

ECVC EAST COAST VENTURE RECON

AT&T Forum
Washington, D.C. ● May 23, 2018

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TECH COUNCIL

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DAY

AGENDA

7:30 - 9:00am

REGISTRATION/NETWORKING BREAKFAST

9:00 - 9:15am

WELCOME REMARKS

Opus8

Maryland Tech Council

AT&T

9:15 - 10:00am

VENTURE CAPITAL PANEL

MODERATOR: **DAVID PETR** - President and CEO, Montgomery County Economic Development Corp.

CHRIS COLLEGE - Managing Partner, TCP Venture Capital

HANNAH KUMMER - Associate, Updata Partners

LENARD MARCUS - General Partner, Edison Partners

NASIR QADREE - Associate Director of Social Investments, AT&T

JAKE TARR - Managing Director, Kinetic Ventures

10:00 - 10:45am

SEED INVESTMENT PANEL

MODERATOR - **TAMI HOWIE** - CEO, Maryland Technology Council

RANDY DOMOLKY - Managing Partner, Private Access Network

ANDY JONES - Managing Director, Maryland Venture Fund

DAN MINDUS - Founder and Managing Partner, NextGen Venture Partners

TOM WEITHMAN - President, MACH37, LLC; Chief Investment Officer, Center for Innovative Technology

10:45 - 11:15am

MORNING NETWORKING BREAK

11:15 - 12:15pm

COMPANY SHOWCASE

HEALTHCARE & CYBER SHOWCASE

(Room 1)

1. 20/20 Gene Systems - Jonathan Cohen
2. American Gene - Jeff Galvin
3. AR Image - Michael Riemer
4. Blocksafe Technologies - Scott Whitman
5. NowSecure - Alan Synder
6. NuVue Visualization Technologies - Roger Kolasinski
7. SafeRX - Milton Cohen
8. Save Inc - Stefano Brugnerotto
9. Sherpas Cyber Security Group - Gil Lovett
10. VideoKall - Charlie Nahabedian

TECH SHOWCASE

(Room 2)

1. ABOM, Inc - Dave McCulloch
2. Airgility - Pramod Raheja
3. Atero - George Spears
4. Bingeable Network - Stephen Murray
5. Campaign Partners - Shawn Olds
6. Chelfie App - Chris Petrakis
7. Goefer - Michael Herod
8. LN2 - Brana Vojcic
9. MileMarker - Aimee Martin
10. Perryman Technologies - Larry Austin
11. ProjectTeam - Ty Witmer
12. ProTrash - Andrea Garcia Lopez
13. XAPP Media - Pat Higbie

12:15 - 1:00pm

NETWORKING LUNCHEON

1:00 - 1:45pm

CYBERSECURITY INVESTMENT PANEL

MODERATOR - JEN O'DANIEL - Investment Director, MACH37 Cyber Accelerator; Investment Director, CIT GAP Funds

JONATHAN ABERMAN - Managing Director, Amplifier Ventures; Founder and Managing Director, TandemNSI

STEVEN CHEN - Principal, Blu Venture Investors

BILL CROWELL - Partner, Alsop Louie Partners

JIM HUNT - Managing Partner, Lavrock Ventures

MANISH THAKUR - Managing Partner, Option3 Ventures

1:45 - 2:30pm

HEALTHCARE INVESTMENT PANEL

MODERATOR - DR. JOHN HOLADAY - CEO DisposeRx; Founder and CEO, QRx Pharma and Entremed

ELIZABETH CHO FERTIKH - Venture Partner, 1812 Venture Capital

RICK GORDON - Director, INOVA Personalized Health Accelerator

DR. JEFFREY HAUSFELD - Angel investor; Chairman and Founder, Society of Physician Entrepreneurs; Chairman and Chief Medical Officer, BioFactura

TYRELL RIVERS - Executive Director, Corporate Development and Ventures, AstraZeneca

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2:30 - 3:00pm

AFTERNOON BREAK

3:00 - 4:00pm

ACCELERATORS, INCUBATORS, ICOs AND ALTERNATIVE FINANCING

MODERATOR - BRIAN PARK - Managing Partner, Fishbowl Labs; Director, Real Time Cases; Former COO, Startup Grind

JEFF CHERRY - CEO, SHIFT Ventures; Managing Partner, Conscious Venture Fund

CHINEDU ENEKWE - Co-Founder & Partner, AFFINITI VC

LESLIE JUMP - Founder & CEO Startup Angels; Board Member, UP Global; Board Member, Startup Weekend

JEFFREY MUND - Founder and Managing General Partner, MCVV Partners

ROSEMARIE TRUMAN - Founder and CEO, Center for Advancing Innovation; Director, Founder Institute DC

CAROL VAN CLEEF - Blockchain and ICO expert; CEO, Luminious Group

4:00 - 4:45pm

ROCKSTAR ENTREPRENEUR PANEL

MODERATOR - MARK WALSH, Serial Investor and Entrepreneur, Advisor, U.S. Securities and Exchange Commission; Former Head of Innovation and Investment, U.S. Small Business Administration

A.J. JAGHORI - CEO, Solebrity; Managing Partner, HelloLoCo

ERIC KOEFOOT - President & CEO, PublicRelay; ex-Publisher and CEO, U.S. News Ventures; ex-Vice Chairman, Five Star Alliance

JEANNETTE LEE - CEO, IIA Technologies Corp and Information International Associates Inc.

CHERIAN THOMAS - Co-Founder & CEO, Spotluck and Play Octopus

5:00 - 6:30pm

ROOFTOP NETWORKING RECEPTION

SPEAKERS



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

Tien is CEO of Opus8, an investment and advisory firm focused on capital raising for private equity and VC fund managers as well as growth companies. He is Chairman of Tech 2000, a technology training and learning analytics company, and Chairman of Lore Systems, a provider of network engineering and cloud computing 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 Conduent (NYSE:CNDT), a Xerox Corp. spinoff. 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. 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), Digital DC Tech Fund IAB, Northern Virginia Chamber of Commerce, Potomac Officer's Club and FounderCorps. He was a gubernatorial appointee 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.



TAMI HOWIE, CEO, THE MARYLAND TECH COUNCIL

Over the past 20 years Tami has helped technology companies grow in the Mid-Atlantic region and nationwide from start up to public companies and beyond. Tami has been involved with the successful exits of over 150 companies and has represented technology companies, investors, SBICs and underwriters such as JP Morgan, Goldman Sachs and Morgan Stanley. Tami spent 13 years as a partner in distinguished law firms such as DLA Piper and Cooley and most recently was with a \$75 Million technology government contractor where she served for 5 years as the General Counsel and most recently President. Tami has served on several organizational boards including most recently the Dingman Center for Entrepreneurship at the University of Maryland and as counsel in her early career for the Mid-Atlantic Venture Association. In addition, she has served the tech community by participating as a speaker, committee chair or legal advisor for both the DC Tech Council and Tech Counsel of Maryland. Tami has been named one of America's Top Lawyers and has received the Young Gun Award from the Washington Business Journal. Tami is active in the arts community in Annapolis both as an advisor and performer where she performs in bands and theater with her husband.

SPEAKERS



JONATHAN ABERMAN, FOUNDER & MANAGING PARTNER, AMPLIFIER VENTURES

Jonathan started Amplifier Ventures in 2004 to help entrepreneurs launch technology businesses, and has since seeded 16 startup technology businesses in internet, nanotechnology, energy conservation, mobile and cybersecurity sectors. An affiliated consulting business, Amplifier Advisors followed in 2009, to allow Jonathan to apply his expertise to entrepreneurial approaches to innovation creation and commercialization, working for a wide range of government, for profit and not-for-profit ventures. In 2013 he formed TandemNSI, a public private partnership that has created a large and growing community of entrepreneurs and national security agencies to address advanced technology challenges of national importance.



STEVEN CHEN, PRINCIPAL, BLU VENTURE INVESTORS

Steven Chen has been a Principal and the chairman of the cybersecurity investment committee of Blu Venture Investors, a leading mid-Atlantic investment firm which focuses on seed and A round. Blu has 20 cybersecurity investment currently. Steven Chen is a Co-founder and CEO of PFP Cybersecurity, IoT security with analog side channel signals. Steven founded 3eTI and was the CEO until its exit in 2006. 3eTI was an Intel Capital portfolio company which enhanced the security of the Centrino Wi-Fi solution and received the first Common Criteria certificate for Wi-Fi. Steven also serves as an Advisor and Board member to a number of technology companies, including ThreatQuotient and TrackOFF. He is also a mentor for the MACH37 Cybersecurity Accelerator and an advisor of the AlphaTech network for cybersecurity and data analytics companies.



JEFF CHERRY, MANAGING PARTNER, CONSCIOUS VENTURE FUND

Jeff is the Founder/Executive Director of Conscious Venture Lab, and CEO of SHIFT Ventures, an accelerator and venture capital fund for companies that are operating at the intersection of profit and purpose. He is an evangelist for the transformation of capitalism, attempting to reshape cities and lives through a more human-centered form of work.

The fund invests in companies that use societal purpose as the foundation for long-term sustainable value. Jeff is a frequent speaker on the topic of impact investing and new models of business. He has recently had the honor to present at The University of Maryland, The Darden School at the University of Virginia, Yale University, Columbia University, The Booth School at the University of Chicago, and The University of Baltimore.

SPEAKERS



ELIZABETH CHO-FERTIKH, VENTURE PARTNER, 1812 VENTURE CAPITAL

Elizabeth Cho-Fertikh, PhD is a Venture Partner at 1812 Ventures which is focused on healthcare investments. She began her 25+ year career in the life sciences area as a trained cancer biologist at the Lombardi Cancer Center of Georgetown University, Sidney Kimmel Cancer Institute at Thomas Jefferson University & Harvard Medical, with dozens of research manuscripts published in the highest impact journals, including Nature, Nature Cell Biology & PNAS. She served for nearly a decade as a grants scientific review officer overseeing multi-million dollar oncology and neurotrauma grant portfolios for the Dept of Defense & the Cancer Prevention Institute of TX. As Founder of ECF Biosolutions, a life science advisory practice that supported start-ups to pharmaceutical clients and angel investors, she garnered multi-million dollars in non-dilutive & dilutive funding for early stage ventures, recruited Board and Advisory Board KOLs, filed numerous IND regulatory submissions, and provided scientific due diligence for investors. Clients have included Boehringer Ingelheim, Gore Medical, Becton Dickinson, Macrogenics, VLP Therapeutics & Kitotech. She is a member of Keiretsu Forum angel investor group, an Advisory Board Member of the Johns Hopkins Alliance for Science and Technology, and a Board Member of Naisa Global and Bloosurf.



CHRIS COLLEGE, MANAGING PARTNER, TCP VENTURE CAPITAL

Chris College is an experienced capital markets professional with deep expertise in structuring, negotiating, and executing transactions. Mr. College has successfully raised over \$1.6 billion in over 60 transactions during his career.

He is currently responsible for the strategic and operational leadership of the TCP Venture Capital family of funds. Prior to joining TCP Venture Capital, from 2006 to 2012, Mr. College was Head of the Private Finance Group at Stifel Nicolaus. From 2001 until 2006, Mr. College held various titles of increasing responsibility in the Private Finance Department of Legg Mason Wood Walker. Mr. College joined Legg Mason Wood Walker in 1999 and from 1999 until 2001 was a member of the investment banking team focusing on mergers and acquisitions and initial public offerings (IPOs) in the technology and government services industries. Prior to joining Legg Mason, from 1992 to 1997, Mr. College was an investment banker with Robert W. Baird & Co.

Mr. College holds BA in economics from Northwestern University and an MBA degree from Emory University.



BILL CROWELL, PARTNER, ALSOP LOUIE PARTNERS

Bill Crowell is a Partner at Alsop-Louie Partners in San Francisco, which invests in

SPEAKERS

the foundation of emerging Internet ecostructure. He is also a consultant specializing in IT, security, and intelligence systems. He is a director in a number of data protection and internet security companies, and has served as Chairman, President or CEO of a number of security product or services companies.

Prior to the private sector, Mr. Crowell held a series of senior positions in the National Security Agency. He was Deputy Director of Operations running its core signals intelligence mission, and from 1994 until his retirement in 1997 was Deputy Director of NSA. In 1999, he was appointed to the President's Export Council, which advised the administration on trade and export policy.

After 9/11, he served on the Markle Foundation Task Force on National Security in the Information Age and has also served on numerous panels to investigate and improve military command and control, intelligence and security systems. In 2007 he was named Chairman of the Director of National Intelligence (DNI) Senior Advisory Group. Mr. Crowell is an expert on network and information security issues. In 2008, Security Magazine selected him as one of the 25 most influential people in the security industry. In 2007 he co-authored the book, Physical and Logical Security Convergence, published by Elsevier. He has been quoted in many trade and business publications including the Wall Street Journal, Business Week, USA Today, Information Week, and others. Crowell has also appeared on CBS, CNET, and CNBC.



RANDY DOMOLKY, MANAGING DIRECTOR, PAN INVESTMENT MANAGEMENT GROUP, LLC

Randy is the Founder and Managing Director for Private Access Network. He is a seasoned technology and venture capital executive with over 20 years of experience in senior management, business development and financial roles. Randy has extensive experience building and maintaining over \$100 million of venture capital and private equity fund-of-funds for institutional, municipal and individual investors.

Randy is also the Managing Director for Liquid Capital Group. Since 2000, Liquid Capital Group has been managing portfolios of top venture funds and superior emerging information technology companies for high net worth individuals and families. Randy is responsible for all operational aspects of the investment funds including: due diligence, investment selection, risk management, investor correspondence, investor reporting, accounting and fund administration.



CHINEDU ENEKWE, CO-FOUNDER & PARTNER, AFFINITI VC

Chinedu Enekwe is the founding partner of AffinitiVC, co-managing two funds with \$27M assets and also runs the largest syndicate of investors from underrepresented communities in the country. Before launching AffinitiVC, Chinedu co-founded tiphub and managed its pre-accelerator program, Diaspora Demo, which supported over 35 early stage technology and social enterprises raise over \$7 Million in after program

SPEAKERS

funding. Chinedu also led emerging market investment manager, Xcellon Capital, serving as investment director, raising & managing \$25 Million of assets from institutional and high net worth investors, after holding positions in infrastructure advisory at the World Bank and OPIC, investment banking at Merrill Lynch and fund formation and corporate securities law at Weil Gotshal and Manges.



RICK GORDON, DIRECTOR, INOVA PERSONALIZED HEALTH ACCELERATOR

Rick is an expert on technology investing, business strategy and early-stage venture development. He is a proven leader with more than 25 years experience in providing organizations with strategic growth. He serves as a Director at Inova Health System's Personalized Health Accelerator, the health system's seed investment organization.

Rick formerly was founding Managing Partner of the MACH37 cybersecurity accelerator supported by a community of hundreds of industry leaders who contribute to company development. Rick was previously CEO of Tovarix, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co., serving many emerging tech companies and participating in several IPOs. He served as a submarine officer in the U.S. Navy. He received his MBA from The Darden School at the University of Virginia and his BS in Engineering with Merit from the U.S. Naval Academy.



JEFFREY HAUSFELD, CHAIRMAN & FOUNDER, SOCIETY OF PHYSICIAN ENTREPRENEURS

Jeffrey Hausfeld, M.D., M.B.A., F.A.C.S., has served on the national board and committees of specialty medical societies since beginning his practice in Otolaryngology/Facial Plastic Surgery. He is an Associate Clinical Professor of Surgery at GWU's School of Health Sciences and an alumnus of the Yale University School of Medicine. Dr. Hausfeld is widely published in the medical literature, a pioneer of innovative laser surgery techniques, the author of a lay oriented medical book, and has appeared on numerous local and national television and radio shows as a medical expert. He has also served as a health care consultant, spokesperson, and executive coach for multi-national pharmaceutical companies, health care firms, as well as the U.S. military. Dr. Hausfeld stepped down from his clinical duties after receiving a Masters in Business Administration from Johns Hopkins University.

Dr. Hausfeld is an active investor and entrepreneur. He invests, manages and consults to a variety of healthcare businesses, including assisted living facilities for Alzheimer's and dementia patients, medical device companies, healthcare information technology and biotech firms. He is the Chairman and Chief Medical

SPEAKERS

Officer of BioFactura, a Biotech firm specializing in the production of novel biologic drugs. He is the Chairman and Founder of the Society of Physician Entrepreneurs, a global network focused on educating healthcare and life science professionals in Bio-entrepreneurship and Innovation.



JOHN HOLADAY, CEO, DISPROSERX

John W. Holaday, Ph.D. is a member of the Board of PixSpan, and serves as Managing Director and CEO of QRxPharma, Ltd. (QRX-ASX), a specialty pharmaceutical company focused on pain and brain diseases. He is co-founder of Medicis (MRX-NYSE)(1988), EntreMed (ENMD-NASDAQ)(CEO and Chairman (1992-2002) and HarVest Bank (2003). Dr. Holaday obtained his BS and MS from the University of Alabama, and his PhD from the University of California, San Francisco (1977). He served at the Walter Reed Army Institute of Research as an Captain and later as head of the Neuropharmacology Dept. (1968-1989). Dr. Holaday was Professor of Anesthesiology and Critical Care Medicine at the Johns Hopkins University (1990-1996), and serves as Adj. Professor of Psychiatry at the Uniformed Services University of the Health Sciences. John formerly served as Chairman of the BioAlliance for the Maryland Tech Council. He raised over \$500M for his various companies over the past two decades. Dr. Holaday was named to the E&Y Entrepreneur of the Year 2006 Hall of Fame, holds over 60 patents, published over 200 scientific articles and five books.



JAMES HUNT, MANAGING PARTNER, LAVROCK VENTURES

Jim Hunt began his career in Washington in the mid 70's as a U.S. Government scientist. After 8 years with the government, Hunt founded "BDS, Incorporated" where he served as CEO for 10 years. In 1991, BDS was merged with BTG, Incorporated and Hunt assisted in the integration of the two companies, which conducted a successful IPO. Hunt was Board member and second largest shareholder in BTG. After leaving Cap Gemini Technologies, with two colleagues, Hunt founded "The MITA Group" a Washington-based consultancy focused on public affairs and business strategy.

Hunt has been an active angel investor since the mid 1990's after the successful BTG IPO, with five investments in area companies. After over 25 years of seed stage investing, Hunt expanded his portfolio since the early 2000's to the present with 100 early stage investment. He has 8 co-investments with In-Q-Tel, the US Intelligence Community's VC arm. He has exited 27 investments over the past 10 years. Hunt's investments are in the area of cyber and physical security, Internet-of-Things, data center management, social media, analytics, and mobile applications. As an active member of multiple angel groups and managing partner of "Lavrock Ventures", a recently formed early stage VC firm, Hunt spends a significant amount of his time scouting for world-class, game changing technology.

SPEAKERS



AJ JAGHORI, CEO, SOLEBRITY

AJ Jaghori is a serial Technopreneur, Data Scientist, and Patentee. He is the CEO of Solebrity, Founder & MP at incubator HelloLoCo, Chairman of YoloData and formerly CTO of L-3 Comm., EIR at The Social Genome Project, & Principal at Google. A self-taught, dyslexic coder, he started his first tech company at 17 from the back of a car in Palo Alto. He's since had 4 successful exits, a distinguished opportunity to speak at TED, mentorship by 2 tech pioneers that paved the way for his success, a month-long digital detox with a Buddhist monk whose teachings helped him overcome startup failure, and a patent litigation battle that nearly bankrupted him --- all before the age of 30.



ANDY JONES, MANAGING DIRECTOR, MARYLAND VENTURE FUND

Andy Jones has a 30 year business career with a proven track record of building and growing businesses and creating shareholder value. He brings unique blend of operational and investment perspective, having worked on “both sides of the fence” as an operating executive and investor/board member. Andy spent 15 years in the VC business, starting in the mid-1990s with Frank Adams (former TEDCO chair) and Grotech Ventures.

After 3 successful funds with Boulder Ventures and just under \$300 million raised and deployed into early stage technology and life science ventures, Andy joined High Street Partners and helped them successfully raise a \$6 million 1st round of venture capital from Sigma Partners and Baird Capital. Two more rounds of venture capital helped them grow the business into a \$42 million recurring revenue business with 220 employees. In 2014, Andy and team sold the company to a large European private equity player (HgCapital) for \$100 million.

Prior to joining the Maryland Venture Fund, Andy ran North American M&A for Kingspan, a \$4 billion European public company in Europe. Andy consummated the first ever public acquisition for Kingspan, a \$400 million deal in Toronto. Andy completed a few other smaller acquisitions for Kingspan and one divestiture, but was attracted to the Maryland Venture Fund so he could pursue his passion, which is financing and growing privately held businesses.



LESLIE JUMP, FOUNDER & CEO, STARTUP ANGELS

Leslie has over twenty-five years experience building, advising and investing in new companies, products and brands, in the US and across the globe. She is the Founder and CEO of Startup Angels, a platform to inspire and enable new angel investors around the world. Prior to that, she was a Partner in Sawari Ventures,

SPEAKERS

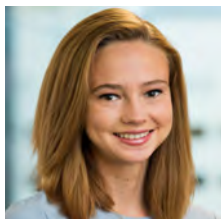
LLC, a Cairo-based early stage venture capital firm investing in entrepreneurs across the Middle East/North Africa. She continues as an advisor to Flat6Labs, Sawari Ventures' dedicated startup accelerator for seed stage investments. She has served on the Board of UP Global, a network of entrepreneurs and startup community leaders, and Ubongo, a social enterprise that creates interactive edutainment for kids in Africa. She is an alumna of St. Johns College (Annapolis, MD/Santa Fe, NM), and serves on its Board of Visitors and Governors.



ERIC KOEFOOT, PRESIDENT & CEO, PUBLICRELAY

Eric is an experienced software and Internet executive, having either founded or served as a senior executive for early-stage Internet companies since 1996. He was founding CEO and Publisher of U.S. News Ventures, an internet publishing company funded by U.S. News & World Report. He was also co-founder and CEO of Five Star Alliance, a successful eCommerce startup which became the largest independent booker of luxury hotels, and was sold in 2007 for over a 20X return to investors. Previously, Eric served in various executive roles at Washingtonpost.Newsweek Interactive (WPNI), including CFO, VP of Strategy, VP of Operations, and VP of Sales. Prior to WPNI, he was a financial executive in product development at Ford Motor Company, consulted at Deloitte, and founded a startup company, PrimeSource, which provided financial and strategic consulting services to Fortune 500 clients. Eric has an engineering degree from M.I.T. and an MBA from the Sloan School at M.I.T.

An accomplished Ironman and Olympic-distance triathlete, Eric is a co-founder and Managing Partner at PublicRelay, a market-leading enterprise software company providing advanced media intelligence solutions to large corporations, trade associations, and government agencies.



HANNAH KUMMER, ASSOCIATE, UDATA PARTNERS

Hannah Kummer joined Udata in 2015 as an Analyst. Hannah is a graduate of Georgetown University, where she completed her studies in three years and earned a B.A. in Economics, and minors in Government and Business Administration.

Hannah previously served as an intern at Udata during her years at Georgetown.



JEANNETTE LEE, CEO, IIA TECHNOLOGIES CORPORATION

Jeannette is founder and CEO of Cyper LLC, specializing in cybersecurity, IT solutions, and healthcare services. Previously she was CEO of MoboTour LLC, a fast-growing SaaS product company for security guard touring and property management functions. Formerly as founder and CEO of Sytel, Inc., a high-end IT solutions company. Jeannette's 20+ year career included: start-ups, mergers and acquisitions and business turnarounds. After building Sytel from \$0 to \$50 million in highly-profit-

SPEAKERS

able revenues, she exited to a publicly-traded company, Techteam Global LLC.

Jeannette served as chair of United Way of Montgomery County Maryland; founding board member of TEDCO; Board of Visitors – University of Maryland; Board of Trustees – George Mason University; and as advisory board member of Celebrity Pets LLC, a venture started by actress Jaclyn Smith.

Jeannette received many recognitions for her entrepreneurial achievements and was listed by the Washingtonian Magazine’s “100 Most Powerful Women in Washington”, INC. Magazine’s Hall of Fame for making the list of 500 fastest-growing companies in US for five consecutive years, and was named “30 Women of Historical Significance in Montgomery County” Maryland. Jeannette is a member of the Chief Executive Organization, and has also been an active member of YPO and several DC-region Angel funds.



LENARD MARCUS, GENERAL PARTNER, EDISON PARTNERS

Lenard is responsible for leading Edison investments in companies primarily located in the mid-Atlantic area. Lenard co-leads Health Care IT investments and leads Edison’s Security practice. Lenard is active in the mid-Atlantic venture community serving as a board member for the Virginia’s Center for Innovation and Technology, which focuses on investing in early stage companies in the Virginia Commonwealth. He is also a member of the Mid-Atlantic Venture Association (MAVA), Deloitte & Touche Technology, the Greater Baltimore Technology Council, and the Northern Virginia Technology Council.

Lenard began his career at IBM where he worked as a Financial Analyst for IBM Global Services. His main responsibilities were overseeing a budget of \$80 million and partnering with international locations to decrease the project costs of IBM Global Services West. Later, Lenard worked for Princeton eCom—an online bill payment company—where, as Manager of B2C Implementations; he oversaw one of the largest joint ventures in the company’s history. Lenard also worked in health-care investment banking for Wachovia Securities.



DAN MINDUS, FOUNDER & MANAGING PARTNER, NEXTGEN VENTURE PARTNERS

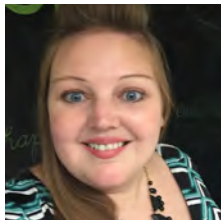
Dan Mindus is Founder and Managing Partner at NextGen Venture Partners, a network-based seed stage venture firm that brings together 900+ part time Venture Partners to participate in the investment process. Dan has been included three times on Washingtonian magazine’s list of 100 DC Tech Titans. He started his career at the investment research firm Gerson Lehrman Group. He holds a BA from Yale and an MBA from Harvard Business School.

SPEAKERS



JEFFREY MUND, FOUNDER & MANAGING PARTNER, MCVV

Jeff is a Venture Investor, Advisor, and Entrepreneur. In the public sector, Jeff served on active duty as a Naval Officer. He worked in surface warfare and aviation operations, and represented the USA as a member of the All-Navy and All-DOD volleyball teams. In the private sector, as General Manager Jeff led the Mid-Atlantic (USA) for Deutsche Post. As a Management Consultant Jeff has led engagements with leading firms in supply chain, cyber, medicine, and television. Leading MCVV Partners' investment practice, Jeff helps leaders and organizations focus, execute, and celebrate their vision. Jeff graduated from The Naval Academy with a degree in Economics and earned his MBA at the Wharton School.



JENNIFER O'DANIEL, INVESTMENT DIRECTOR, CIT GAP & MACH37

O'Daniel joined CIT in 2004 to help start the GAP Fund, where she leads seed and early stage investments in tech companies. O'Daniel also leads investments at MACH37, a cyber security accelerator. O'Daniel holds a biweekly roundtable for female founders and a biweekly roundtable for startup founders. She is also the co-founder and managing director of VT Investor Network (VTIN) a 75+ member angel group that invests in Hokie-led startups.



BRIAN PARK, MANAGING PARTNER, FISHBOWL LABS

Brian is a startup evangelist, advisor, and angel investor. He is the Managing Partner at the Fishbowl Labs, a premiere startup incubator in the Washington DC area. Chapter Director for Startup Grind DC. He is also the Director of Product at Real Time Cases, an Edtech startup that connects university classrooms to company boardrooms. Forbes Top 17 Business Gurus to Follow. He has a BS from Carnegie Mellon University.



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.

SPEAKERS



TYRELL RIVERS, EXECUTIVE DIRECTOR, CORPORATE DEVELOPMENT AND VENTURES, ASTRAZENECA

Dr. Tyrell Rivers is an Executive Director within AstraZeneca's Corporate Development group, having responsibility for equity investments, mergers and acquisitions, and divestments. Prior to this role, Dr. Rivers was at MedImmune Ventures where he specialized in biotechnology investing, and at Merck & Co., Inc. where he led the technical support for multiple commercial vaccine franchises and subsequently directed global business initiatives for accessing key technologies for research and development. Dr. Rivers earned his BS in Chemical Engineering from the Massachusetts Institute of Technology, a PhD in Chemical Engineering from University of Texas at Austin, and his MBA from the New York University Stern School of Business. Dr. Rivers also serves on the Board of Directors for Armaron Bio Ltd, Corvidia Therapeutics, G1 Therapeutics (GTHX) and Viela Bio and as a Board observer for several private companies.



NASIR QADREE, ASSOCIATE DIRECTOR, SOCIAL INVESTMENTS, AT&T

Nasir serves as the Associate Director of Social Investments at AT&T, focusing on education and employment tech investments and philanthropy that empowers students, workers success and career readiness. Nasir has executed impact investments across multiple sectors and geographies in the US, Latin America, Africa, and Asia.

Prior to AT&T, Nasir led Village Capital's Economic Opportunity portfolio, investing in high growth businesses around the world solving pressing challenges in Education, Health, and Financial Services. Nasir began his career at Goldman Sachs, and later worked at State Street Corporation as an equities sales trader. In 2013 Nasir joined Newark Mayor Cory Booker as Co Chairman of Innovation and Technology during his Senate campaign. In 2014, Nasir was appointed as the Special Assistant to the Commissioner of Education at the Connecticut State Department of Education, focusing on improving digital learning and infrastructure to empower teachers to improve persistently low-performing schools.

Nasir serves on the boards of Center City Public Charter School and Center Point Education Solutions in DC. He's also committed to completing 51 full marathons, in all 50 states and D.C., having already completed 17 to raise \$1 million in scholarship funding for first-generation college students. The Atlanta native resides in DC and holds a Bachelor's of Science degree from Hampton University.

SPEAKERS



JAKE TARR, MANAGING DIRECTOR, KINETIC VENTURES

Jake joined Kinetic Ventures in 1987. His investment activities focus on transaction-based and SaaS solutions, emerging mobile concepts, and power/clean technologies. He is a director of APX Holdings, LeaseTerm Solutions, AnyPresence, and 9Lenses. Earlier investments include SmartSynch (acquired by Itron; NASDAQ: ITRI), Clear Standards (acquired by SAP AG; NYSE: SAP), Peace Software (acquired by First Data Corp.), Innova (NASDAQ IPO, acquired by DMC), Xenergy (acquired by Energy East), and Liberty Technologies (NASDAQ IPO). Earlier in his career, Jake worked as a currency trader with the Bank of New York. He received his BA degree from Roanoke College and his MBA from Harvard Business School.



MANISH THAKUR, MANAGING PARTNER, OPTION3VENTURES

Manish brings a 20 year background in investing, finance and public policy. Prior to founding Option3Ventures, he has worked at Merrill Lynch, SG Cowen and HSBC where his responsibilities included managing initial public offerings, private placements, mergers and acquisitions, private equity and strategic investments. During his time as an investment banker, Manish has covered communications, defense, satellites and technology industries. Manish has also worked in the aerospace & communications sector, having served as CFO of Ellipso, a Washington-based satellite venture by the Boeing Company.

During his various assignments, Manish has had extensive experience both in the United States and globally, having worked in India, Indonesia, Mexico, Thailand and Russia. Outside of the investment industry, Manish serves as National Security Coordinator for USINPAC, a Washington-based political action committee. Manish holds an MBA from Columbia Business School and a BSc. from the University of London.



CHERIAN THOMAS, CO-FOUNDER & CEO, SPOTLUCK & OCTOPUS PLAY

Cherian Thomas is the Co-Founder & CEO of Spotluck—a nationally ranked dining app that provides yield management to the restaurant industry. Spotluck's gamified spin on “deciding where to eat” makes the app fun for users while its proprietary software maximizes restaurant occupancy (and profits) through smart discounts that change based on day, time, weather and other factors that impact restaurant occupancy. Spotluck has raised ~\$10M in venture capital and featured Bloomberg, The New York Times, Entrepreneur.com, MSNBC, and several other media outlets throughout the U.S.

Cherian is the co-founder and CEO of Play Octopus—a location-based advertising platform within Uber and Lyft vehicles. Octopus is aims to disrupt traditional OOH

SPEAKERS

advertising by delivering geo-fenced video ads with interactivity and passenger detection to an extremely captive audience.

Cherian received his M.B.A. from Hood College and Masters in Leadership from Georgetown University's McDonough School of Business. Recently, Cherian delivered the 2017 Graduate School Commencement at Hood College becoming the college's youngest recipient of an Honorary Doctorate since 1893.



ROSEMARIE TRUMAN, FOUNDER & CEO, CENTER FOR ADVANCING INNOVATION

Rosemarie is a Growth Strategist, Entrepreneur, Venture Fund Partner and Startup Catalyst. Rosemarie's 25+ year career has focused on creating investment/growth strategies and driving subsequent transformations that result in sustainable, profitable growth within industries including High Tech, Life Sciences, Private Equity, Financial Services, and more. Rosemarie has led over 200 strategy engagements for more than 50 of the Fortune 100 and over 75 startups spanning 15 countries and 24 states resulting in ~\$210B in top-line growth through strategy realization. Having started her career at Goldman Sachs, Rosemarie's most recent corporate role was at IBM where she led IBM's Innovation Strategy Practice area globally. Now Rosemarie runs the largest accelerator program in the world and been the catalyst for 200+ startups over the last 4 years.



CAROL VAN CLEEF, CEO, LUMINOUS GROUP

Carol Van Cleef, CEO of Luminous Group and a partner in NuArca, is a lawyer and consultant who specializes in Blockchain and Cryptocurrencies. Carol is a FinTech lawyer by background, having worked with various payment technologies from more than 20 years. She has been immersed in digital and virtual currencies for more than 10 years. She represents clients through out the cryptocurrency ecosphere, including exchanges, miners, software development companies, private equity and venture capital firms as well as banking organizations. She has been actively working with clients on designing and implementing ICOs and token offerings. Carol advises clients on a full range of legal and regulatory issues impacting this space including state money transmitter licensing, anti-money laundering and compliance, consumer protection, privacy and data security. Carol is a Certified Anti-Money Laundering Specialist (CAMS) and created an AML compliance bootcamp for virtual currency related companies. She is launching in late May a compliance bootcamp for companies that have completed or are contemplating ICOs. She sits on the advisory board of several Blockchain related companies including Surrency.

Carol is a graduate of Georgetown University's School of Foreign Service and American University's Washington College of Law.

SPEAKERS



MARK WALSH, EXECUTIVE CHAIRMAN, FACTBA.SE

Mark Walsh is the CEO of FactSquared, an AI and Machine Learning startup based in Washington DC. It is angel funded. He was head of Investment and Innovation for the SBA in the Obama Administration. He ran all SBIC, SBIR, Accelerator/Incubator and growth activities, and was appointed to key committees at the Securities and Exchange Commission and Department of the Treasury Administration.

That was his first government position. Prior, he had a 30+ year career in technology, media, venture capital, and angel investing. He was ceo of a high growth public company, (VerticalNet NASDAQ: VERT) was a senior executive at GE, AOL, and HBO, and has invested in and/or served on the board of many high profile public and private companies. He also served as the first chief technology advisor to the Democratic Party in 2002 and ran the internet efforts for John Kerry's presidential run in 2004 - and he was the founding CEO of Air America Radio.

He was lead independent director for Thestreet.com, the media company founded by Jim Cramer. He also served as a venture partner for Revolution, Inc. in Washington, D.C., the investment fund started by AOL colleagues Steve Case and Ted Leonsis. He has served on several prominent not-for profit boards, including the Bipartisan Policy Center (where he was chair), the Philadelphia Orchestra, the New York Theatre Workshop and many others.



TOM WEITHMAN, CHIEF INVESTMENT OFFICER, CENTER FOR INNOVATIVE TECHNOLOGY

Tom serves as the President and Chief Investment Officer for MACH37 and the Managing Director of the CIT GAP Funds. Beginning in 2004, Tom Weithman has established and grown CIT GAP Funds, a family of seed-stage venture funds focused on making equity investments in the Commonwealth of Virginia's most promising tech, life science and clean tech companies. In forming GAP Fund I, Weithman brought together initial investment capital, developed and implemented all deal sourcing, due diligence, and portfolio management processes, and recruited all members of the investment team and GAP Fund board. Building on the success of GAP Fund I, Weithman launched the GAP BioLife Fund and the GAP Tech Fund in 2007. Through CIT GAP Funds, Weithman's team has placed more than 200 seed-stage equity investments and attracted more than \$600M of private equity investment to the balance sheets of CIT GAP Funds portfolio companies. Weithman maintains leadership for all day-to-day fund operations, investment strategy, and portfolio management activity for CIT GAP Funds. Under Weithman's leadership, CIT GAP Funds and MACH37 have gained national recognition as one of the nation's most active early stage venture funds and a premiere provider of capital to cybersecurity start-ups.



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

www.2020gene.com
www.OneTestforCancer.com

Key Strengths

- *First mover in commercializing multi-cancer detection blood test powered by machine learning algorithms, built w/ real-world data from tens of thousands of individuals (“OneTest”)*
- *Successfully test marketed OneTest in the D.C. area in March 2018 demonstrating strong consumer demand and willingness to self-pay*
- *Filed w/ SEC in March 2018 for IPO under Reg. A+*
- *Completed oversubscribed equity crowdfunding round under Reg. CF in Dec. '17 (named one of top 20 of all time)*
- *Backed by Ping An, owner of the largest digital health app in China*

Strong Leadership

Veterans of leading diagnostics and life science firms including:

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

Please see our web site for management bios

Most Recent Financing

\$6.0 million Series A Preferred led by Keiretsu Forum, current investors, Ping An Ventures, a Chinese strategic investor, and Crowdfunding investors.

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

Executive Summary

OneTest™: New Multi-Cancer Blood Test & Machine Learning Algorithm for Broad Spectrum Early Cancer Detection

In March 2018, 20/20 began to test market in the Maryland / D.C. area a blood test for the early detection of multiple cancers called *OneTest™*. This product is believed to be the world’s first cancer screening blood test powered by a machine learning algorithm built from data from tens of thousands of individuals screened yearly in a real-world clinical setting. Tests built with data from individuals tested before developing symptoms of cancer tends to be more reliable for screening than blood samples from patients after they were diagnosed with cancer.

OneTest™ is designed to run on testing instruments already installed in thousands of clinical labs worldwide reducing adoption barriers while permitting a very scalable commercial model.

East-to-West Model

Blood testing to screen for many different cancers, though not yet widespread in the U.S., is very common throughout East Asia. Every day millions of individuals in Japan, Korea, and China, and elsewhere in Asia visit “Health Check Centers” where they are tested with many of the same biomarkers that are part of *OneTest*. The foundation of our product is based on this East Asian testing paradigm, but our proprietary algorithms substantially improve the accuracy—by more than 60%—over biomarker testing alone.

In light of our significant market opportunities in both the West and the East, we expect to offer *OneTest* both in the U.S. and throughout East Asia. Ping An, one of the largest health insurance and digital health companies in China, is already a 10% shareholder of 20/20 and is expected to contribute to the success of our China strategy.

Potential “Mini-IPO” under Reg. A+

In Q’4 2017, our company ran an equity crowdfunding campaign under SEC Regulation CF which permits companies to raise up to \$1.07 million per year, becoming one of fewer than two dozen companies to reach this maximum amount. This Reg. CF offering was a successful experiment to ascertain whether we could simultaneously attract customers and retail investors. We succeeded in this goal as over 1,000 cancer tests were pre-ordered during this campaign from over 1,900 investors.

On March 9, 2018 we filed a Reg. A+ Offering Statement with the SEC. Companies qualified with the SEC under Reg. A+ can, at their discretion, stay private or become publicly traded on a stock exchange and can raise up to \$50 million per year from accredited or non-accredited investors.

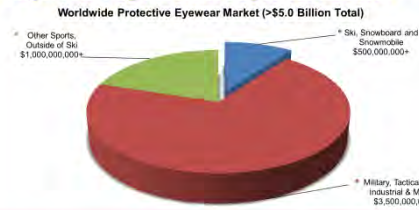
The valuations of several publicly traded companies focused on early cancer detection that have little or no revenues average about \$125 million.

PLEASE SEE LEGAL NOTES ON THE FOLLOWING PAGE ABOUT OUR OFFERING.

May 2018



Major Anti-Fog Protective Eyewear Markets



ABOM TECHNOLOGY

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

MANAGEMENT TEAM



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



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



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



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



Bryan Greear: Global Commercial Business Development; 25+ years of electronics product development, marketing and sales, partner/alliance development and more in Fortune 100 companies.



Joe Austin: Global Military / Tactical Sales Executive; 40+ years' experience, US Army & business, last post as Office of the Secretary of the Army Legislative Liaison Officer to US Congress.



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



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

FINANCING

- **\$3.0M Preferred Series A-2 Financing Underway**
 - Have raised over \$1.7 million so far
 - \$12 million pre-money valuation
- Previous **\$9.4** is in Abom Preferred Series A and A-1, led by founder David McCulloch and several other investors
- **Grants:** Notified that Abom has won a SBIR grant for next generation products; more are in the works.
- **Future equity financing:** to grow faster or not needed.

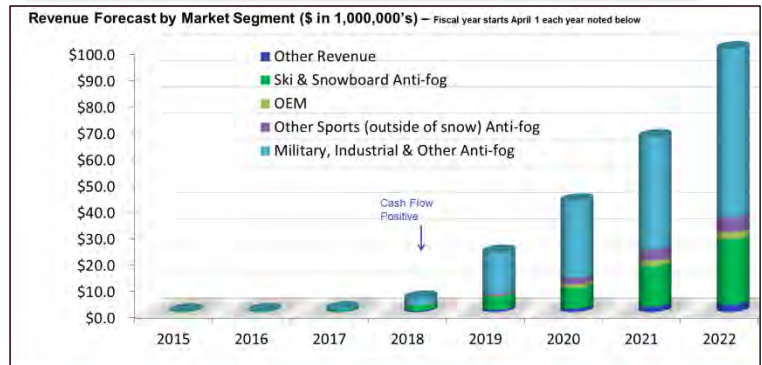
INVESTMENT RETURN POTENTIAL

- **Exit Plan** – Sale to Strategic Buyer or IPO in 2-3 years
- **Potential Buyers Include** – Uvex; Essilor; Safilo; Polaris; Smith; Revision; Textron; BRP; Honeywell; & others
- Exit likely at a high strategic value, with Abom's IP and wearable technology vs. traditional multiples

ABOM ADVANTAGES

- **Innovative Technology:** well designed and disruptive heated anti-fog protective eyewear
- **Solid IP protection:** through patents and trademarks
 - 25 patents issued and 32 patents pending
 - More patent applications expected in coming months
 - 48 trademark applications in so far & more to come
- **Large Market:** \$100B+ Global Eyewear Market Worldwide, with smaller immediate markets for Abom's initial anti-fog inventions
 - Military, Tactical, Industrial & Medical Eyewear >\$3.5B
 - Snow Sports goggle market >\$500M
 - Other Sports applications market >\$1.0B
- **Significant Traction Already:**
 - Revenues started in 2015, significant growth 2018+
 - Several solid growth initiatives are under way

FINANCIAL PLAN



Goggle Pricing:

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

OUTSIDE BOARD MEMBERS AND SELECTED ADVISORS



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



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



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



L.J. "Bud" Evans: Chairman Advisory Board; 40+ years' experience; former NASA official and Chairman of US Whitehouse Cabinet Council Working Committee on Technology Commercialization



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



Abom's Sense, Compute and Heads-up Display System

CONTACT INFORMATION:

Phone: 503-430-5494
7145 SW Varns Street, Suite 101;
Portland, OR 97223

Jack Cornelius, CEO: jack@abom.com

David McCulloch, President:
david@abom.com

Don Megrath, CFO: don@abom.com

DESCRIPTION:

Airgility was formed in April, 2018. Working at the intersection of aerodynamics, advanced manufacturing, electric propulsion and artificial intelligence we have evolved from just an idea to rapid R&D and testing and an expanding portfolio of Partners and joint ventures. Airgility's mission is to provide the best unmanned aircraft systems (UAS) for situational awareness and decision making. Our vision is to be a leading UAS developer providing solutions for military, public and commercial service sectors. We were recently awarded a DHS contract for specific public safety missions. We have a pipeline of close to \$5M in potential contracts leveraging counter drone, and flight training missions. Our focus is concentrated on fulfilling and growing this pipeline.

ADVANTAGES:

We have a competitive advantage because our aircraft are designed to carry more payload, they are easy to launch and to transport and are less complex. Our IP protects our design and no other company can offer something similar. Designed and built in the USA, Airgility is ITAR.EAR compliant.

THE MARKET:

From extensive customer discovery through 100+ discussions with potential clients and partners, we have found an enormous need for a US based hardware manufacturer with an effective design that blends the advantages of payload, and distance combine with the speed of a fixed-wing drone with a small footprint. Goldman Sachs, Accenture and other studies predict that UAS alone could add \$100B to the US Economy by 2025. Drones will be ubiquitous worldwide, whether in communications, energy, medicine or financial series. UASs can be divided into three categories based on their drive mechanisms: multirotor, fixed wing, or hybrid. Multi-rotors are simple to operate but, extremely limited in their range and payload capacity. Fixed wings are efficient and have great range, but hard to operate, more difficult to transport, and requiring a runway for takeoff and landing. Helicopters have good payload capacity and medium range, but are more complex, difficult to fly autonomously, dangerous, require more maintenance and very prone to damage. Airgility is developing hybrid vertical and takeoff aircraft (VTOL) that can hover as needed but can also transition to faster and more efficient fixed-wing flight and don't require any infrastructure for takeoff and landing.

COMPETITION:

While there are a few small companies developing VTOL drones, the vast majority of the competition generally falls into two categories: quad copters and fixed wing drones. Fixed wing drones, like the Reaper and Predator used by the US military, are generally larger, more expensive and designed for distance and large payloads like munitions. Some are used for delivery of critical products to remote locations but require skilled pilots, landing infrastructure and significant capital. Quad copters range widely in size and capabilities from toys to photo/video specific versions like DJI's Phantom line to prototypes for delivery of goods by Amazon. However, quad copters are slow, typically cannot travel long distances, and usually lack the ability to carry significant payloads. Our main competitors are sellers of other USA built hybrid VTOL solutions such as the Advanced Aircraft Company and Vertical Technologies.

FUNDING REQUIREMENTS & REVENUE FORECAST: We are requesting \$2M to accelerate our product development and to service our current pipeline of approximately \$5M for 2018. We can provide forecasts for growth and more detailed projections upon request.

Airgility, Inc.

Address: 1900 Campus Commons Drive, Suite 100, Reston, VA 20191

Tel: 703-798-7850

Mobile: 703-798-7850

Fax: 703-766-6501

E-mail: pramod@airgility.co

Website URL: www.airgility.co

■ KEY PERSONNEL**Evandro Valente, Founder & CTO**

Inventor/IP & product owner, UMCP Faculty and aerospace graduate, 15+ years unmanned aircraft design, build, and fly. Expert in aerodynamics, materials and fabrication

Pramod Raheja, Founder & CEO

27+ years aviation operations experience, 15+ years serial entrepreneur, sales & business development and UMCP aerospace graduate

James King, Engineer

Systems & Control Engineer

Scott Strimple, Director of Flight Operations

30+ years manned and unmanned aircraft

■ COMPANY STATUS

Founded: 2017

Ownership: Evandro Valente & Pramod Raheja

Total Funds raised to date:

\$265K in Grants, \$150K TEDCO note

Company Status:

Delaware C

■ INTELLECTUAL PROPERTY**Patent:**

Exclusive license on international (PCT) patent application (No. 16/49429). The International Search Report issued by patent authority on 15 Nov 2016 is favorable and does not indicate major patentability issues. While there is a plethora of drone related patents, none combines exoskeleton, lifting wing and vectored thrust to produce a combination of payload weight and volume with long range, high speed, and overall practicality of the solution that the market demands.

Opportunity

Problem & Solution

Problems Worth Solving

Over the last 20 years, we've seen the developing world successfully leapfrog dependence on landline based communications with cell phones, centralized banking with mobile money, and centralized energy infrastructure with wind and solar power. These advancements all occurred as a result of centralized infrastructure being too slow and expensive.

However, there's a tremendous disconnect in the way that we are looking at the world water crisis. The World Health Organization (and most of the world) define the world water crisis as access to an "improved water source" or water that "is likely to be protected from outside contamination, in particular from contamination with fecal matter". The problem is that improved water is by no means safe to drink (<https://goo.gl/phe3bv>). As a result of this, 1000s of children die every day and over half of our global population is forced to rely upon boiling water and buying bottled water.

These solutions are killing our people and our planet and people in the developing world deserve a better option. Organizations like governments and NGO's are approaching the issue, but their attempts for a solution are too slow, corrupt, and ineffective. The reality is, they are the only possible solution for billions of people who are essentially forced to wait for help from these groups, making this broken system ripe for disruption. The world needs to focus on solutions that have the potential to be delivered on a timeline and with price that actually make sense.

Our solution

At Aquas, we believe the future of water is clear. We are democratizing access to clean water around the globe with the Aquastar Water Filter and the Aquasafe Water Filter; complimentary products that offer a faster, cheaper, and safer alternative for obtaining clean water throughout the developing world.

Aqusafe Water Filter

The Aquasafe water filter is capable of producing enough water for over 50 people per day (1,440 liters per day/1 liter per minute), and easily attaches to a bucket or faucet. It is a mechanical filter meaning require any chemicals, pumps, or electricity. It has been independently tested and certified by an EPA accredited lab, and has a 3 year lifespan.

The filter's ability to generate such a high amount of potable water per day introduces a unique opportunity for customers to become #Waterpreneurs- selling water in their small businesses or to their communities for a small fee. This is a pivotal characteristic because it makes the Aquasafe filter an opportunity that can provide a return on investment for poorer customers, thus making this innovation accessible to people of all income levels.

Aqustar

The Aqustar water filter, a smart water vending machine. It is the centerpiece of a platform that will rewrite the way we tackle humanity's greatest challenges throughout Africa and the developing world.

Using mobile money (86% of Kenyan households use mobile money, trend to continue throughout the continent) our customers can purchase water at 1/4th of the price they are paying for bottled water. Aqustar deployment will begin in urban areas where it will be connected to the electrical grid (with an internal backup battery) and central water lines. As we expand to rural areas, the Aqustar will shift towards more off grid solutions such as . From the customer's perspective, this is all they will see. In order to make this happen, the Aqustar will connect the internet via 3g/LTE/GSM and/or satellite communication. As for transactions and verification, the Aqustar filter will utilize an Ethereum based payment and verification system which not only eliminates the tremendous cost of foreign exchange, international remittance, and other transaction fees but also increases the speed and security of each transaction. Because the Aqustar filter is connected and built upon the blockchain, we will be able to grant our customers digital identities. The immediate opportunities with the Aqustar based platform include ecommerce, microfinance, impact investing validation/verification, and even mesh network connectivity.

AR Imaging
 michael@arimaging.com
 703-906-3544

INITIAL MARKET OPPORTUNITY (US ONLY)

>100,000 Physicians
 >1,000,000 Procedures/Year
 ROW 50% of Available Market

Plastic surgery
 (Breast conserving & reconstructive surgery)

Cancer surgery
 (Tumor Resections & Lymph imaging)

Thyroid/Parathyroid & Brain Surgery

TEAM

Michael Riemer, CEO, 30+ years early and growth stage ventures with 3 exits and 5 patents.

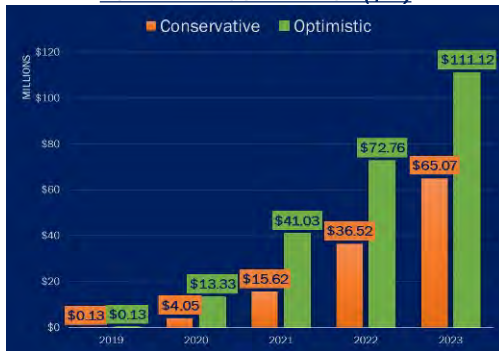
Frank Papay, MD, Chief Medical Officer, Chairman, Dermatology and Plastic Surgery Institute, Cleveland Clinic

Yang Liu, PhD, Chief Technology Officer, Principal investigator for medical virtual reality and intraoperative imaging grants from US Air Force, Army, NASA, and ODOD

Andrew Moan, Chief Product Officer, 15+ years product development for AR, VR and AI (Apple, Microsoft, US Navy)

Peter Tippett, PhD., MD, Chairman, Currently CEO/Founder of Healthcelerate, previously Verizon Chief Medical Officer and VP Innovation Incubator and successful serial entrepreneur.

ESTIMATED US REVENUE (\$M)



6-10% surgeon penetration by 2023
 US represents 50% of WW opportunity

\$3.5M REQUESTED FUNDING

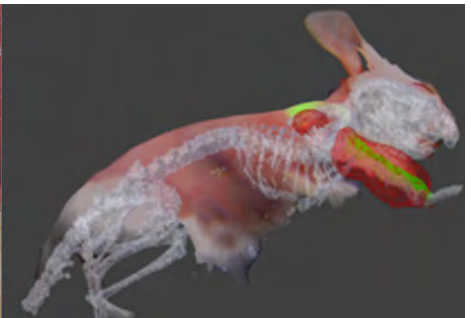
Initial \$1.5M as convertible note with additional \$2M to complete Series A. Company will require another \$5M to be cashflow positive.



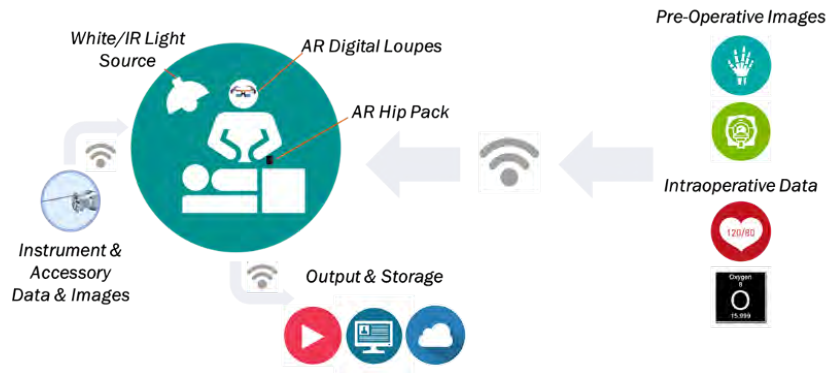
Other than infection, tissue differentiation is the biggest surgical challenge – where, what and how much to cut.

Verbal and visual distractions from 2D monitors lengthen procedures and negatively impact patient outcomes.

Imagine a surgeon putting on AR-enabled glasses (digital loupes), seeing 3D color images of tissue perfusion, cancerous areas lighting up like a Christmas tree, and pre-operative diagnostic images (e.g. CT, MRI) superimposed on the surgical field.



AR Imaging's goal is to reduce the time and cost for hospitals and physicians while improving the patient outcomes from medical and surgical procedures by revolutionizing clinician visualizations and situational awareness.



IP & TRIAL STATUS

AR Imaging has a working prototype and three PCT applications licensed from the University of Akron. Three trials (Breast Cancer Lymph Node (Active - NCT02802553), Blood Perfusion Flap Viability (Approved) and Basal Cell Carcinoma (In Process)) are in process at the Cleveland Clinic. Initial surgery performed by Dr. Stephen R. Grobmyer, Director, Surgical Oncology at the Cleveland Clinic.

BUSINESS MODEL

Sale of AR Digital Loupes (<\$10,000) plus SaaS software license fee (<\$1000/month). Other revenue from add-on software, self-service filter-camera options, accessories & disposables, 3rd party licensing fees, data service offerings and professional services.

PAYMENT & REIMBURSEMENTS

Hospitals and physicians can obtain reimbursements and payments from existing DRGs and ICDs.

FDA PATHWAY

Pre-submission package in development and meeting being scheduled. As a class 2 device a 510K will be submitted with predicate device (Novadaq). Expected to be a short approval process (e.g. <6 months)

COMPETITION

Stryker purchased Novadaq (\$710M on ~\$70M revenue) in late 2017 but has achieved limited market penetration (5-10%) due to equipment costs (\$250,000), workflow impacts, and poor usability (lights off requirement). Other offering while less expensive are still \$1.3M to \$2.4M more costly over 3 years. HoloLens, Google Glass and other AR glasses are not optimized for clinical procedures and are focused on training or planning.

Executive Summary

Atero (the “Company”, “we” or “us”) has developed a proprietary eCommerce platform for dealers to build an online store under their own brand. The platform presents manufacturer’s product data in an accessible digital platform, providing a consumer-like experience for complex commercial transactions. This allows dealers to connect manufacturers to end users, simplifying and managing the transaction process while capturing orders online.

The eCommerce platform was launched on April 1, after Beta testing from December 2017 to March 2018. First dealers have signed up and the Company has a dealer pipeline to on-board to the platform over the coming months. The Company is seeking \$3,000,000 of initial capital to execute on a roll-out of this platform in the initial chosen markets, which will build strong revenues, cash flow and value.

- Atero’s proprietary eCommerce platform brings complex B2B transactions online for thousands of dealers, manufacturers and end buyers.
- The platform was beta-tested from December 2017 to March 2018 and launched on April 1.
- Initial two markets targeted have \$43Bn of transactions annually, with at least five further markets identified.
- First dealers have already been added and first transactions completed.
- Atero charges a 5% fee on every transaction.
- Each dealer adds an initial \$75,000 annual revenues for Atero and potential for \$750,000 annually over time.
- Initial investment of \$3M creates EBITDA of \$3.7M in Year 2 and a self-financing growth rate of 36.5% annually.

Market Opportunity

Connecting dealers, manufacturers and buyers with digitized product data and an automated transaction process presents a \$43Bn opportunity based on the initial focus on two markets: Food Equipment (\$13Bn annually) and Janitorial-Sanitation (Jan-San) (\$30Bn annually), both of which have a wide range of products with strong re-order requirements, playing to the key strengths of the eCommerce platform.

In addition to these initial markets, we have identified similar opportunities in at least a further 5 markets for future development. The B2B eCommerce industry is worth approximately \$1Trn* in 2018, is growing at approximately 7%* annually over the next 3 years and currently represents approximately 11%* of overall B2B sales (*all figures provided by eMarketer.com).

Business Model, Strategy and Revenue Generation

In return for providing and managing the eCommerce platform, Atero charges a transaction fee of 5% of the gross order value. Atero also offers to on-board dealers for an on-boarding fee of \$1,100. This allows Atero to scale very quickly, with adding dealers the primary driver of Atero’s commercial activity. Each dealer brings the following potential, based on a 5% transaction fee:

End Buyers			Annual Order Range			Online Order %		Annual Revenues	
Min	Max	Ave	Min	Max	Ave	Starting	Potential	Current	Potential
5,000	10,000	7,500	\$5M	\$50M	\$15M	1.5%	100%	\$7,500	\$750,000



Stars you love. Stories that matter. Just for you.

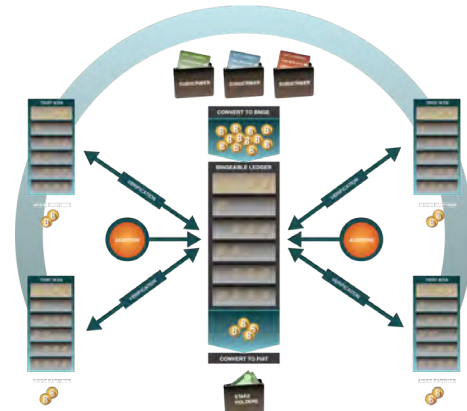
EXECUTIVE SUMMARY

Bingeable Network (BN) is a premium Streaming Video On Demand (SVOD) platform on which original films, series, music and books, created by the biggest stars, are delivered directly to their fans through a unique marketing engine that harnesses the powerful relationship they share via social media. Using BN's proprietary BLOCKCHAIN-POWERED tracking and compensation platform, content stakeholders will earn a share of the revenue of the entire network every time a fan watches their content, from the first dollar, with total transparency. Bingeable Studios LTD. UK (BSL) is the dynamic creative engine that will develop and produce Bingeable Original content to stream on Bingeable Network (BN). BN's already completed and deployable streaming service, tracking and accounting systems will allow it to be the first Netflix-caliber blockchain-powered network to launch.



Marketing and distribution in entertainment have always been under the control of just a few corporate behemoths. Their strangle-hold on these channels has allowed them to practice dubious accounting techniques - commonly referred to as "Hollywood Accounting" - rigging the system to hide earned revenue from content stakeholders and keep it for themselves. Even worse, the established video streaming networks neither allow for any stakeholder revenue participation nor the sharing of vital content performance data and consumer analytics.

In stark contrast to the status quo, the Bingeable ecosystem was built on the notion of radical transparency. Everything about the BN platform and business model is based in fairness, accountability and transparency. Content stakeholders share in the revenue of the entire network, including ancillary revenue like international sales, brand association, data licensing and ultimates. BN even freely shares performance data and consumer analytics that other platforms keep shrouded in secrecy.



BN has taken that transparency even further by transferring its platform to a distributed blockchain and tokenizing its core businesses. BN's Trust Network engages stakeholders (like the Talent Agencies, Guilds and Managers who were previously blindly reliant on the industry's centralized marketing, distribution and accounting systems) in verifying every transaction that takes place on BN. For the first time, stakeholders will have a clear window into the revenue being earned by their content and will no longer be forced to chase money that they've rightfully earned. This inclusion, and the financial benefits it represents, is why the company is already being presented a steady flow of content featuring top-tier talent with significant social media reach. Because of this, BN's model is positioned to become the new INFRASTRUCTURE FOR ENTERTAINMENT.

In addition, BN and BSL have a carefully conceived, executable plan to create THE DIGITAL CURRENCY FOR ENTERTAINMENT as a natural evolution of the tokenization of its core businesses. The completed streaming platform, the proprietary tracking and accounting systems and a slate of content from the biggest stars, ideally positions BN to quickly establish itself as the market-leading blockchain streaming service. The BN model will completely disrupt the existing dominant systems and, by building a "Trust Network" of stakeholders, including creators, talent and their representation, the company believes that the industry will be forced to either embrace BN's fairness and transparency or be left behind.

Bingeable Security Tokens (BNGST) provide an opportunity for accredited and qualified individuals and entities to participate in the economics of BSL. BNGST allows Token Holders to receive a return on the initial purchase price and a perpetual residual return through quarterly and annual distributions that will be tied to the revenue of BSL content and paid out through an escrow fund that will eventually be autonomously governed by a blockchain smart contract. Additionally, BNGST Holders would be given the opportunity to benefit from a liquidity event.



BlockSafe Technologies, Inc.

Executive Summary

BlockSafe Technologies, Inc. is taking the lead in securing the blockchain ecosystem with a suite of patented solutions that protect against an array of cyber vulnerabilities. Our products bring trust to the blockchain ecosystem by merging our innovative cyber security solutions with blockchain technology.

- Unlike existing security solutions that are reactive and easily breached, BlockSafe solutions are proactive and cutting edge.
- \$100 billion is spent annually on cyber security and still 89% of companies suffer breaches.
- The \$335 million blockchain technology industry is projected to grow to over \$2.3 trillion in 5 years.

BUSINESS DESCRIPTION:

The crypto world is built on a highly secure mathematical model, which is at the same time immature, fragile and vulnerable to cyber attacks and significant financial loss. Despite widespread perception that the permissioned blockchains are safe, there are inherent vulnerabilities, and by extension, crypto exchanges and digital wallets have vulnerabilities. BlockSafe Technologies® addresses these vulnerabilities and offers comprehensive solutions.

OUR SOLUTIONS:

Crypto Defender™ provides radical security for crypto wallets.

- Secure keyboard protects crypto wallet passwords from keylogging malware
- Secure clipboard protects against hackers redirecting transactions to their wallets
- Secure browser prevents hackers from stealing online transactions
- Available Q2 2018.

Exchange Defender™ provides radical security for crypto exchanges.

- Protects the exchange network from hackers with multifactor “out-of-band” authentication
- Protects an exchange’s customers with patented “coin verification” technology
- Protects private key databases from hackers
- Available Q3 2018.

Blockchain Defender™ is a holistic user management platform that offers the industry’s most comprehensive features for user access controls and a transaction verification layer that protects permissioned blockchains.

- Despite common perception, blockchains can be compromised; this is especially true due to the lack of multifactor authentication, transaction verification and policy enforcement tools.
- Blockchain Defender™ unleashes the power of the permissioned blockchain by enabling it to integrate with legacy systems and other blockchains without major modifications.
- Blockchain Defender™ provides the strongest security available through a combination of features, such as a blockchain firewall, two-factor authentication, policy enforcement, DDoS protection and a load balancer.
- Available Q2 2019.

INTELLECTUAL PROPERTY:

BlockSafe solutions are protected by six patents and four pending patents.

MANAGEMENT TEAM:

The BlockSafe Technologies, Inc. management team has over 100 years of cumulative experience in business leadership and cyber security. BlockSafe Technologies® is a subsidiary of StrikeForce Technologies, Inc., a company that has successfully delivered cutting-edge cyber security solutions for over 17 years.

CEO: Richard Zaziski

COO: Scott Whitman

CTO: Steve Ferman

CMO: Dave Mamane

Advisory team: George Waller, Ram Pemmaraju, Mark Kay

APPLYING ARTIFICIAL INTELLIGENCE TO SOCIAL NETWORKS TO PROVIDE EFFECTIVE PEER-TO-PEER FUNDRAISING

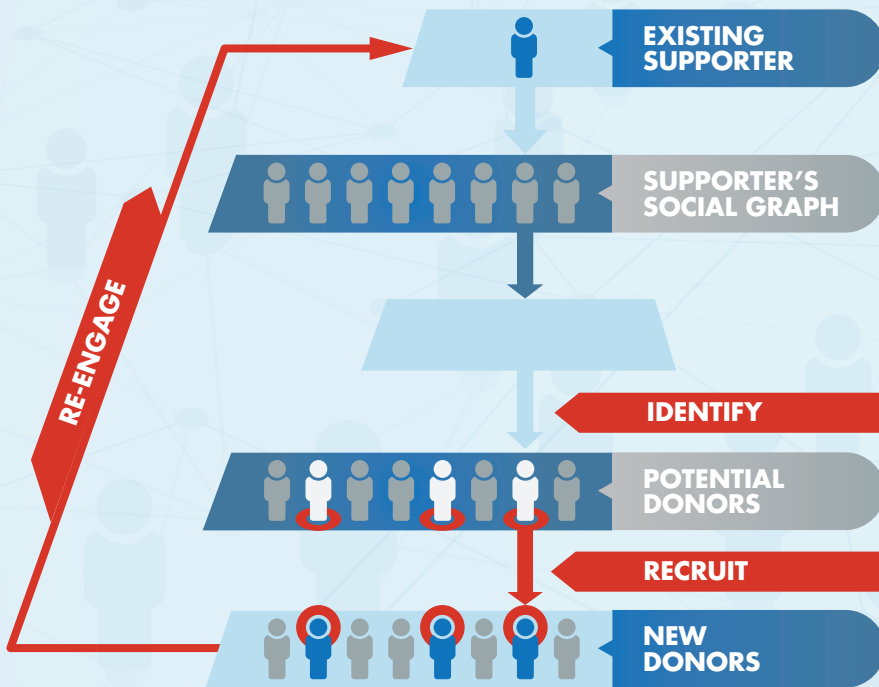
RAMP is an intelligent online platform that enables organizations to increase donations, save time, and use targeted outreach through **Crowd Ramping**.

RAMP includes:

- ▶ Payment Processor and Donor/Bundler Management Tools
- ▶ A Crowd Ramping Tool
- ▶ Donor and Organizational Analytics Tools

WHAT IS CROWD RAMPING?

- ▶ **ACTIVE:** Messages are sent from existing supporters direct to their contacts.
- ▶ **TARGETED:** Contacts are selected based on likelihood to give.
- ▶ **CUSTOMIZED:** Message content is tailored based on sender and recipient.
- ▶ **CURATED:** The right donors are reengaged at the right time the right way by the right people.



TRADITIONAL FUNDRAISING VS. CROWD RAMPING

Only Crowd Ramping enables an organization to simultaneously increase the quantity and quality of its donors, reach out using targeted tools that leverage social proofing, and improve reengagement, all while directly aligning costs with donations raised.

	MASS ADVERTISING	DIRECT MARKETING	DONOR RELATIONS	CROWD RAMPING
Builds organization's reach (quantity)	○	○		○
Identified potential supporters (quality)			○	○
Recruits using targeted tools		○	○	○
Leverages social proofing			○	○
Re-engages new supporters		○	○	○
Aligns costs directly with donations raised				○
	TRADITIONAL FUNDRAISING			OUR APPROACH

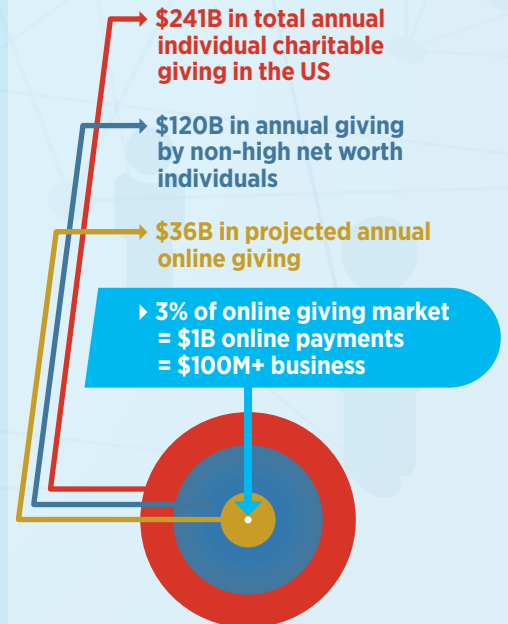


TRENDS TOWARDS PEER-TO-PEER GIVING

- ▶ Social fundraising is up 32%
- ▶ Non-high income individuals' donations grew by >50% last year
- ▶ Leukemia and Lymphoma Society raised over \$183 million using Peer-to-Peer (P2P) fundraising in 2013
- ▶ Nearly 1/3 of online donations come through P2P fundraising
- ▶ All age groups have a favorable attitude toward P2P fundraising (87% Millennials, 87% Gen X, 77% Boomers, 63% Mature)
- ▶ Email marketing by organizations to gain new potential donors is extremely difficult due to CAN-SPAM Act of 2003 and Google filters
- ▶ The most powerful form of marketing is a peer-to-peer referral because of the inherent credibility from the existing relationship
- ▶ P2P is more likely to deliver lifetime donors
- ▶ P2P is best positioned to benefit from the rapid growth of mobile and online giving

MARKET SIZE

Capturing only 3% of the online giving market yields a \$100M annual revenue business



SHAWN N. OLDS | shawn@campaign.partners | 202.630.3124
1775 Tysons Blvd., 5th Floor | Tysons, VA 22102

Executive Summary



118 N. Market Street
Frederick, MD 21701

michael@GOEFER.com
240-457-9667



G O E F E R

Management

CEO-Michael Herod
CTO-Jarred Nicholls

Industry

Energy and Technology

Amount of Financing Sought

\$915,000 Seed-Round

Current Investors

\$80k, includes \$35k from founders, and \$45k angel investors.

Use of Funds 10-month runway to hire key staff, build inventory, execute GDT ICO.

Exit Acquisition by data management firm.

industry, 10+ yrs. tech startup. Five-person Advisory Board.

Business Description: More than half of all electricity produced is used by plugged-in devices and there is little known about how they are used or perform, creating an energy problem plagued with inefficient or wasted electricity usage. We combine commodity hardware embedded with micro-smart meters that on the surface look like a traditional power outlet or strip, but when connected to our proprietary energy management cloud platform creates a 100% wireless solution that fits any customer's office or home. Every device connected to GOEFER provides millions of data points a month, each one providing an opportunity for customer control, insight, savings. Future value is powered by the GOEFER Energy Data Network, the world's first open and decentralized energy data network fueled by blockchain technology to provide a globally accessible resource for data and analytics.

Company Background: GOEFER Inc. became a Delaware C-Corporation in 2016 and has completed beta tests, market and customer investigation, back-end and UX software, and gathered 200+ pre-orders in preparation of launch.

Management: Michael Herod-22 yrs. in construction and facilities industry, 12 yrs. sustainability consultant. Jarred Nicholls-15+ yrs. software and technology

Products/Services: The initial product is the GOEFER app enabled Wi-Fi Smart Power-strip and future products include wall outlets and light switches. Commercial customers receive dashboard access to manage their portfolio and can opt for a private GOEFER Mess-network for communications between the devices. Continued value will be provided when customers participate in the GOEFER data ecosystem where they can sell their energy data and preferences and be paid for their contributions in GOEFER Data Tokens (GDT)—a cryptocurrency asset that acts as fuel in the GOEFER ecosystem for a variety of products and services. The Energy Data Marketplace is an information portal where businesses, governments, or organizations can purchase and redeem GDT to accomplish a variety of tasks including but not limited to running internal or market-scale reports, view real-time plug load electricity use.

Technologies/Special Know-how: We've combined our expertise in construction with big data processing and machine learning to create GOEFER's proprietary solution that is unique and patentable in its ability to provide real-time control, data analytics, and intelligence of plug load energy at massive scale.

Market: The demand for energy efficiency equates to \$300B spent annually worldwide. US market contains 87.4B sqft of commercial buildings and 135+ million households. The average office worker uses 7 plugged-in devices at work and the average home has 65 plugged-in devices. Department of Energy predicts plug load demand will increase 49% by 2030.

Distribution Sources: Sale Partners, Ecommerce (website, Amazon), Energy Rebates, and retail stores.

Competition: The known competitors are BOSS Controls, Keewi, Bert, Ibes, and Sustain Solutions. However, they only accommodate 10-15% of a customer's needs, offer no analysis, are not scalable, or do not generate future value. There is no competition in creating an energy data marketplace, GOEFER is the first.

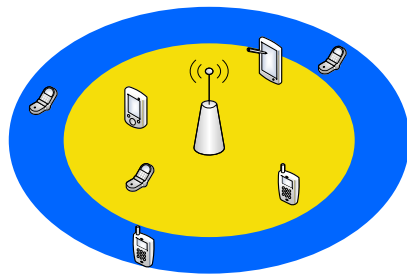
Financial Projections:


	2018	2019	2020	2021	2022
Units Sold	20,000	107,000	412,000	920,000	2,100,100
Revenue	\$1,801,000	\$10,125,652	\$39,429,871	\$84,868,400	\$190,517,000



COMPANY PURPOSE

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



 Coverage with Conventional Receivers

 Coverage with Advanced LN2 Receivers

THE WORLD IS WIRELESS

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

THE PROBLEM

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

OUR SOLUTION

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

THE OPPORTUNITY

Value Proposition

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

Initial Key Markets

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

Traction with Giants in Wireless Chip Industry

FINANCIAL PROJECTIONS & FUNDING

LN2 has raised \$1.8M in "Seed" funding and contributed assets and seeks \$6M in "Series A" funding, including \$1.3M in convertible notes already raised. This new funding will be used to boost engineering and marketing efforts to accelerate licensing to major chip makers in multiple addressable markets.

YEAR	2019	2020	2021	2022	2023
REVENUES – Plan A	\$28M	\$185M	\$279M	\$407M	\$594M

MANAGEMENT TEAM

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

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

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

DESCRIPTION: Developed by leaders of the Johns Hopkins University School of Medicine, MileMarker™ is an on the job, real-time assessment software for medical training to help universities, attendings and residents meet evolving regulatory requirements for competency-based learning, while reducing training costs, facilitating communication and increasing efficiency.

MileMarker solves multiple problems in the healthcare industry, including economic pressures of lowering training and medical costs as well as evolving medical education requirements. MileMarker can increase revenue by \$500K/residency program/year and can reduce training time by 8-25%.

Accessible by any mobile device or computer, MileMarker captures real-time data on resident performance in the operating room. It allows residents to log operative cases and provide self-assessments of their performance, after which the attending surgeon logs an assessment and maps the case to a milestone. These activities can be completed within the workflow and under **1 minute**.

Residents and faculty can monitor resident performance over time and compare individual residents' progress to their peers. Data is available in real-time and can be viewed by individual case, on the CPT code level, and by ACGME Milestone for rapid review of resident progress.

COMPETITIVE ADVANTAGES:

Created by surgeons for surgeons, MileMarker is the **ONLY** product with automatic **LINK** to required governing body case log. Leveraging the well-respected founders' solid relationships and reputations from Johns Hopkins will accelerate sales.

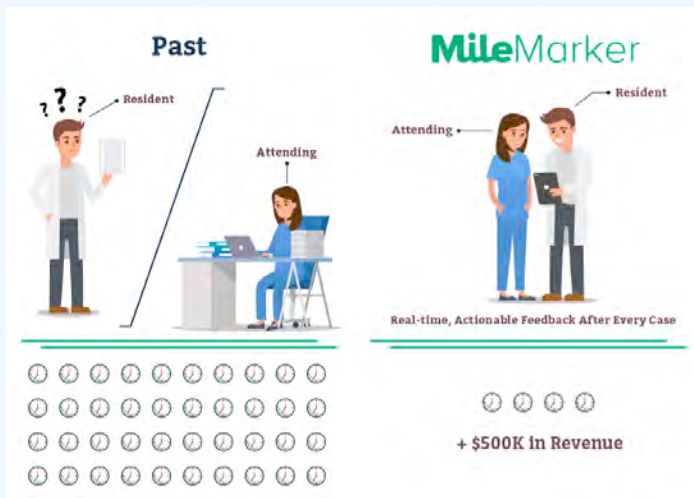
Primary competitors are New Innovations, E*Value/Medhub, Simple Milestones.

THE MARKET:

Total addressable market is \$500M in medical training assessment and over \$1B for other apprentice-training. The market for advertising within the platform is over \$50B. Future market potential for selling unique, longitudinal data set.

BUSINESS MODEL:

Per Resident per month SaaS model (recent deal range: \$5K-\$60K/year)



EduMD, LLC (MileMarker)
 301-529-3787
E-mail: contact@milemarker.me
Website: MileMarker.Me

INDUSTRY:
 Education/Healthcare Technology

TEAM:
Aimee Martin, CEO
 Scientific Advisory Board:
Scott Lifchez, MD, FACS
Carisa Cooney, MPH, CCRP
Damon Cooney, MD, PhD
Richard Redett, MD

Founded by surgeons/educators with deep understanding of assessment in medical training. The founders recruited a CEO with over 20 years of entrepreneurial and executive experience in bringing new products/technologies to market.

COMPANY STATUS

Founded: 2016
Ownership: LLC (converting to C-Corp)

Capital to Date: \$450K

Use of Funds: Sales/marketing for customer growth, investment in expansion to all procedure-based specialties and to build team.

Current Investors:

TEDCO, M-1 Ventures (Brown Advisory, Abell Foundation, Johns Hopkins University), MCV Partners

Company Status:

MileMarker currently deployed at Johns Hopkins University, The University of Maryland, Emory University and Baylor, Scott and White. Pipeline of over 300 university hospital departments.

At NowSecure, our mission is to save the world from unsafe mobile apps. Founded in 2009, we are exclusively a mobile-first, mobile-only app security testing automation company that maintains deep roots within the security community, working to make rapid, frequent mobile application security testing reliable and cost effective to all.

We Know Mobile App Security Testing Better Than Anyone

Automated software powers full test coverage in <15 mins	Expert pen testing services for thousands of mobile apps	Optimized for scale & best price/performance
Best-of-breed testing on real devices, not emulators	Research team includes creators of top OSS Frida & Radare	3 published books on mobile forensics and security

Mobile-Only Testing Solutions Built By Mobile-First AppSec Experts

NowSecure experts have conducted advanced pen testing for some of the world's most demanding organizations – including banks, insurance companies, government agencies, healthcare organizations, retail conglomerates, high-tech businesses, and more. Mobile apps are prone to sensitive data leakage and attacks, yet a manual test for just one app can take several weeks.

To enable faster, more frequent testing, we built a test engine that successfully automates repeatable and time-consuming mobile appsec testing, remediation and reporting tasks. The result – the foundation for the NowSecure Platform, which significantly reduces testing time and costs without compromising full depth of security coverage.

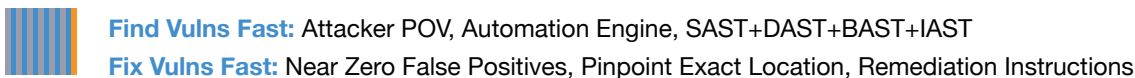
Traditional Mobile AppSec Testing (1-2 weeks)



Web AppSec Testing / SAST Vendor (1-2 weeks)



NowSecure Automated Mobile AppSec Testing Software (<1 hour)



The Business Case for Automated Mobile App Security

CISOs & Security Executives

- Cost-effective mobile security
- Boost team productivity
- Protect brand reputation

Mobile Security Analysts

- Faster, repeatable workflow
- Integrate security into SDLC
- Automated reporting

Mobile App Dev Teams

- Quicker release cycles
- Catch vulns before production
- Near zero false positives

Mobile Centers of Excellence

- Enable confident BYOD
- On-demand 3rd party app vetting
- Quickly adapt policies

The NowSecure Difference

- Automaton for rapid results within minutes
- Detailed remediation instructions
- Near zero false positives
- Customizable reporting, scoring, & more
- Test on real devices, not emulators
- Deepest testing coverage of app binaries
- Jailed testing for latest versions of iOS
- 3rd-party app vetting of 8 million apps
- Industry standard CVSS scores
- Full coverage of OWASP Mobile Top 10
- Findings map regulatory compliance
- Expert outsourced pen testing services
- Mobile program development & training
- Workflow integration via RestFUL APIs
- Cloud and on-premises deployment options

Industry: Diagnostic & Therapeutic Medical Devices

Employees: Four (1099)

Stage of Development: First product market-ready; seeking \$4.0M round.

Management:
 Roger S. Kolasinski, Chairman /CEO
 Mark Ehlert, Corp. Devel., Bd. of Dirs.
 James A. Stuber, CFO
 Dr. Anne Rose (ViCro), Reg. Affairs

Current Investors: \$12.0+M to date by Founder (\$7.4+M) and private investors; + NIH & NASA Grants

Financing Sought: \$4.0 million, equity; for commercialization of NuVue *ColorMark*TM biopsy & therapeutic delivery instruments with enhanced ultrasound visualization

Use of Funds:

- Manufacturing scale-up and product launch of FDA-approved NuVue *ColorMark*TM FNA biopsy needles;
- Complete design and FDA approvals of *ColorMark* Core biopsy needles
- Pursue pipeline products using Enhanced Ultrasound Visualization

Business Description: NuVue Visualization Technologies, Inc. (“NVT”) is a medical device company deploying proprietary technology to solve the pressing unmet need for better visualization of medical instruments under ultrasound during minimally invasive procedures.

Summary of Business Strategy: NVT will sell high-margin, single-use, disposable instruments into an installed user base of color Doppler® ultrasound machines operated by thought leaders at leading medical centers with high volumes of procedures in oncology and interventional radiology.

Products/Services: Practitioners using ultrasound suffer the “disappearing needle” syndrome, losing sight of the instrument tip at critical stages of a procedure, frequently resulting in harm to patients and/or higher costs from repeat procedures. NuVue’s patented vibration technology makes the NuVue *ColorMark*TM instruments visible under color Doppler® ultrasound, creating a remarkably clear and bright image, in real time, all the time.

Technologies/Special Know-how: NVT’s proprietary technology causes needle/cannula devices to vibrate through a specific range of resonant frequencies and signal planes, creating a clear and bright image on the color Doppler® ultrasound screen from any angle. This technology is the subject of recent patents in the United States, Great Britain, Germany and France.

Target Markets: The worldwide market for biopsy devices has been reported at \$1.8 billion in 2015, projected to grow to \$2.3 billion by 2022. Other medical specialties present additional large market opportunities. Customers are located in major medical centers, acute-care hospitals, community cancer treatment centers, outpatient breast care centers, and medical/surgical oncology centers.

Distribution Channels: NuVue will market its products through specialty distributor organizations operating under exclusive distributor agreements, supported by in-house regional territorial managers, and Roger Kolasinski’s expertise gained during forty years as the founder/CEO of specialty medical distributor Kol Bio Medical Instruments, Inc.

Competition: Adding echogenic features to existing needles (Cook, Bard) has been ineffective, leading to a search for better solutions. However, competing “solutions” (Civco, Terason) require purchase of new ultrasound systems or costly retrofits. NVT’s is the only technology that can efficiently be applied to existing medical instruments using the installed base of color Doppler® ultrasound.

Outlook: In the immediate future, NVT will deliver *ColorMark*-A prototypes to key opinion leaders, scale up manufacturing, and conduct the product launch; amend the *ColorMark*-A FDA approval to include therapeutic uses; and complete the design and approval of the *ColorMark*-C core needles. NVT’s technology supports a rich product pipeline, for use in a wide variety of minimally invasive medical procedures conducted under ultrasound. This market breadth and the high-margin nature of NuVue’s products support an exit through a sale to a strategic acquirer at a high multiple of investment. NVT investors also will have opportunities to invest in NuVue’s other platform technologies.

Financial Projections: (dollars in millions)

	2018	2019	2020	2021	2022	2023
Income	-	0.4	3.8	12.2	25.8	51.6
EBIT	(0.8)	(1.8)	0.9	8.4	17.7	35.5

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

**PERRYMAN
TECHNOLOGIES**
AMAZING
ZERO POLLUTION
TECHNOLOGY

Perryman Technologies provide a new definition of disruptive technology. We have developed and commercially tested battery system that cost a fraction of the least expensive electro-chemical battery. Uses a 10th of the space and weighs less than half. Our technologies can be adapted to provide heat, cooling and cheaper electrical energy, collected from waste night time electricity from the grid, wind farms. Solar thermal and Photovoltaic generation. Our technologies offer a cost-effective method to retrofit existing coal fire power plants and gas peakers with a less expensive completely clean energy source.

The technology can be adapted to retrofit and diesel engine, any size; ships, trains, trucks and cars, totally eliminating particulates, CO₂, NOX, SOX and even reducing noise pollution. Perryman's technology can retrofit any gas turbines, including aircraft and electrical generation equipment.

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

Our technologies were developed in cooperation and knowhow of the most respected and oldest ceramic manufacture on the planet and some of the largest European manufacturing groups.

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

Innovative cloud-based project management network for Owners, Architects, Engineers, and Contractors.

ProjectTeam.com is an advanced cloud-based project management network for the Owner, Architecture, Engineering, and Construction (O/AEC) industry that solves long-standing issues such as supply chain interoperability, TRUE project collaboration, and efficient information sharing. ProjectTeam.com leverages leading-edge social, mobile, and cloud technologies to deliver a robust, user-friendly system at a fraction of the cost of legacy systems.

ProjectTeam.com is the first product on the market that allows companies to interconnect their project documents. This revolutionary breakthrough saves companies substantial money by eliminating redundant data entry and provides a more cost efficient way to exchange information.

Market and Customers

By 2025, world-wide construction spending is projected to exceed \$14 trillion dollars. Companies that operate within the industry spend about 1/12 of 1% of their revenue on project management technologies. Currently, we're focusing on capturing a share of the \$1 billion spent in the U.S. to manage construction projects. Later, we will expand our efforts to other countries and industry verticals.

Competition

We are very familiar with our competitors but we are not aware of another company in our space that offers comparable technology. During the past two years, most of the previous generation of project management system providers have been acquired by larger companies (Oracle, Trimble, Autodesk, WeWork, etc.) which are now focused on integration rather than innovation.

Our Team

Founder has over 30 years' experience in the construction industry and previously founded a very successful project management software reseller business. Our technical team is highly educated and experienced and continues to advance our state-of-the-art platform. Our support team and application engineers have on average over 15 years' experience.

Our Progress

During 2017 we worked with 22 pilot companies and had outstanding results. As an outcome of those pilots we were awarded several large projects that will be a catalyst for our growth. As our product matured in 2017, we emerged from "stealth mode" and now 2018 is about expanding awareness among the vast opportunity base and scaling our team to meet the increased demands.

Company Overview

C Corporation

Number of Employees: 11

Business Model: Subscription-based,
Software-as-a-service (SaaS)

Website

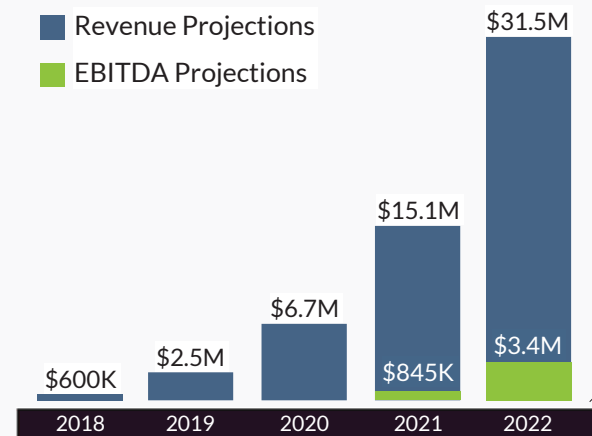
www.projectteam.com

Capital Request

Convertible Debt Round:

\$1 Million total offer, \$100K minimum note
(tax credit for Virginia residents)

Projections



Contact Information

Mr. Ty Witmer

President

(703) 961 - 1007 x 1040

twitmer@projectteam.com



Contact us to see our
full investor materials



PROTRASH Company Overview

Problem:

In Mexico only 10% of the total recyclable waste is recycled and the rest 90% is left unattended and not recycled. This garbage ends up piling in low-income communities affecting the life of approximately 60 million people who are in a vulnerable situation, having limited access to basic goods and services which affects their quality of life.

Opportunity:

Today the recycle industry in Mexico is worth 3 billion dollars, which is just the 10%, this leaves a 24 billion dollar market opportunity untouched.

Due to this opportunity PROTRASH decided to take advantage of this 24 billion dollar market and work with a part of it.

By working with this market opportunity, PROTRASH will be able to redistribute the wealth with the community through their trash, increasing the volume of recyclable waste.

Solution = PROTRASH:

PROTRASH is a social enterprise, dedicated to optimize the recycling industry in Mexico and at the same time empower women in low-income communities to acquire a monetary value for their recyclable waste. One of our main objectives is to create more disposable income through recyclable waste for women living in urban crowded spaces in Mexico. As an outcome, we will create an economic accelerator in these communities.

How do we achieve our objective?

- We empower women to recycle and start earning money.
- We create a recycling culture in the communities so people will sort their waste from their home.
- We incentivize women to recycle and make them see that their recyclable waste has a value which can make a difference in their household.
- We exchange their recyclable waste for financial incentives.
- With our business model, we optimize the informal garbage picking system inside the communities and we transform it into a formal system.

Who benefits with PROTRASH?

- Women - Women are empowered to recycle so they will start earning money, which they didn't have before and use it to cover more basic necessities.
- Families - Families will have now the possibility of having access to more basic necessities because women are bringing that money to their household.
- Recycling industries - This industry will increase the volume of materials being processed, so the whole industry benefits.



**NEW CATEGORY CREATOR
SOLVING MAJOR PUBLIC HEALTH PROBLEMS
WITH AWARD-WINNING PRODUCT ADDRESSING OPIOID EPIDEMIC**

AWARD-WINNING INITIAL PRODUCT LAUNCH:

Safe Rx® Locking Prescription Vials (LPVs)

CURRENT CATEGORY APPLICATIONS:

Prescription Vials
OTC Medication Packaging
Cannabis Dispensing & Storage
Liquid Nicotine Packaging
Consumer Household Good Packaging

NEW ADHERENCE CATEGORY LAUNCH 2019-2020

Category Killer with TAM > \$30 B (stealth mode)

HISTORICAL & FORWARD FINANCING:

Over \$3M cumulative funding to date
Oversubscribed 15% & 68% in two angel rounds

Up to \$1M Bridge Round Launching June 2018
(Convertible Note)

Pre-Marketing Institutional (Strategic) Round

Uses of Funds: 70% Sales & Marketing/20%
G&A/10% Product Development

ADVISORY BOARD:

Chris Dimos
x-CEO Supervalu Pharmacy, Now McKesson SMT

Frank Segrave
x- VP WalMart Pharmacy & Cardinal Health

Andy Cipra
Walgreens-backed Pharmacy Sector Exec

Paul Suchoski
Battery-backed Twice-exited Fiber Optics Exec

Robert Valuck
CO Consortium for Rx Drug Abuse Prevention

LEGAL Bold Legal (corporate)

GOVERNMENT RELATIONS SMW Partners (Federal)
DSD Advisors (State)
Dykema (State)
McMahan Winstead (State)

AWARD-WINNING SAFE RX® INITIAL PRODUCT LAUNCH IN AUGUST

- Locking prescription vials (LPVs) prevent pilfering, the #1 source for teen drug abuse in the country, and the index source for the opioid epidemic
- Awarded pharmacy industry's annual innovation award in August 2017 launch
- 500 million unit annual market for controlled substances; > 1 billion units if used to eliminate pediatric fatalities from accidental ingestion

SIGNIFICANT IMPACT ON OPIOID EPIDEMIC AND OTHER MAJOR PUBLIC HEALTH PROBLEMS INCLUDING PEDIATRIC MORTALITY & POISONINGS

- Nationwide LPV dispensing can prevent up to 6 million teens from initiating drug abuse, and return over \$56 billion to the national economy over a 10-year-period
- LPVs and OTC locking packaging can prevent 4.3 million pediatric poisonings & 87,000 pediatric hospitalizations over a 10-year period
- LPVs and locking packaging are the first material update to the antiquated 1970 child resistant standards, which reduced US child mortality by 45%, a significant precedent for impact across broad public health categories

SAFE RX® GO-TO-MARKET INCLUDES GOVERNMENT-MANDATED USE & LOW TIPPING-POINT FOR INDUSTRY-WIDE ADOPTION

- 2017 National Defense Authorization Act requires DOD to evaluate use in its pharmacy operations
- Legislation active in four states with collective controlled substance volume > 50 million scripts annually; legislation spans pilot program studies up to mandated use for Schedule II controlled substance dispensing
- Success in 3 – 5 states should catalyze federal action or industry capitulation for a single nationwide standard
- Once LPVs are in reasonable use as an 'accepted feasible state-of-the-art industry standard', the pharmacy industry will need to adopt en masse to avoid substantial liability exposure from the plaintiff's bar

LIMITED COMPETITION AT 8X HIGHER COST

- Safe Rx® LPVs are the only product on the market designed for the point of dispensing
- Unit costs of \$0.30 - \$0.46 at production scale for current LPV sizes
- Closest competitive product's parts manufacturing cost alone is > 8x Safe Rx's fully assembled cost

DEFENSIBLE IP & CONTRACTED SUPPLY CHAIN INVESTING CAPITAL

- 10 issued patents & 1 pending covering forward 3 years of product development
- Primary patent with 3 embodiments issued with all 16 claims granted
- Knockoff risk mitigated by structure of industry value chain
- Contracted capacity of 9.5 million units annually with 2 sources of supply
- Domestic manufacturer fronting ~ \$1.5 million in molding & automation capex (paid back over contract, i.e. non-dilutive capital)

STRONG MANAGEMENT TEAM WITH EXITED SCALE-UP & SECTOR EXPERIENCE

CEO: Leveraged build-up from \$6M - \$46M revenue as independent sponsor & CEO
Successful turnarounds & exited investments as operator and PE professional

TEAM: Several exited scale-ups in high volume manufacturing and healthcare products & services
Over 90 years pharmacy sector experience including prior Walgreens-backed startup
Two YPOers in executive and part time board level roles



CONTACT

**Milton Cohen
President & CEO**

**(917) 531 – 8817
mcohen@safe-rx.com**

CURRENT AS OF MAY 15, 2018

THIS EXECUTIVE SUMMARY DOES NOT CONSTITUTE AN OFFER TO SELL OR THE SOLICITATION OF AN OFFER TO BUY ANY SECURITIES AND CONTAINS CONFIDENTIAL AND PROPRIETARY INFORMATION OF SECURE MEDICATION SYSTEMS LLC, AS WELL AS FORWARD LOOKING STATEMENTS, AND IS SUBJECT TO CHANGE AND QUALIFIED IN ITS ENTIRETY BY ADDITIONAL DISCLOSURES AND DISCLAIMERS IN THE OFFERING DOCUMENTATION.

Executive Summary

stefano@savepharmaceutical.com : 240-753-3393

Business Summary: Save Inc. is a beneficiary organization, alongside the 501(C)(3) James Hollister Wellness Foundation, founded in July 2016. Save offers a novel solution to the world's drug shortage crisis that will save billions of dollars' worth of medication and, more importantly, millions of lives.

Problem: The FDA conducted a study at the request of the military to test the accuracy of their medications' expiration dates. The FDA found that 90% of the medication they tested was still viable 15 years after passing their expiration dates. Consequently, \$8 billion and 125 million pounds of medication are wasted each year. Despite this waste drug shortages have been occurring frequently around the world, particularly in developing nations. The distribution of counterfeit drugs has expanded rapidly due to the lack of legitimate inventory, resulting in 100,000 to a million deaths per year.

Solution: 90% of destroyed drugs are still usable and can be salvaged for sale in areas of the world with low access to proper healthcare. Using blockchain technology and spectroscopy testing, drugs can be identified, saved, and distributed, bringing trust back to the marketplace. Conscious capitalism will ensure access to healthcare for millions, while also not interfering with the US pharmaceutical market.

Business Model: Save Inc. has developed a three-pronged business model in which medications are tested, relabeled, and distributed. Medications are tested using Raman and NIR spectroscopy to verify how long their active ingredients will last based on FDA standards. Medications proven to be viable for at least another two years will be relabeled with a new expiration date. In association with Farma Trust, drugs will be labeled with a QR code on blockchain technology to allow end users to verify the validity and safety of the product they are consuming. Approved and relabeled medication will be sold at significant discounts to hospitals and health organizations in developing countries. This model of testing and relabeling is based on the system the US military's Shelf-Life Extension Program (SLEP) uses for its own medication.

Competitive Advantage: There are no private competitors within this space and Save has developed strategic relationships with individuals and organizations that ensure a first to market advantage. Save's work with the James Hollister Wellness Foundation has allowed a commitment to helping our fellow man, while also being able to operate profitably. Our example of conscious capitalism and our strategic partners ensure Save's success now and well into the future.



Company Profile

URL: www.savepharmaceutical.com

Industry: Pharmaceutical Distribution

Employees: 3

Management:

Stefano Brugnerotto (CEO)

Raymond McEvoy (CFO)

Matthew Hollister (COO)

Advisors:

Albert Hamner: President, Richland Medical Group

Brian McCullough: Director of Operations, Bayer US Government Relations

Bruce Levenson: Co-Founder, UCG

Bryan Beamer: Principal, iPlan

Chuck Morton: Partner, Venable LLP

Franco Nuschese: Founder, Georgetown Entertainment Group

Gary Sarsfield: Chief, Sourcing and Financial Services, FDIC

Juan Rivera: Managing Partner, American Leadership Strategies

Kevin McCormack: Senior Vice President, Wells Fargo

Marco Chacon: Chairman, Paragon Bioservices

Matthew Zukergood: Managing Director, Gartenhaus Wealth Management

Financials

Capital Raised: \$100,000

Funding Stage: Angel

Capital Seeking: \$2 Million



Sherpas Cyber Security Group Inc.
 9841 Washingtonian Blvd., Suite 200
 Gaithersburg, MD 20878
 Tel: (240)-813-3925
 www.sherpascyber.com

Founded: January 2017
Employees: 6
Market: Secure Data Storage
Contact: Gil Lovett (301-938-9165)

Product: SolidWall Data Vault
Closed: \$1 Million seed (\$3.6 Mil valuation)
Seeking: \$1.5 Million (\$7 Mil valuation)

INTRODUCTION

Needless to say, cybercrime is exploding. Although organizations may be compliant, their data certainly isn't secure. SolidWall is the only product that secures your data every time, all the time.

The problem is that data theft has stopped. Far too many surface areas can be exploited. On average it takes 200 days to detect a breach and costs anywhere from \$100k to \$1 Mil. Remediation is reactive and over \$100B is projected to be spent on cybersecurity in 2018.

SolidWall leverages \$12 Mil of advanced research funding and is designed with no doors or windows (ports) and multiple layers of security. It allows no "keys to the kingdom"

Sherpas Cyber Security Group key management averages over 25 years of experience in all aspects of the cybersecurity industry with a track record of building and selling technology companies. CEO Ken Stalder was a former executive at Lockheed Martin and CTO Bob Schlicher is globally recognized as a preeminent U.S. cybersecurity expert.

TECHNOLOGY & MARKET OPPORTUNITY

Our provisional patent encompasses **file transfer blocking** technologies to form the SolidWall Data Vault, allowing total control of the data for unparalleled protection and safety.

The core of SolidWall's technology is protection from the "inside out", in comparison to today's cybersecurity products that are designed from the "outside in". Key features include Active Exfiltration Protection, User Behavior Monitor, Custom Container, Active Event Manager, Authenticator Mobile App and Secure Remove Viewer.

SolidWall can't be penetrated. SolidWall was tested multiple times by a nation-state level white hat group, the "Navy SEALS of cybersecurity". External and internal testing was conducted and zero vulnerabilities were discovered.

Addressable market verticals will be in two stages: initially as an appliance with software marketed to segments such as wealth management and law firms. Stage 2 will be an embedded application licensed to larger data storage companies and data centers. Domestic channel partners will include resellers and systems integrators. International distributors are lined up to sell to commercial and government in India and the Middle East.

Competition: vulnerabilities of others solutions include what we term the "swiss army knife", perpetually adding perimeters while data breaches hit new highs; identify and access rights management, whereby elevating access is a common method to steal data; and the cloud, which is dependent upon the security of 3rd party infrastructure providers. Our global competition consists of companies who currently sell "similar" types of cyber vaults, however none encompass our patent pending security features.

FINANCIAL PROJECTIONS

Year	Revenue	EBITDA
2018	\$283k	(\$1.1 Mil)
2019	\$3.0 Mil	(\$1.8 Mil)
2020	\$10.7 Mil	\$1.4 Mil
2021	\$24.1 Mil	\$11.4 Mil
2022	\$54.3 Mil	\$32.1 Mil

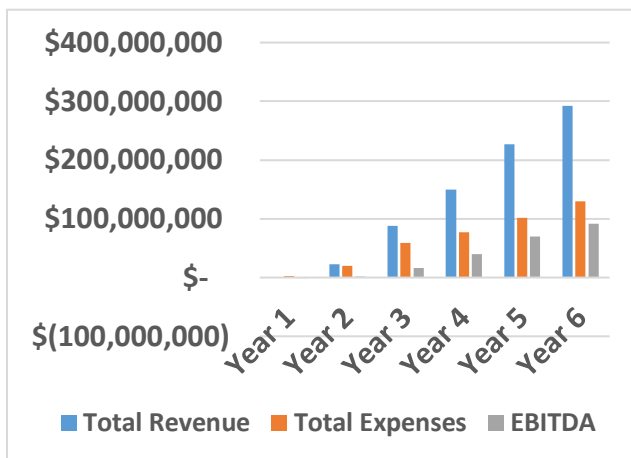
A Robust Telemedicine Platform for Hospitals

Improves access to primary healthcare at points-of-convenience, at lower costs



Business Description: VideoKall has developed the first comprehensive telehealth platform for guided medical service, to directly reduce the cost of hospital services. Think of VideoKall as providing a guided self-administered version of a mini-clinic, embeddable in any retail location. The platform provides patients with quality outpatient services for seasonal and chronic diseases, wherever patients live, work, travel and/or shop. Cost savings are derived by moving expensive medical staff from the point of service to a more efficient hospital call center, where fewer staff can support many more locations.

Pain Points Addressed: VideoKall provides hospitals lower capital and operating costs for low acuity patients, plus a profitable revenue stream. Conveniently-located point-of-service units will reduce patient drive times; wait times for appointments at doctors' offices, urgent care centers and ERs. Patients are interested in convenient, on-demand service that is low cost. Patients can visit our sanitized, private, HIPAA compliant booth for on-demand, telehealth-assisted services. They want lower co-pays, and host hospitals and insurers want lower overall costs.



Company revenues include:

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

Key Factors

- Addresses the biggest (41%) cost area in healthcare which is outpatient services
- Awarded US Patent with two patents pending
- Helps treat over 400 million ambulatory care visits in the United States
- Cheaper than retail clinics

Ask: \$1m Seed Round to build the Beta unit

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

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

Auditor: Citrin Cooperman

Law Firm: Shulman, Rogers



XAPPmedia® Exec Summary

Media and Marketing Powered by Voice AI

Company Overview

XAPPmedia operates a SaaS-based voice application platform that enables media outlets and marketers to connect directly with consumers through interactive voice experiences. Our **One Voice AI™** platform is number one for published voice applications for Amazon Alexa, Google Assistant and Microsoft Cortana, and we are recognized as a leading developer by all three.



Market Opportunity - A Voice Site™ for Every Web Site

Voice represents the third wave of Internet technology with the Web being the first wave and Mobile being the second. Voice provides unique advantages enabling consumers to connect directly with any content or brand more conveniently than ever before. There are 1.2 billion web sites and it is clear that every company that has a web site today will need to have a Voice Site™ within the next decade in order to remain relevant.

Gartner recently forecast that 75% of U.S. households will have a smart speaker like Amazon Echo or Google Home in 2020, which represents adoption by over 94 million U.S. households. In addition, interactive voice applications will be accessible on over one billion smartphones within two years.

Investment Highlights

- Leading publisher of voice AI apps
- Patented IP (14/880,084)
- 90%+ Qtr over Qtr. SaaS revenue growth for 2017
- Published over 860 voice apps
- High profile, rapidly expanding customer base
- Projected SaaS annual rev over \$20M by 2021



While leading technology companies ranging from Amazon, Google, IBM, Microsoft, Apple, Samsung and Facebook are investing heavily in voice assistants, their ecosystems are proprietary and mostly incompatible. Meanwhile media companies and marketers need to provide consistent content and user experiences across

all these voice assistants. Separately supporting all of them for content management as well as app development is an expense they cannot afford. XAPPmedia's One Voice AI platform enables customers to economically and efficiently build voice apps for any one of these voice assistants and enable that same content and UX to be available across multiple voice assistants with minimal additional effort.

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TECH 2000, INC @TECH2000INC

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



BEAU OLIVER, CEO, TECH 2000, INC

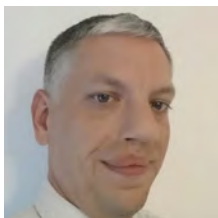
Beau specializes in strategic planning, change management, risk mitigation, and Software as a Service developed from extensive experience in commercial sectors across the globe. His clients have included some of the world's most respected companies in industries such as healthcare, consumer goods, hospitality,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

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



LORE SYSTEMS, INC @LORESYSTEMS

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



ANDREW ZALESKI, VICE PRESIDENT AND DIRECTOR OF INFORMATION TECHNOLOGY, LORE SYSTEMS, INC

Andrew (Drew) Zaleski is Vice President and Director of Information Technology at Lore Systems, Inc. an IT professional services company which provides enterprise network engineering, virtualCIO, managed hosting, and cloud services. At Lore, Drew has oversight of the Company's engineering operations and sales engineering

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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.



AT&T @ATTDCFORUM

AT&T Inc. helps millions around the globe connect with leading entertainment, business, mobile and high speed internet services. We have the nation's largest and most reliable network** and the best global coverage of any U.S. wireless provider. We're one of the world's largest providers of pay TV. We have TV customers in the U.S. and 11 Latin American countries. More than 3 million companies, from small to large businesses around the globe, turn to AT&T for our highly secure smart solutions.



DENIS DUNN, STATE PRESIDENT FOR MARYLAND, D.C., & DELAWARE, AT&T

Denis Dunn graduated Harvard Kennedy School of Government with an M.P.A, Case Western Reserve University with a Juris Doctorate and M.A. in American History, and Boston College with an A.B. in history.

Denis is a former first lieutenant in the U.S. Marine Corps Reserve, and captain in the Ohio Army National Guard where he served as staff judge advocate. Denis also served as a Peace Corps volunteer in Jamaica. He is married 27-years to Anne Barker Dunn, who is deputy director, Homeless Programs for the U.S. Department of Veterans Affairs. Their son, Matthew, age nine, is an avid baseball player and third-grader at St. Luke Grade School in McLean, Virginia.

Denis is a board member for the Maryland Chamber of Commerce and the Greater Baltimore Committee, and serves on the board of governors for the Delaware State Chamber of Commerce. He is chairman of the board of directors for Genesys Works National Capital Region, and supports S.O.M.E. (So Others Might Eat) in Washington, D.C. Denis recently completed a two-year program at The Living School for Action and Contemplation in Albuquerque, New Mexico.

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

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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.



RAFFA FINANCIAL SERVICES

We're Raffa Financial Services, an insurance and employee benefit brokerage and consulting firm headquartered in Rockville, Maryland and serving the greater Maryland, Virginia, and Washington, D.C. area.

We work with businesses who value their employees, are vested in their physical and financial wellness, and want a high quality employee benefits strategy to attract and retain the best and brightest. We can help you with: Employee benefits, executive benefits and business continuation planning, retirement plan advisory services, risk management, individual financial and insurance planning. Need creative strategies to help you reach your business and financial goals? You've come to the right place. Our team is crazy committed to doing just that.



SHARON TIGER, VP OF BUSINESS DEVELOPMENT, RAFFA FINANCIAL SERVICES

Sharon's passion for her work is twofold. Not only does she love helping people, she's passionate about all things business. Combining her deep industry knowledge with

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her savvy business sense, Sharon has become an expert at building strategies to help organizations attract and retain the critical talent they need to meet the demands of their growth objectives. Want to know how? Just ask. She'll tell you all about it. She may even break into song.

A networking aficionado, Sharon is an ambassador for the Maryland Tech Council, an active volunteer with the Childhood Arthritis Rheumatology Research Alliance (CARRA) and the Sjogren's Syndrome Foundation. She is also the founder of first ever Pediatric Sjogren's Support Group for families with children living with sjogrens. In other words, if you haven't seen Sharon out in the community yet, it's only a matter of time.

MARK YOUR CALENDARS!

Big  Idea
CONNECTpreneur

CONNECTpreneur SUMMER FORUM

IF YOU ARE INTERESTED IN PRESENTING IN OUR COMPANY SHOWCASE,
PLEASE CONTACT REGAN NELSON AT RNELSON@OPUS8.COM

SPEAKERS

First Name	Last Name	Title	Company
Steven	Chen	Principal	Blu Venture Investors
Jeff	Cherry	CEO	SHIFT Ventures
Elizabeth	Cho-Ferktykh	Venture Partner	1812 Venture Capital
Chris	College	Mangaing Partner	TCP Venture Capital
Bill	Crowell	Partner	Alsop Louie Partners
Randy	Domolky	Managing Partner	Private Access Network
Chinedu	Enekwe	Co-Founder & Partner	AFFINITI VC
Rick	Gordon	Director	INOVA Personalized Health Accelerator
Jeffrey	Hausfeld	Chairman & Founder	Society of Physician Entrepreneurs
John	Holiday	Chairman & CEO	DisposeRx Inc.
Tami	Howie	CEO & President	Maryland Technology Council
Jim	Hunt	Managing Partner	Lavrock Ventures
A.J.	Jaghori	CEO	Solebrity
Andy	Jones	Managing Director	Maryland Venture Fund
Leslie	Jump	Founder & CEO	Startup Angels
Eric	Koefoot	President & CEO	PublicRelay
Hannah	Kummer	Associates	Udata Partners
Jeannette	Lee	CEO	IIA Technologies Corp
Lenard	Marcus	General Partner	Edison Partners
Dan	Mindus	Founder & Managing Partn	NextGen Venture Partners
Jeffrey	Mund	Founder & Managing Partn	MVCV
Jen	O'Daniel	Investment Director	MACH37
Brian	Park	Managing Partner	Fishbowl Labs
David	Petr	President & CEO	Montgomery County EDC
Nasir	Qadree	Associate Director of Social	AT&T
Tyrell	Rivers	Executive Director, Corpora	AstraZeneca
Jake	Tarr	Mangaing Director	Kinetic Ventures
Manish	Thakur	Managing Partner	Option3 Ventures
Cherian	Thomas	Co-Founder & CEO	Spotluck
Rosemarie	Truman	Founder & CEO	Center for Advancing Innovation
Carol	Van Cleef	CEO	Luminious Group
Mark	Walsh		Factba.se
Tom	Weithman	President	MACH37
Tien	Wong	CEO	Opus8, Inc.

PRESENTERS

First Name	Last Name	Title	Company
ABOM, Inc			
Don	Megrath	CFO	Abom, Inc
Airgility			
David	Bain	Advisor	Airgility, Inc.
Pramod	Raheja	CEO	Airgility, Inc.

American Gene

Jeff	Galvin	CEO	American Gene Technologies
Ryan	Curley	Senior Financial Analyst	American Gene Technologies
Neil	Lyons	CFO	American Gene Technologies

Aqus, LLC

Kevin	Kassel	CEO	Aqus, LLC
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AR Imaging

Michael	Riemer	CEO	AR Imaging
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Atero

George	Spears	CEO	Atero
Lisa	Gaudette	V.P. Business Development	Atero
Mark	Modica	CFO	Atero

Bingeable Network

Adam	Reiter	VP of Operations	Bingeable Network
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Blocksafe Technologies

Mark	Kay	Chairman	BlockSafe Technologies, Inc.
Scott	Whitman	COO	
George	Waller	Advisor	BlockSafe Technologies, Inc.

Campaign Partners

Fracis	Hoang	Chairman	Campaign Partners
Robbie	Snow	Customer Success Associat	Campaign Partners
Shawn	Olds	CEO	Campaign Partners

Chelfie App

Chris	Petrakis	CGO & Co-founder	Chelfie App
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Goefer

Michael	Herod	Founder & CEO	GOEFER
Jarred	Nicholls	Co-Founder & CTO	GOEFER

LN2

Branimir	Vojcic	CEO	LN2
Jacob	Shoval	Partner	Potomac Business Group

MileMarker

Scott	Lifchez	Founder	MileMarker (EduMD, LLC)
Dan	Roche	Founder	MileMarker (EduMD, LLC)
Aimee	Martin	CEO	MileMarker (EduMD, LLC)

PRESENTERS

First Name	Last Name	Title	Company
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NowSecure

Brian	Reed	Chief Marketing Officer	NowSecure
Alan	Snyder	CEO	NowSecure
Brian	Murphy	SVP Sales	NowSecure
David	Weinstein	Chief Technology Officer	NowSecure

NuVue Visualization Technologies

Jim	Stuber	COO	NuVue Visualization Technologies
Marc	Freedman	Advisor	NuVue Visualization Technologies
Roger	Kolasinski	CEO	NuVue Visualization Technologies

One Test

Jonathan	Cohen	President & CEO	20/20 GeneSystems, Inc.
Barry	Cohen	Business Development	20/20 GeneSystems, Inc.
Robyn	Lee	Sales	20/20 GeneSystems, Inc.

Perryman Heat Batteries Ltd.

Larry	Austin	Vice-Chairman	Perryman Heat Batteries Ltd.
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ProjectTeam

Ty	Witmer	President	ProjectTeam, Inc.
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Protrash

Andrea	Garcia Lopez	CEO	ProTrash
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Safe RX

Milton	Cohen	CEO	Safe Rx
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Save, Inc

Stefano	Brugnerotto	CEO	Save, Inc
Raymond	McEvoy	CFO	Save, Inc
Bryan	Beamer	Advisor	Save, Inc

Sherpas Cyber Security Group

Ken	Lovett	CFO	Sherpas Cyber Security Group
Gil	Lovett	COO	Sherpas Cyber Security Group

VideoKall, Inc

Charles	Nahabedian	CEO	VideoKall, Inc
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XAPPmedia, Inc.

Pat	Higbie	CEO and Co-founder	XAPPmedia, Inc.
Harley	Radin	Co-founder	XAPPmedia, Inc.
Frank	Raines	Executive Chairman and Cc	XAPPmedia, Inc.

ATTENDEES

First Name	Last Name	Title	Company
Tania	Abella	Founder	Lello Group, LLC
Cory	Acey	BD Manager	Little Arms Studios, LLC
Hamed	Alaghemand	Director of Operations	MENUPOLY, Inc.
Latif	Alam	Student	UVA Darden School of Business
Roger	Allenbaugh	Chief Financial Officer	Digital Asset Capital
Darrin	Auito	Partner	HEA Law, PLLC
Rod	Azama	Director	The Chancellor Group
Jai	Bapna	Founder	Insigniac LLC
Josep	Bassaganya-Riera	CEO	Landos Biopharma
Kyle	Bayliss	Regional Director	MD Small Business Development Center
Noah	Berk	Co-Founder	obo. Agency
Andrew	Berkowitz	CEO & Founder	Global Startup Media
Kyle	Bishop	CEO	Little Arms Studios, LLC
Christy	Blake	BD Manager	Montgomery County EDC
Greg	Boucher	President	StrataSource Consulting
Ahmed	Bouزيد	CEO	Witlingo
Peter	Boyd	President	RotorScape, Inc.
James	Brady	CFO & VP Finance	MedImmune
Anthony	Cammarata	CEO	Startupcannon
Jane-Scott	Cantus	Managing Principal	The ILEX Group
Howard	Carolan	Chief Executive Officer	CoapTech
Greg	Carpentier	Associate	CBRE
Alex	Castelli	Partner	CohnReznick LLP
Hanna	Chakarji	CEO	Ledger Token Corporation
Sumanth	Chepuri	Principcal	Option3Ventures
Taylor	Chess	President, Development	Peterson Companies
Stewart	Christ	Director	Miratech
Dickson	Co	Managing Partner	dbc strategy partners llc
Alex	Cohen	Founder & CEO	TwentyTables
Jacque	Cohen Roth	Fouder/CEO	CannabizMD
Roger	Conley	CEO	Brendan Ventures
Timothy	Cooney	Chairman	Cape Cod Cellars, Martha's Other Vineyard"
William	Cosgrove	CFO	6Connex
John	Cronin	Consultant	S3 Partners
Brian	Darmody		Investor
Hank	Dearden III	Principal	Group 3D
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Michael	Doub	CEO	Aireon Therapeutics
Teddy	Downey	Chief Executive Officer	The Capitol Forum
Denis	Dunn	President - MD, D.C. DL	AT&T
Kathleen	Dyer	President	Simplifying Innovative Solutions LLC

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Victoria	Fan	Tax Manager	PwC
Chris	Ferguson	CEO	Codigo MX
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Squire	Galbreath		Investor
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Andrey	Gidaspov	Director of Development	The American Geosciences Institute
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Dave	Greenwald	Managing Director	1812 Ventures
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Hugh	Hall	CEO	Trustwire Corporation
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Jeff	Haskett	President	Clarus R+D
Chris	Haug	Founder & CEO	360 Strategy Solutions Group
Jeff	Hausfeld	Chairman and Founder	The Society of Physician Entrepreneurs
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Helen	Huang	Student	American University
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Greg	Jones	Managing Partner	Established & Profitable
Nigel	Jones	CEO	KoolSpan
John	Jordan	Senior VP	Total Wine & More
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Adam	Joseph	Partner	ACJ Advisors LLC
Aileen	Kantor	Founder	PRhealthcare
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Michael	Karlin	CEO / CBO	Ibex Biosciences / EmergeX
Adam	Kayhoe	Tax Manager	PwC
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Gil	Lovett	COO	Sherpas Cyber Security Group
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Art	Medici	Partner	Newport Board Group
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ATTENDEES

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Dan	Myers	Managing Director	Lighthouse Labs
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Regan	Nelson	Associate	Opus8, Inc
Lowell	Nerenberg	Exec Leadership Coach	Coach Lowell
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Doc	Parghi	Partner	SRI Capital
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Larry	Paxton	Chief Operating Officer	Digital Asset Capital
Raymond	Peterson	Director	Granite Point Ventures
David	Petr	CEO	Montgomery County EDC
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Jake	Rubritz	Account Manager	VWR
Daniel	Ryan	Portfolio Manager, Chief C	Alikos Wealth Management, LLC
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Arti	Santhanam	Director	TEDCO
Liz	Sara	Founder & CEO	Best Marketing LLC
Bimal	Sareen	Co-Founder	CyberForce LLC
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Ken	Stalder	CEO	Sherpas Cyber Security Group
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Joe	Statter	President	Evergreen Advisors Capital
Scott	Stouffer	CEO	Salsa Labs
Brian	Strom	Co-Founder	HoneIn
Jeffrey	Strovel	CEO	VERALOX Therapeutics
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Tom	Trexler	CEO	corporate finance inc
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Nick	Twilley	COO	Global Startup Media
Jim	Van Eperen	Director	Raffa Financial Services, Inc.
Laurie	Vaudreuil	CEO	Mosaic Power
Nina	Vellayan	President & COO	Stewardship Technology Inc.
Katya	Vert	CEO	Nostopharma, LLC
Steven	Walker	Chief Business Officer	Biologics Consulting Group, Inc.
Henrik	Weng	CEO & Co-founder	XANCONNECT
Jake	Williams	Chief Operating Officer	The Capitol Forum
Darcy	Williamson	CEO	NaskMe
Melissa	Withers	Managing Director	RevUp Capital
Kelvin	Wright	President/CEO	CipherLogix, Inc.
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Joe	Zarella	COO	IP3 International Corporation
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