with outdated methods of communication and service delivery, i.e. paper hotel and city guides. Room service is a huge pain point creating major losses. With 85M Millennials now reaching their peak spending years, the hotel industry must retool its communication and service technology to meet the needs of this tech-savvy incoming generation of travelers.

Solution: Founded in 2008, The Hotel Communication Network is a digital platform connecting guests to everything they need while traveling, anchored in the room by proactively displaying a tablet PC. Visibility and high guest usage provides the hotelier, event managers, and city venues a powerful new way to reach the guest. Guest use on the tablet will help launch our mobile app on a mass scale. Mass take-up will create valuable user profile data that will revolutionize the way hotel brands find and serve their guests.

Market Opportunity: Travel is one of the largest industries on the planet, a digital platform that spans this industry will have massive impact and value. HCN establishes itself through contact with the guest on the guestroom tablet. There are 20M hotel rooms Worldwide, 5M in the US alone.

Product: HCN is a digital platform for the travel industry established by the placement of a tablet into the guestroom, connecting the traveler to the hotel, the city, and to their meeting if they are attending one, providing value through improved access to information and services. Usage of the platform over the tablet will promote the download of the mobile app (launching 2019) leading to exponential growth.

This SaaS platform serves the hotelier by revolutionizing guest communication and services, and by facilitating new levels of data mining and analytics. The platform is monetized through the sale of services to the hotel, the guest and through the sale of advertising to local, national and convention exhibitors.

Sales Strategy: "Win the Guestroom, Win the Guest".

We win the guestroom by dropping the cost to the hotelier, allowing us to capture the major hotels, then bringing sales to guests, conventions and advertisers. Hotels will pay fees for improved guest communication and the updating of unprofitable services like Room Service and Concierge, replacing these with profitable online services of our own. HCN sells local and national advertising and convention services and advertising with our own sales team.

Customers - Current / Potential: Some of the largest and most prestigious hotels in the US have installed or are about to install HCN.

Chicago: Palmer House 1650 rms, Hilton Chicago 1550 rms

San Francisco: Marriott Marquis 1500 rms, Fairmont 550 rms, Nikko 500 rms, Hilton Union Square: 1900 rms, Parc 55 1000 rms, Hyatt Embarcadero 800 (in pilot).

Competitive Advantages: HCN's enterprise-grade information platform is the industry leader. Our CMS and Event apps are tailored to help HCN generate revenues from various stakeholders, allowing us to drop the cost to the hotelier. The pricing model supported by this technology is a competitive barrier giving us the ability to come in at cost levels well below our rivals. HCN's Patent is also a defining barrier preventing competitors from offering value to the Meeting and Event sector, the hotel's largest customers.

Projected Financial Information

Year	2018	2019	2020	2021	2022	2023
Rooms Rev's	10K	30K	110K	290K	870K	1.6M
Year End ARR	\$650K	\$3M	\$16M	\$571M	\$212M	\$436M

Management

John Wise – CEO
Eric Ross – COO
Nathan McFarland – CTO
Kevin Caimi – CFO
Brian Hwang – Director of Business Relations
Dan Weber – Executive Director of LOCI Nexus

Industry

Intellectual Property and Finance

Number of Employees

18

Bank

Wells Fargo

Accounting and Tax

Aprio, LLP

Law Firm

LeClairRyan
Resolute Legal PLLC

Amount of Financing Sought

\$7,500,000

Business Description: Inventors and organizations waste enormous amounts of time, money, and effort in the current risky and inefficient intellectual property system. LOCI's revolutionary platform enabled by machine learning, predictive analytics, and blockchain technology empowers users to search, analyze, protect, and monetize their ideas through a seamless process. LOCI has introduced an economic model within the platform where users pay for advanced features with tokens and get rewarded for their novel inventions and collaboration with other stakeholders. LOCI's ecosystem aims to accelerate innovation and bring liquidity to the multi-trillion dollar intellectual property asset class.

Company Background: LOCI's technology was conceptualized in 2008 and resulted in a patent awarded in 2016 which has been cited by several blue-chip companies, including IBM, Google, and Microsoft. The company was incorporated in 2016 and has previously raised seed funding and completed the sale of its native tokens that fuel the platform at the end of 2017. LOCI's headquarters are located in McLean, Virginia, with 18 full-time staff.

Management: John Wise, CEO – Startup advisor, systems engineer, serial inventor, former manager of successful racing teams, and co-founder of Digital Asset Trade Association (DATA). John is an industry thought leader who has presented at over 80 events including the World Economic Forum and recognized by Entrepreneur magazine in 2018 as a top entrepreneur. John has several granted patents and extensive experience and knowledge of intellectual property.

Eric Ross, COO – Eric was a software developer for more than a decade and worked for a wide variety of companies and utilized various technologies as a consultant. Eric has been in technological and operational management for several years and specializes in execution and cohesively managing people across all facets of the business.

Nathan McFarland, CTO – Nathan has been a software developer and technical manager with more than 10 years of experience and worked primarily with enterprise-level software, building solutions for clients like Audi, Comcast, Intel, and Volkswagen. He specializes in user experience, interface design, and managing teams of developers.

Kevin Caimi, CFO – Kevin has over 20 years of professional experience in accounting and finance, including leadership roles in both public and privately-held companies including Ernst & Young, Opower (acquired by Oracle), and KLDISCOVERY. He is a certified public accountant and an alumnus of Pennsylvania State University.

Brian Hwang, Director of Business Relations – Brian has worked in finance and accounting roles in companies such as Johnson & Johnson, GE Capital, and Ernst & Young. He also owned an optical distribution business and worked with startups of varying sizes to scale. Brian is highly skilled in the areas of strategic partnerships, business development, and operations.

Dan Weber, Executive Director of LOCI Nexus – Dan has over 15 years of leadership experience as a VP of Marketing, Chief Product Officer, Chief Strategy Officer, Chief Operating Officer, and Management Consultant for a variety of companies and brands. He focuses on marketing and strategy for the LOCI Ecosystem including blockchain and cryptocurrency services.

Products/Services: LOCI Search is an intellectual property research product that uses a patented multi-search methodology to populate existing intellectual property displayed in an intuitive Venn diagram. This free and easy-to-use visual search tool allows users to conduct their own thorough intellectual property research that drastically refines relevant search results of millions of patents from the most comprehensive international database,

LOCI Invention Analysis uses proprietary machine learning technology to help inventors determine the novelty and demand for their ideas before they spend money trying to patent. The analysis is a significant cost savings of about 95% compared to traditional patent attorney searches and cuts down the search from weeks to seconds. LOCI Invention Analysis can also help

guide inventors toward “white space” where there are fewer existing patents and demand is high, so the inventor has the best possible chance of being awarded a patent, and/or selling their invention. The ultimate goal of the inventor while using Invention Analysis is to achieve an optimal “LOCI Score” which indicates that their idea is unique, and potentially in demand.

LOCI is the first in the market to utilize blockchain technology for intellectual property. The blockchain provides an immutable record of invention ownership with a timestamp that is crucial for establishing the disclosure date of that invention in the process of obtaining a patent. LOCI also offers users the ability to file patent applications directly through the platform while working with the company’s preferred network of patent attorneys. The blockchain and direct patent filing processes provide inventors on the platform with the most comprehensive avenues for turning their ideas into recognized intellectual property.

Intellectual property acquirers, such as investors, will be able to purchase the intellectual property of inventors through the LOCI Marketplace. The LOCI Marketplace is the first step in creating an interconnected and inclusive economy for intellectual property that aligns the contributions, assets, and needs of the various stakeholders while incentivizing their collective efforts.

Furthermore, the LOCI Platform creates an index of ideas and concepts in various stages of the patent process that can be used for planning and reporting on products, financial and investment analytics, and technology trends.

Technologies/Expertise: LOCI’s granted 2016 patent “System and Method for Fuzzy Concept Mapping, Voting Ontology Crowd Sourcing, and Technology Prediction” is the foundation of its technology platform. LOCI has plans to file multiple continuations of the original patent and additional patents. LOCI will continually build on its intellectual property portfolio.

In addition to its intellectual property portfolio, LOCI is supported by an experienced development staff with expertise in emerging technology fields such as machine learning and predictive analytics while being the first to apply blockchain technology to the intellectual property process.

Market: In the technology commercialization space, LOCI is connecting inventors and enterprise clients such as research institutions, corporations, and investors. The various stakeholders will be able to collaborate and monetize on intellectual property through licensing and IP portfolio sales facilitated by LOCI’s Platform. The annual global intellectual property revenue was \$329 billion in 2014. Some of the intellectual property revenue generated in the LOCI Platform will pass through to LOCI in the form of royalties. LOCI is initially targeting 3% of the annual US intellectual property revenue from patents for a market share of \$1.4 billion.

LOCI is also targeting the US IP research market comprised of inventors and IP professionals. This \$3.1 billion market has an estimated \$455 million market size for law firms and inventors, upon which LOCI will focus. Users of the platform will be able to perform their own patentability research through LOCI Invention Analysis for \$50 or 20 LOCIcoin tokens.

Another revenue stream that LOCI plans to pursue is the licensing of its patented technology. The multi-searching and Venn diagram visualization of results can be applied to many different types of search engines. Licensing opportunities from LOCI’s patents and proprietary technology can acquire strategic partnerships and annual licenses that generate millions in revenue.

Distribution Channels: Direct outreach initiatives to enterprise clients for enterprise solutions, including universities and other research institutions, and to partner in launching innovation programs is utilized. Social media marketing and affiliate networks with IP law firms and strategic partners is also utilized to attract individual inventors and SME’s to the platform.

Competition: LOCI’s platform offers free contextual based intellectual property searching and machine learning based analytics for 95% cheaper than patent attorneys. LexisNexis and Patsnap focus on delivering expensive and difficult to use enterprise solutions that are not accessible to SME’s and individual inventors and researchers. There are competitors who offer direct patent filing (Legal Zoom) and a marketplace (Vaultitude); however, LOCI is the only player in the market who offers search, analytics, blockchain integration, direct patent filing, and a marketplace for intellectual property.

Financial Projections: (unaudited, dollars in thousands)

	2019	2020	2021	2022	2023
Revenue	4,000	13,500	25,000	40,000	65,000
EBIT	(2,000)	2,500	8,000	17,000	30,000

OUR SPONSORS



TECH 2000, INC @TECH2000INC

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



BEAU OLIVER, CEO, TECH 2000, INC

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

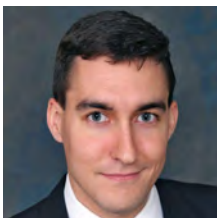
Beau has held executive positions with top consulting, software, and professional services organizations including Cipher Systems, Toffler Associates, and Deloitte Consulting. He also served as a pilot and mission commander in the United States Navy. Beau earned his MBA from Georgetown University's McDonough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



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

Michael Labriola is a partner in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where he works with public and private technology companies through all stages of their growth. Michael also frequently represents investment banks, venture capital funds, and private equity firms in a broad range of investment transactions. Michael's practice focuses on corporate and securities law, including general corporate representation, IPOs, VC financings, and M&A. He has assisted clients with matters ranging from formation and early-stage venture financing

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to IPOs on U.S. and foreign exchanges. He also has considerable experience in counseling publicly held companies on disclosure matters, SEC compliance, NASDAQ and NYSE listing matters, and other securities laws issues. Prior to law school, Michael was a senior auditor with Arthur Andersen LLP's Chesapeake-region growth, services, and products assurance practice and later with Ernst & Young's assurance and business advisory division. While at Arthur Andersen and EY, Michael audited public, private, and not-for-profit entities in several sectors. Michael is a CPA in Virginia.



BDO @BDOACCOUNTANT

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



MARK ANDERSEN, PARTNER, BDO

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



WOMBLE BOND DICKINSON

Womble Bond Dickinson is a forward thinking practice with the energy, drive and determination to keep pace with our clients and a focus on delivering the relevant services they need.

Our lawyers and professionals have shared ambitions, common values and a flexible working style that combine with strong personal connections to deliver outstanding levels of client service across every office, every day. Collaboration provides a fertile ground for exploring new ways to better serve our clients, where we find new ways of working; use technology to drive practice innovations; and invest in our people to ensure we deliver high quality, cost-effective and personal service.

ANDREW TUCKER, PARTNER, WOMBLE BOND DICKINSON

With more than 30 years of experience and a member of the firm's Impact Investing Team, Andy is a trusted corporate and securities advisor to growing companies, particularly in government contracting and technology sectors.



Andy's clients operate around the globe; he regularly advises companies throughout North America, Latin America, Europe, the Middle East, China and Australia for corporate matters

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involving cybersecurity, government services and contracting, telecommunications, managed services, renewable energy, energy, medical devices, pharmaceuticals, aviation, consumer product and financial technology companies.

In addition to providing general corporate guidance, Andy also assists his clients with a broad variety of transactional support, including venture capital and private equity transactions, joint ventures, mergers and acquisitions, and public and private securities offerings.

SHULMAN
ROGERS

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

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

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



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

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

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

is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.

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ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH

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



THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP.

[@thinkmoco](#)

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 & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

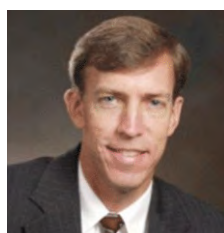
David Petr is the first President and CEO of the Montgomery County Economic Development Corporation, a new public-private venture in the region. Petr joins the MCEDC from the Central Florida Development Council, Inc. where he was the President and CEO. He successfully transitioned the organization from 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.

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RSM US LLP @RSMUSLLP

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 McGladrey, 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.



CBRE @CBRE

CBRE is the world's largest commercial real estate services firm. It is based in Los Angeles and operates more than 450 offices worldwide and has clients in over 100 countries. Some core services include: Occupier Services, Workplace Strategies, Lease Audit, Facilities Services, Capital Markets, Brokerage Services. CBRE's Occupier Services group currently serves the entire spectrum of companies needing to lease space. Whether managing the corporate leases of the Fortune 500 or the early to mid stage growth companies, CBRE has the experience to navigate any commercial real estate issue you face.



GREG CARPENTIER, CBRE

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

Greg finds value for his clients by developing creative strategies through a meticulously detailed approach focused on leveraging market fundamentals and identifying emerging trends. His experience in the industry and extensive exposure to a variety of transactions provides him with

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a dynamic skillset where both investors and occupiers are able to benefit from his expertise. Greg is a member of the Occupier Services Group and is based out of CBRE's Tysons Corner office. His leadership, creativity and experience has helped numerous clients successfully manage their commercial space needs across the Washington DC region.



NFP is a leading insurance broker and consultant that cares deeply about our employees' and clients' well-being. We're honest, hardworking, dedicated professionals who love what we do and strive to lead by example. But what truly defines us is that for us, business is personal.

At the end of the day, our vision isn't a financial metric or a top 10 list. It's that when you hear "NFP," you think of a world-class company that's authentic, genuine and real. One whose expertise and scale are only matched by its passion for building lifelong personal relationships.



RICHARD DIPIPPA, PARTNER, NFP

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

SUNTRUST BANK

SunTrust Bank is an American bank holding company. The largest subsidiary is SunTrust Bank. It had \$199 billion in assets as of March 31, 2018. SunTrust Bank's most direct corporate parent was established in 1891 in Atlanta, where its headquarters remain.



As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C.. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services. Through its various subsidiaries, the company provides corporate and investment banking, capital market services, mortgage banking, and wealth management. It has nearly 24,000 employees. In 2013, it paid \$1.5 billion "to resolve claims of shoddy mortgage lending, servicing and foreclosure practices."

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CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

Chris Ross is a Client Advisor with SunTrust Private Wealth Management. Chris offers clients more than 25 years of comprehensive wealth management experience, leading a team of specialists in investments, financial planning, credit, and estate strategies. He received an MBA from the College of William & Mary. He is involved with several local and community activities, including coaching youth sports. Chris serves on the board of the Historical Society of Washington, DC and is involved with the Maryland Historical Society.



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.



PETE RYAN, CO-FOUNDER & PARTNER, RYAN & WETMORE

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.

MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

The MTC VMS is the only program of its kind in Maryland. The teams of mentors are laser focused on scaling specially qualified Maryland tech and biotech companies.

The MTC VMS program has provided over 700 hours of volunteering and free mentoring.



OUR SPONSORS

We have ongoing partner relationships with CONNECTpreneur and the Montgomery County Economic Development Corporation. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.php>



SALLY STERNBACH, FOUNDER, MTC 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.

GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS



The Georgetown Entrepreneurship Initiative enables students to see the world as entrepreneurs do, while providing the knowledge and skills they need to act on their insights and add value to society. Our mission is to create a culture of entrepreneurship throughout the Georgetown University community insuring that all members have the opportunity to explore and experience what it means to behave like an entrepreneur. We INSPIRE students by encouraging entrepreneurial thinking, TEACH students about entrepreneurship through the experiences of accomplished entrepreneurs, CONNECT students to a community of entrepreneurs and innovators on and off campus, and encourage students to LAUNCH new ventures.

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

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. He has previously held leadership roles at the Network for Teaching Entrepreneurship, DigitalBridge Communications, DLA Piper, and the University of North Carolina at Chapel Hill. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and make a broader impact in the DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education. Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding. At UNC, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review. He earned a B.S. in business from Appalachian State and an MBA from UNC Chapel Hill.

OUR SPONSORS

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.”



HOLLY DEMARMOND, INTERIM DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects and celebrate entrepreneurs. Key responsibilities include oversight of the event and marketing strategy; student venture creation programming; and integration with Smith School entrepreneurship curriculum and research activities. Holly also develops and maintains relationships with donors, board members, entrepreneurs-in-residence, the Smith School community and other campus and regional partners.

Holly earned a Bachelor of Science degree in communications from the University of Tennessee at Knoxville and an MBA from the Robert H. Smith School of Business at the University of Maryland.

THE INSTITUTE FOR EXCELLENCE IN SALES (IES)

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



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FRED DIAMOND, FOUNDER, IES

Fred Diamond is the main man for companies looking to increase their revenues and make their sales teams more effective. He created the IES in 2010 and leads its strategic endeavors. With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred made his mark before creating the IES as the outsourced marketer of choice for technology and professional service CEOs looking to get their vision into the marketplace and sales leaders who know that their companies can go-to-market better. His approach to marketing has especially been well received by international companies looking to enter US markets. As the CEO of the Institute for Excellence in Sales, he helps company leaders achieve their business goals by growing strong revenue channels and programs.

ANNUAL WHARTON DC INNOVATION SUMMIT

The 4th Annual Wharton DC Innovation Summit 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.

He also streamlined the consolidation and sale of \$2.3B in assets for the Resolution Trust Corporation



NABOE THE NATIONAL ASSOCIATION OF BUSINESS OWNERS & ENTREPRENEURS

SERVING OWNERS OF SMALL TO MID-MARKET COMPANIES
CONNECT - LEARN - GROW

The National Association of Business Owners & Entrepreneurs is a non-profit dedicated to helping business owners and CEOs excel in this era of innovation and disruption. As the pace of business change continues to accelerate, NABOE serves as your source for new insights and proven strategies from executives, thought leaders and industry experts who have not only survived, but managed to turn the tide of uncertainty to their advantage. Learn, connect and grow by becoming part of our community of successful area business leaders. www.NABOE.org

RON WILLS, FOUNDER, NABOE

Ron Wills is a seasoned executive with CEO, CFO, COO and Board Member experience in a variety of industries with specialties in Restructure and Turnaround management; Financial Reporting and ERP systems; Technology Implementation and Operational re-engineering. He has a proven record in rebuilding and revitalizing organizations with strong track record in acquiring new clients, managing successful teams across organizational divisions, managing regulatory and human resources and implementing new IT and core technology. He worked for leaders in the finance industry including the founder of MBNA, the third largest credit card issuer in the world and president and executive staff of the largest regional bank in Maryland. He also streamlined the consolidation and sale of \$2.3B in assets for the Resolution Trust Corporation

Speakers			
First	Last	Title	Company
Tien	Wong	Chairman	Tech 2000 & Lore Systems
Reggie	Aggarwal	CEO & Founder	Cvent
Ollen	Douglass	Managing Director	Motley Fool Ventures
Presenters			
First	Last	Title	Company
Blackbook			
William	Goulding	Founder	Blackbook
Cogentis Therapeutics			
Kent	Werner	CEO	Cogentis Therapeutics
East Coast Mobile Business Launchpad			
Jason	Tipton	COO	East Coast Mobile Business Launchpad
Eduardo	Bocock	President & CFO	East Coast Mobile Business Launchpad
Hotel Communication Network			
Kevin	Bidner	President & CEO	Hotel Communication Network
Loci.io			
John	Wise	CEO	Loci.io
Malinda	Walker	Executive Assistant to CEO	Loci.io
SurgiPrice			
Sanjay	Prasad	Founder & CEO	SurgiPrice
Marshall	Besch	COO	SurgiPrice
Attendees			
First	Last	Title	Company
Steve	Abramowitz	CEO Executive	CEO Boardroom
Femi	Adelakun	Director of Geospatial Analysis	City78
Dharini	Aggarwal		
Moss	Amer	Associate	Maryland Venture Fund
Walt	Anderson	Managing Director	AVEALTO Ltd.
Glenn	Archer	Chairman	RGK Innovations
Darrin	Auito	Partner	HEA Law
Larry	Austin	President	StarWalker LLC
David	Bain	Founder	StartupMovement.org
Spiros	Balntas	Director of BD	Montgomery County Economic Development Corp.
Michael	Beirne	Founder & Managing Partner	The Acceleration Group
Greg	Bell	Financial Consultant	Ryan & Wetmore
Afrika	Bell	Founder	ABK Creates
Tyson	Bellamy	President	FEFA LLC
Vincent	BenAvram	Founder	Office(ish)
Rachel	Bennington	Marketing Student	Salisbury University
Karen	Ben-Shlaush	VP, Wealth Management	UBS Financial
Andrew	Berkowitz	Founder	Global Startup Media
Roger	Berliner	Councilmember	Montgomery County
Beth	Berman	CEO & Founder	Compellications
Marlon	Bernal	Assurance Director	BDO
Vardhan	Bhargava	Managing Partner	OmniVisory
Art	Binder	Account Executive	BlueAlly
Peter	Black	Ex-President	M&T Bank
Randy	Blake	Principal	Duncaster Investments
Shelly	Blake-Plock	CEO	Yet Analytics
Warren	Blanchard	Managing Partner	Potomac Strategy Consultants
Marla	Blow	Founder & CEO	FS Card Inc.
Elan	Blutinger	Managing Director	Alpine Consolidated
Hal	Boles	Senior Advisor	DH Partners, LLC
Peter	Boyd	Associate	TAG
J. Stephen	Britt	Partner, Cyber & Privacy	Berenzweig Law
Jeff	Brouse	Residency Advisor	Mather Lifeways
Ed	Broussard	Managing Director	Anchorage
Carter	Byrnes	First VP, Advisory & Transaction Services	CBRE
Jane-Scott	Cantus	Managing Principal & General Counsel	The ILEX Group
Greg	Carpentier	Associate	CBRE
Chuck	Carr	Partner	RSM

Attendees			
First	Last	Title	Company
Pothik	Chatterjee	Executive Director, Innovation	LifeBridge Health
Sumanth	Chepuri	Principal	Option3Ventures
Angela	Clark	Student	George Mason University
Bob	Cohen	Principal & Tax Director	Glass Jacobson Financial Group
Bill	Collins	Chairman & CEO	The Collins Companies
Geogory	Crimmins	CEO	Remedy Plan Therapeutics
John	Cronin	President and CEO	OpCenter
Laurence	Cynkin	Consulting CTO	GreenBar
Carmine	D'Aloisio	Senor Advisor	Global Business Diplomacy
Hank	Dearden III	Principal	Group 3D
Margot	DeFrance	Managing Director	Entoro Capital
Fred	Diamond	President & Co-Founder	Institute for Excellence in Sales
Gian	Dilawari	Investor	Tyson's Angels
David	DiLuigi	Market President	Wilmington Trust, N.A
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Keth	Ditthavong	Co-Founder	Ditthavong & Steiner, P.C.
Tom	Durrer	SVP- Relationship Manager	Union Bank & Trust
Benjamin	Ebenezer	Vice President	Blu Venture Investors, LLC
Grant	Elliott	Founder & CEO	Ostendio
Asher	Epstein	General Manager	VIVA Creative
Herb	Ezrin	CEO	Potomac Business Group
Zach	Ficklin	Senior Finance Consultant	Ryan & Wetmore
Ric	Fleisher	COO	Upside Door
Jed	Fochtman	President	Capital Advisors LLC
Neill	Frazier	Founder	Alma Mater
Lisa	Friedlander	Sr. Business Associate	Shulman Rogers
Danielle	Gallo	Senior Manager	Ryan & Wetmore
J.S.	Gamble	Managing Principal	Blu Venture Investors, LLC
Jim	Garrettson	CEO	Executive Mosaic
Rick	Gersten	Partner	PeakGersten Partners
David	Giannini	Chairman & CEO	Cirrusworks
Mark	Gilbert	Financial Advisor	UBS Financial
Hugh	Giorgio	Managing Director	M&T Bank
Thomas	Godin	COO	Gorove/Slade
Theo	Goetemann	Project Architect & Co-Founder	City78
Jiyoung	Goo	COO	Gindo Solution
Natalie	Gosnell	Advisor	Cresa
Richard	Greene	CPA & Business Advisor	RGA Business Advisory
Joshua	Greene	CEO	The Mather Group, LLC
David	Greene	Principal & Financial Advisor	Bernstein Private Wealth
Ray	Greenstreet	Co-Founder	brëth
Ed	Grenier	President & CEO	Junior Achievement of Greater Washington
Larry	Griffiths	CEO & Founder	Purus Thinking
Mark	Haas	Co-Founder & President	Association for Enterprise Growth
Babak	Hafezi	CEO	Hafezi Capital
Peter	Harrison	Director	Merrill Corporation
Ken	Harvey	Marketing Associate	Fellows Financial Group, LLC
Glen	Hellman	CEO & Founder	Driven Forward LLC
John	Holaday	CEO	DisposeRX
George	Hondros	Director	BDO
Sarah	Hostyk	Founder & CEO	Place Tempo
Tami	Howie	Partner	DLA Piper
Terry	Hsiao	Head of Strategy	Kaleyra
Cameron	Hunt	Director of Client Service	Womble Bond Dickinson
Ludmilla	Huntsman	CEO	Equilibrium Networks Incorporated
Raakin	Iqbal	Senior Principal	Huqa Live/United Muslims.io
Kate	Janich	Co-Founder & Positivity Instigator	Rowan Tree
Hubin	Jiang	President & CEO	ECOMPEX, INC
Demi	Jiang	International Marketing	MGM National Harbor
Greg	Jones	Founder & Managing Partner	Joshco Partners
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Ian	Joseph	International Marketing	MGM National Harbor
James	Kakaire	Owner & CEO	Prozindu LLC
Karen	Kalantzis	Mentor	MTC VMS
Steve	Kann	Managing Director	Paulson Investment Company
Anil	Karmel	Co-Founder & CEO	C2 Labs

Attendees			
First	Last	Title	Company
Stephanie	Katz	Owner	CETA Benefit Consulting Group, LLC
Joe	Kessler	Managing Partner	Next-Stage Development Group
Ben	Kirst	VP Creative	Silverback Strategies
Harry	Klaff	Managing Director	Jones Lang LaSalle
Neil	Kleinberg	Founder & CEO	DiliVer
Jenny	Klym		
Neal	Koller	Mentor	MTC VMS
Meena	Krishnan	President & CEO	Inoventures, LLC
Shiv	Krishnan	CEO	KOOLROX, LLC
Felix	Kushnir	Corporate Lawyer	Shulman Rogers
Lisa	La Bonte	Emerging Market Strategist	
James	LaFleur	Assistant VP	Capital One
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Marty	Leclerc	Managing Director	Pickwick Capital
Esther	Lee	CEO	Refraction
Jeannette	Lee	CEO	IIA Technologies Corp
Julie	Lenzer	Chief Innovation Officer & Director	UMD Ventures
Reid	Lewis	Co-Founder & Senior VP	Proxidyne
Brad	Love	Senior Financial Analyst	ID Private Equity
Jet	Lü	Director	Digital DevOps
Pam	Lubel	Managing Committee	MTC VMS
Edwin	Lucas	Senior Manager	RSM
Dennis	Lucey	Vice President	TKC Global
Daniel	Luu	CEO	Akrew
Tai	Mai	VP, Finance	StartupHoyas MED
Sean	Mallon	AVP for Entrepreneurship & Innovation	George Mason University
Tony	Mayo	Executive Coach	
Karen	McCord	Mentor	MTC VMS
Timothy	McDonald	Partner	Guidon Partners
Emmit	McHenry	Owner	Archura/Visutel/DV Tech
Tom	McMillen	President & CEO	Lead1 Association
Art	Medici	Partner	Newport Board Group
George	Men	Senior Advisor	Cresa
Ronnie	Mervis	Managing Partner	Mervis Diamond
Alexandra	Michailov	Attorney	Shulman Rogers
Anthony	Millin	Partner	Shulman Rogers
Lou	Morsberger	Principal	LJM Associates
Clare	Mountfort	Director of Marketing	Six Half Dozen
Jose Tomas	Muci	Student	American University
Charlie	Nahabedian	CEO	VideoKall
Tu	Nguyen	Finance Consultant	Ryan & Wetmore
Eric	Oganesoff	Managing Director	Focus
Beau	Oliver	CEO	Tech2000
Paul	Opalack	Managing Director	Noblestar Capital, LLC
Tony	Orlando	CEO	DubLabs, LLC
Sanders	Partee	President	Repeat Technology
Chris	Petrakis	CGO & Co-founder	Chelfie App
Matthew	Polak	Partner	BroadBranch Advisors
Federica	Polato	Research Associate	The National Institutes of Health
Susan	Prince	Communications & Outreach Strategist	The MITRE Company
Tyler	Prochnow	Co-Founder	Think Big Partners
Amit	Puri	Venture Partner	NextGen Venture Partners
Phillip	Quatrini	Partner	Rimon, P.C.
Harley	Radin	Investor	
Richard	Rattan	Student	American University
Gautam	Rattehalli	CEO	DLG Consulting
Josh	Rider	Investor	Codex Strategies
Craig	Ridley	Co-Founder & CEO	ROUTE Inc
Caroline	Robinson	Senior Manager, Innovation	LifeBirdge Health
Larry	Rosenfeld	CEO	Sage Communications
Tim	Ross	Tax Consulting Partner	BDO
Chris	Ross	Managing Director	SunTrust Bank
Michael	Ross	Chairman & CEO	Euclid System Corp.
Rick	Rudman	CEO	Curbio
Pete	Ryan	Partner & Co-Founder	Ryan & Wetmore
Daniel	Ryan	Portfolio Manager, COO	Alikos Wealth Management
David	Sandrowitz	Editor-In-Chief	SandroBits

Attendees			
First	Last	Title	Company
Liz	Sara	Founder & President	Best Marketing LLC
Scott	Schedler	Managing Director	Private Access Network
Kaitlyn	Schmeck	Senior Consultant	Baker Tilly
Alan	Schulman	Senior Consultant	NFP
Michael	Script		Inventor/Innovator
Christopher	Senio	Managing Director	Baskera
Mario	Shaffer	Principal	H.I.G. Whitehorse Capital
Allison	Shapira	CEO & Founder	Global Public Speaking
Elizabeth	Shea	CEO	SpeakerBox
Kurt	Shenk	Senior Manager	RSM
Parag	Sheth	Director & CMO	Maryland Venture Fund
Jenny	Shtipelman	Senior VP	EagleBank
Cal	Simmons	Chair Washington DC Chapter	Tiger21
Manpreet	Singh	CIO	Singh Capital
Stan	Smith	Venture Investment Manager	Dingman Center
Stephen	Smith	CEO	Elevon
Kyle	Smitz	Technology Evangelist	Smitz Laboratories
Pamela Lynne	Sorensen	Founder & President	High Frequency Consulting
Nicholas	Springer	Student	American University
Michael	Statler	Project Manager	AMF Construction
Scott	Stephens	Executive Director	International Association of Arson Investigators
Scott	Stouffer	Former CEO	Salsa Labs
Tony	Surak	CMO	Data Tribe
Gene	Swanzey	Managing Director	L1 Analytics
Bijan	Tadayon	CEO	Z Advanced Computing
Saied	Tadayon	CTO	Z Advanced Computing
Andres	Toro	CTO	Akrew
Danielle Kristine	Toussaint	Founder & CEO	She Thinks Purple
Tom	Trexler	President	Corporate Finance Inc
Andrew	Tucker	Partner	Womble Bond Dickinson
Chris	Tully	Chief Sales Officer	Sales Xceleration
Elizabeth	Updike	Vice President, Investments	Wells Fargo Advisors
Katya	Vert	CEO	Nostopharma
Olivia	Vietor	Advisory & Transaction Services	CBRE
William	Von Canon	President	Business Intelligence, Inc.
Rose	Wang	Founder & Chairman of the Board	Binary Group, Inc.
Kali	Wasenko	External Engagement Specialist	DC Commission on the Arts & Humanities
Rick	Weidinger	Founder & CEO	Robotic VISION Technologies
Micha	Weinblatt	CEO and Co-Founder	Betterific
Henrik	Weng	CEO & Co-Founder	XANCONNECT Cyber Security
Zeev	Wexler	CEO	Wexler Consulting Group
Jason	Winterburn	Senior Mangaer	Baker Tilly
Dean	Xenos	Director of Product Development	QRC Technologies
John	Yetman	Co-Founder & DC Chairman	Association for Enterprise Growth
Jon	Yim	Director	KippsDeSanto & Co.
Chris	Young	President	ISM
Richard	Young	CEO	InventFunds
Joe	Zarella	Principal	Zarella Consulting

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MARK ANDERSEN
Partner
BDO



RICHARD GREENE
Advisor & Former President
DC Metro Keiretsu Forum



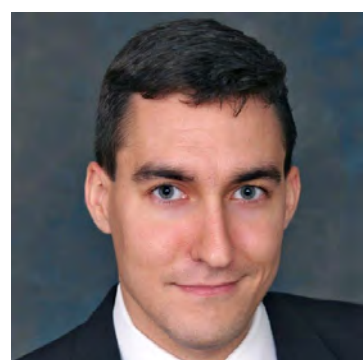
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