

Washington, D.C.  
Fall Forum  
September 20, 2018



Big Idea  
CONNECTpreneur



# SCHEDULE

THURSDAY, September 20, 2018

7:00-8:20am

## REGISTRATION & NETWORKING

8:20 - 8:30am

## WELCOME

S. TIEN WONG, Chairman of Tech 2000 and Lore Systems  
LATARA HARRIS, Regional Director, AT&T

8:30 - 8:35am

## TANDEM PRODUCT ACADEMY ANNOUNCEMENT

MARK WALSH, Venture and Angel Investor, Board member; Bipartisan Policy Center; Former Chair, Dingman Center for Entrepreneurship

8:35 - 9:25am

## ROCKSTAR CEO FIRESIDE CHAT

DAN BERGER  
CEO & Founder  
Social Tables



GLEN HELLMAN  
CEO & Founder  
Driven Forward

9:30 - 10:40am

## COMPANY SHOWCASE

1. **Aperiomics** - Crystal Icenhour
2. **Leonhardt Launch Pads** - Stephen Kann
3. **Otendio, Inc.** - Grant Elliott
4. **Reglagene** - Richard Austin
5. **Safe-Rx** - Milton Cohen
6. **SafetySpect** - Kenneth Barton
7. **ServerCube** - Sunil Singh
8. **SiNoN TP** - Afreen Allam
9. **Airgility** - Pramod Raheja
10. **SurgiPrice** - Sanjay Prasad

10:40 - 11:30am

## NETWORKING

# OUR SPEAKERS



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

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

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest growing private companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world, and written numerous articles on the CRM and BPO spaces. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County, Economic Development Corp., CIT GAP Fund's Investment Advisory Board (IAB), the Digital DC Tech Fund IAB, the Potomac Officer's Club and FounderCorps. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



@tienwong



@stienwong



@stienwong



## MARK WALSH, VENTURE & ANGEL INVESTOR

Mark Walsh is the CEO of FactSquared, an AI and Machine Learning startup (angel funded) based in Washington DC. 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.

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.



@walsh

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), his alma-mater Union College (where he was chair), The New Leader's Council (where he was founding chair), the Philadelphia Orchestra, the New York Theatre Workshop and many others.

# OUR SPEAKERS



## DAN BERGER, CEO & FOUNDER, SOCIAL TABLES

Dan Berger is the Founder and CEO of the Washington, D.C.-based Social Tables. The award-winning software platform has been used to source, plan and execute nearly 3 million events since 2011.

The company has 5,000 customers. It has been recognized as one of the best places to work in the D.C. area by the Washington Post and SmartCEO. Social Tables has won numerous recognitions, including Best Industry Innovation from the International Live Events Association and one of the most innovative companies in live events by Fast Company.



@danberger

Dan has been recognized as an industry and tech leader by BizBash, Event Solutions, Washingtonian, MeetingsNet, Successful Meetings, and others. He is the recipient of the Pacesetter Award from the Events Industry Council and was named one of the most influential leaders in the meetings industry in Successful Meetings for two years in a row. He volunteers with several industry organizations, including the Events Industry Council. Dan chairs the Capital Tech Coalition and the DC Chapter of the Georgetown Tech Alliance.

Prior to Social Tables, Dan worked in management consulting, ran a large association, worked for a Member of Congress, and built websites for several startups.

Dan has a BA from Hunter College and an MBA from Georgetown. He was born in Israel, grew up in NYC, and lives in DC with his dog, Leroy.



## GLEN HELLMAN, CEO & FOUNDER, DRIVEN FORWARD

Glen Hellman is DC's own Mr. Cranky. He's a business coach who through asking tough questions helps people figure out what to do and holds them accountable to do it. He's a former hired-gun turn-around CEO and Vistage Rookie of the year. In 2012 Hellman was named as the #1 Angel in the USA by Tech Cocktail readers which illustrates the power of fake news. Glen coaches individuals, runs CEO peer advisory groups, consults with companies on money raising and go to market strategies and crankily opines on his blog at [www.drivenforward.com](http://www.drivenforward.com).



@glehel

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**DESCRIPTION:**

Airgility was formed in April, 2017. 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, this in turn allows our vehicles to perform a wide variety of missions utilizing one or a few platforms thereby increasing ROI for our customers. 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 that are not as versatile as Airgility's solutions such as the Advanced Aircraft Company and Vertical Technologies.

**FUNDING REQUIREMENTS & REVENUE FORECAST:**

We are requesting \$2M to accelerate our product development and subsequent go to market. 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**

**Pramod Raheja**, CEO is Aerospace Engineering grad, UMCP, entrepreneur of 20+ years, 30 years of aviation operations experience, graduate/mentor of Founder's Institute, Member of Mindshare, current President/DC Chapter of Entrepreneur's Organization (EO) and currently enrolled in Entrepreneurial Master's Program at MIT.

**Evandro Valente** is the CTO/Inventor & leads product design, manufacturing, & Testing. He has M.S. and B.S. from Aerospace Engineering UMCP ('06 and '03), Professor, Clark School of Engineering. He is the Author of the Airworthiness Process & SME at the Maryland UAS Test Site.

**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:**

\$565K non-dilutive funding (combination of grants/TEDCO)

**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.

## APERIOMICS, INC.

45085 University Dr, Ste 305 ~ Ashburn VA 20147

(434)293-2960

[cicenhour@aperiomics.com](mailto:cicenhour@aperiomics.com) ~ [www.aperiomics.com](http://www.aperiomics.com)



APERIOMICS

### TEAM:

Crystal R Icenhour, PhD – CEO  
Keith A Crandall, PhD – President  
W Evan Johnson, PhD – Chair, SAB  
Eduardo Castro-Nallar, PhD - SAB  
Yuan Chen, PhD – CTO  
Robb Milne – Sales & Marketing Dir  
Kun Ji, PhD – Research Fellow  
Alex Larsen – Research Scientist  
Wynemah Fuller – Operations Dir

### INDUSTRY:

Pathogen Testing

### NUMBER OF EMPLOYEES:

6

### YEAR COMPANY FOUNDED:

2013

### LEGAL STRUCTURE:

C-Corp, Delaware

### LAW FIRMS:

Greenberg Traurig, LLP  
Weilly Rein LLP

### FINANCING TO DATE:

Grants \$1.6M (\$400K pending)  
Series Seed \$512K (2017)

### FINANCING PLAN:

Series A \$2M (close 2018)  
Exit 2-3 Years

**BUSINESS DESCRIPTION:** *Aperiomics is a precision pathogen testing company that is changing EVERYTHING about how infections are tested.* Aperiomics' *Xplore-PATHO™* is a combination of deep metagenomic sequencing and proprietary bioinformatic analysis that can identify 37,000+ microorganisms in a single test.

*Xplore-PATHO™* is delivered as a service and tests samples (human, animal, plant) for the presence of every known microorganism (bacteria, DNA virus, parasite, and fungi) in a single test. This platform technology has broad application across diverse markets such as clinical, agriculture, environment, industry, and veterinary. The impact of Aperiomics' technologies is broad due to this unique approach to pathogen detection. Instead of blindly probing for a proverbial 'needle in a haystack', Aperiomics' approach analyzes the entire 'haystack', harnessing the power of deep sequencing and bioinformatics to identify every 'needle'. *Xplore-PATHO™* is transformative and is changing pathogen identification forever.

**VALUE PROPOSITION:** Existing pathogen testing, simply put, is inadequate; up to 75% of infections go undiagnosed. Undiagnosed infection costs the US economy billions (undiagnosed fungi alone cost \$26B annually). Further, **existing tests require one to know what they are looking for; Aperiomics' approach identifies every known microorganism, even if you don't know what you are looking to find.** Deep sequencing is the future of pathogen testing and is already disrupting cancer testing markets. Data analysis for sequencing is more expensive than the generation of sequencing data and is a major bottleneck in its adoption. For sequencing to reach its full potential of revolutionizing pathogen detection, data analysis must be robust, simplified, and automated. **Aperiomics' Xplore-PATHO™**

**does just this, providing a cost-effective method to detect 37,000+ microorganisms in ONE test.**

**TEAM:** Aperiomics' team includes the best in genomics and bioinformatics. Drs. Keith Crandall, Eduardo Castro-Nallar, and Evan Johnson are experts in these fields. Dr. Crystal Icenhour was recruited in 2014 as founding CEO for her ability to develop, commercialize, and translate complex technologies for pathogen diagnostics, as well as her ability to build, fund, and exit a successful company. Dr. Yuan Chen serves as CTO and has created the current vision for Aperiomics' data analytics. Recent hires include bioinformatic and software engineers, with the addition of Drs. Ji, Liu, and Mr. Zhang. Robb Milne joined in January 2017 to build and execute sales & marketing, bringing a wealth of technical sales experience. And Wynemah Fuller joined mid-2017 to provide operations and management support.

**MARKETS:** Assuming a US population of 350M and assuming over half of the population develops one infection per year, gives a Total Available Market of 200M infections. The Total Addressable Market is estimated at 50M chronic infections, including those masking as 'autoimmune' conditions. Capturing 5%, gives a Total Market Capture Potential of 2.5M samples for testing or **\$2.5B total annual market capture for infectious disease testing.**

**SALES & MARKETING:** Despite extremely limited sales/marketing resources to date, **Aperiomics has secured 325 customers, helped 850 patients, and generated \$1.2M revenue run rate since January 1, 2017.** We are FIRST to market and seek to maintain this leader position. The sequencing market is moving fast, necessitating aggressive sales & marketing to ensure market penetration. Due to the specialized and highly technical nature of Aperiomics' service, sales and marketing will be handled through direct sales. Peer-reviewed publications, case studies, conference presentations, social media, inbound marketing, and trade shows will be the primary methods for marketing.



World's first innovation & startup accelerator focused on organ regeneration. Bioelectric signaling + micro pump + fifteen component organ regeneration composition.

### Company Summary

World's first organ regeneration and recovery focused innovation & startup accelerator. Based on core platform technology of bioelectric stimulation controlled regenerative protein release + re-fillable micro infusion pump + 15 component organ regeneration composition. **30 startups in 2018 portfolio class each focused on a specific organ.**

Business model is to advance each organ specific startup to First-In- Man clinical results then exit.

### Problem

No other technology regenerates and restores organs completely the way they are built in the first place. Chronic care costs are breaking the economies of most nations and are causing great burden to people with rising health insurance costs and rising tax rates. **Drugs and devices often have many side effects and do not cure the problem.**

### Product/Services

We combine bioelectric stimulator + micro infusion pump + fifteen component for regeneration of organs, including InStim, a real-time bioelectric treatment of inflammation. PressureStim is real time bioelectric treatment of blood pressure. OrthodontiCell for accelerated tooth movement (likely first accelerator exit - late 2018, early 2019).

### Target Market

Total market exceeds \$200 billion annually for organ regeneration and recovery, including: Heart & Cardiovascular (heart, heart valve, biological pacer, aorta, diabetic ulcers, circulatory assist, personalized care, blood pressure; Brain (stroke, TBI, concussion, Alzheimers's, dementia, Parkinson's, Epilepsy); Cosmetic & Personal Care (Hair, Skin, Breasts, ED); Major Organ (Eye, Kidney, Liver, Pancreas, Whole Body, Inflammation); Cancer (brain, skin, pancreas, liver, kidney, colon, prostate, breast).

### Business Model

Our accelerator business model is to advance each organ specific startup through First-In-Man studies and then sell to a strategic partner/buyer preferably with a 3% royalty on net sales forward.

### Management

Howard Leonhardt CEO is an inventor with over 21 issued patents and dozens more pending and a serial entrepreneur with multiple successful exits. Leonhardt developed the leading stent graft, the first percutaneous heart valve and led the team that completed the first non-surgical stem cell repair of a human heart. Dr. Les Miller CMO Former Chairman of Cardiovascular Medicine U of Minnesota, 240+ publications, 80+ clinical trials.

### Sales/Marketing Strategy

Our strategy is to focus on 1) Patents 2) Data 3) Opinion leader endorsements 4) Positive press 5) Trade show buzz. Find a specific strategic partner for each organ-focused startup, with a 3% royalty on sales forward. These partners ideally will have large sales forces in place focused on these specific markets. Discussions have begun.

### Competitors/Competitive Advantage

Many companies operate in our target markets but with marginally effective solutions. Ours is the only technology committed to full organ regeneration by combining bioelectric signaling + micro infusion pump + fifteen component mixed composition. More complete recovery. Full organ regeneration.

### Capital Raise

Raising up to \$15 million as needed to fund clinical trials to First-In-Man data. Investment in accelerator provides equity in all 30 startups.

## Ostendio, Inc.

1911 N Fort Myer Drive, Suite 100  
Arlington, VA 22209  
Phone: 703 646 0304  
Email: gelliott@ostendio.com  
Web: www.ostendio.com

### MANAGEMENT

CEO – Grant Elliott  
COO – Jermaine Jones  
CTO – Rohiet Johri  
CFO - Kristian Marquez, CFA

### INDUSTRY

Integrated Risk Management, GRC,  
Cybersecurity

### NUMBER OF EMPLOYEES

20 FTE

### YEAR COMPANY FOUNDED

2013

### LEGAL STRUCTURE

C-corp.

### LAW FIRM

Goodwin Procter LLP

## Business Description

Ostendio is changing the way companies look at and manage their cybersecurity, risk management and compliance programs. Ostendio's MyVCM is a cloud-based cybersecurity and information management platform. The platform provides organizations with an enterprise view of their cybersecurity program and uses behavioral analytics to drive employee and vendor engagement.

## Why Ostendio is Different

Most security solutions focus on technical security and address specific problems in a fragmented manner. MyVCM is a true workflow management solution that automates the cybersecurity and information management processes across the entire workforce. The platform uses transactional data to provide a comprehensive picture of the organization's risk. MyVCM's robust reporting is in stark contrast with traditional, simple reporting tools for a security team.

The MyVCM Trust Network™ is also a differentiator, allowing companies to benchmark themselves against one another, based on employee behavior as opposed to self-assessment. As a result, the company is always audit ready.

## Key Growth Metrics



## Value Proposition

Ostendio's MyVCM helps companies accelerate revenue, reduce costs and mitigate risk by making it easy to track and display their cybersecurity posture in real-time. MyVCM has the following differentiators:



**Single Pane of Glass Reporting:** MyVCM is used by all employees within the enterprise, giving management unprecedented visibility into performance at an individual, departmental and corporate level.



**Behavioral Analytics & AI:** MyVCM combines company profile data and user transactional data to benchmark performance and guide the organization to implement proven industry best practices.



**Automated Workflows:** MyVCM has been built to automate frequent cybersecurity tasks. From document management to training, and vendor risk management to data audits, MyVCM becomes your cyber security workflow, ensuring task management is transparent to all employees.



**3rd Party Integration:** MyVCM integrates with common workforce tools, including Google, Microsoft, One Login. We continue to roll out others including ticketing, training and inventory management solutions such as Atlassian ServiceNow and AWS.

MyVCM becomes the primary process for managing cybersecurity and information within an organization. It provides both a simple pathway to improving an organization's security posture as well as all the actionable data necessary to calculate and mitigate risk.



Reglagene serves cancer patients by attacking cancer's most notorious genes that drive the disease. Our lead product is a therapy that applies the brakes to telomerase, a gene hijacked by cancer to make tumor cells immortal and treatment resistant. Reglagene's approach kills tumors in days instead of months for conventional agents targeting telomerase. We have pre-clinical evidence in an animal model of human prostate cancer. Our objectives are to monetize the telomerase asset via out-licensing to a pharmaceutical partner and build to an exit by creating products for other cancer targets.

### Technology and Product Description

Cancer is caused by genes behaving badly. Simply put, fix bad gene behavior, cure cancer. But it's not so easy and conventional approaches to the problem often fail. Often, the gene behavior that needs to be addressed is processing speed. Special DNA structures called quadruplexes control the rate of gene processing. We leverage Quadruplex Master Switch Technology (QMST) as a way to create medicines that manipulate quadruplexes to apply the brakes or hit the accelerator for specific genes. If we vary the rate of gene processing just enough, tumors will die. We have proof.

Reglagene has licensed medicines from the University of Arizona that slow the telomerase gene. Cancer coopts this gene to increase tumor robustness. Mice bearing human prostate cancer were dosed with one of our medicines. Tumor growth was inhibited from the first dose. Reglagene's objective is to improve the product and build the case for an exclusive out-license of the intellectual property to a pharmaceutical partner as the path to monetization.

QMST is a general method to control gene processing rate. We have product programs ready to launch against other notorious cancer genes that have eluded the pharmaceutical industry. Creating a few more product assets will enable Reglagene's anticipated exit via acquisition by a major pharmaceutical company.

The nearest competitor to QMST is gene editing, most famously represented by the CRISPR/CAS9 technology. Reglagene bills itself as the therapeutic alternative to gene editing with advantages in safety, COGS, easier therapeutic administration, and well-traveled development and regulatory pathways.

### Market Analysis and Business Model

Most pharmaceutical companies favor in-licensing and acquisition to source next-generation medicines. Reglagene will earn revenue by out-licensing the patent portfolios we create around the medicines we discover. Oncology is the largest therapeutics sector by product sales (\$133B globally in 2017, IQVIA), fastest growing (12.3% CAGR, EvaluatePharma), and the most prolific licensing segment (30% of all deals). High demand for oncology assets has moved the licensing value inflection point earlier in the value chain resulting in a shift favoring preclinical deals (before human clinical trials) at 58% of the oncology flow (Nature Biopharma Dealmakers). The average up-front licensing fee for a preclinical oncology asset is \$17M with \$200M total deal value.

Based on Reglagene's interactions with the pharma industry, we know that research alliances are a second revenue opportunity. Reglagene is pursuing alliance deals to create products with pharmaceutical company partners in exchange for immediate revenue and a preferred licensing position for the partner.

Comparable exits (oncology focus, platform technology, and all assets no further than preclinical development) average \$267M up-front payment, \$660M total deal value, and a 36-month hold time since completion of Series A financing.

### Talent

Richard Austin, PhD MBA, CEO, is a 25-year pharma R&D veteran (GSK and Sanofi). Betty Weaver, CPA, CFO has financially managed several life science startups. Laurence Hurley, PhD, CSO, invented QMST, published 270 peer-reviewed papers, and filed 25 patents. Vijay Gokhale, PhD, Vice President of Discovery, has invented in the quadruplex area since 2003 and is the 2017 University of Arizona Life Sciences Inventor of the Year.

### Ask

Reglagene seeks completion of a \$2M Seed round (\$546K in hand as of September 17) to advance the telomerase program to selection of a preclinical development candidate, secure intellectual property on the platform technology, identify new target opportunities, and win our first research alliance. These objectives will require up to 2 years to complete. Supplementary funds are anticipated by the end of the federal fiscal year (Sept 30) including a \$300K National Cancer Institute STTR grant and a \$400K National Institute of Neurological Disorders and Stroke STTR. Both are in final administrative review.



**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™)

**ADDITIONAL CATEGORY APPLICATIONS:**

OTC Medication Packaging (up to 14B annual units)  
Cannabis Dispensing (440M)  
Liquid Nicotine Packaging (480M)  
Consumer Household Goods Packaging (3B)  
Aftermarket Distilled Spirits Caps (2B)

**HISTORICAL & FORWARD FINANCING:**

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

\$750K Conv Note Bridge Round August 2018  
\$3 - \$5M Equity Round 1Q2019

**Uses of Funds:**

Onboarding Top 5 US Pharmacy Retailer  
Sales & Marketing, Government Affairs

**ADVISORY BOARD:**

Chris Dimos  
x-CEO Supervalu Pharmacy, Now McKesson SMT

Frank Segrave  
x- VP WalMart Pharmacy & Cardinal Health

Paul Suchoski  
Twice-exited Serial Manufacturing Entrepreneur

Jeffrey Schell  
Exited Device Executive & IP-focused Entrepreneur

Robert Valuck  
CO Consortium for Rx Drug Abuse Prevention

**AWARD-WINNING SAFE RX® INITIAL PRODUCT LAUNCH**

- 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 annually 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

**GO-TO-MARKET INCLUDES GOVERNMENT-MANDATED USE & LOW TIPPING POINTS FOR INDUSTRY-WIDE ADOPTION**

- Legislation active in four states with collective controlled substance volume > 50 million scripts annually; two states expected to mandate use of LPVs™ for all Schedule II controlled substance dispensing
- Success in 3 – 5 states should catalyze federal action or industry capitulation for a single nationwide regulatory regime
- 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 designed for the point of dispensing
- Unit costs of \$0.30 - \$0.46 at production scale for current LPV™ sizes
- Closest competitive product manufacturing cost is > 8x Safe Rx's cost

**DEFENSIBLE INTELLECTUAL PROPERTY WITH SUPPLY CHAIN INVESTING NON-DILUTIVE CAPITAL**

- 10 issued patents & 1 pending covering forward 3 years of product development
- Domestic manufacturer fronting ~ \$1.5 million in molding & automation capex (paid back over contract, i.e. non-dilutive capital)

**STRONG MANAGEMENT TEAM WITH SCALE-UP & SECTOR EXPERIENCE AND MULTIPLE EXITS**

CEO: Leveraged build-up from \$6M - \$46M revenue as independent sponsor & CEO; several turnarounds & exits as operator and PE professional  
TEAM: Several exited scale-ups in high volume manufacturing and healthcare products & services; > 90 years pharmacy sector experience

**CURRENT ROUND BRIDGES HIGHLY MATERIAL COMMERCIAL & GOVERNMENT AFFAIRS MILESTONES**

- First U.S. state to mandate LPV™ dispensing is expected to pass legislation in 4Q2018 (> 9M units annually)
- Company expects to sign or start the top two pharmacy retailers in each of the US & Canada in 2H2018

**SUMMARY FINANCIAL PROJECTIONS**

(\$000s)	Base Case						Upside Case					
	2018E	2019	2020	2021	2022	2023	2018E	2019	2020	2021	2022	2023
Revenue	68	1,187	10,125	26,808	46,271	79,526	224	12,303	56,403	144,998	225,054	262,727
EBITDA	(2,317)	(2,954)	1,259	8,574	15,944	29,303	(2,269)	(1,037)	14,379	48,592	72,770	80,463



**CONTACT**

**Milton Cohen**  
President & CEO

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**CURRENT AS OF AUGUST 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.

Industry Problem

**Industry Problem: Complex food chain with multiple threat junctions lacking Sensor + Big Data + AI + Blockchain solution. Random, limited spot testing, not meeting industry or consumer needs**

Integrated Solution

**Integrated Solution: advanced optical sensors, software, data, AI and Blockchain solves the industry problem**

## World Food Challenge

- **Food Safety** - 1 in 6 people in the U.S. annually will become sick from a foodborne illness at an estimated annual economic cost of **\$77 billion**
- **Food Waste** - 30% of food wasted annually, equivalent to **\$1 trillion in retail sales**
- **Food Fraud** - Intentional fraud costs the global food industry upwards of **\$40 billion per year**

## Market Opportunity



## Huge Unmet Need

- Food Safety Example – 90% of seafood imported but FDA only examines about 2% for safety
- Food Fraud Example - Less than 1% of imported seafood is inspected for fraud and 33% tested by Oceana was mislabeled

## Solution & Advanced Development Status

- SafetySpect solutions solve all key shortfalls of existing legacy tech
- Two prototypes developed
- Clear path and timetable to product launch and revenue generation

## Investment Opportunity

- **\$1.25 - \$2 million seed round**
- **\$5.75 million pre-money valuation**



Direct inquiries & questions please contact:



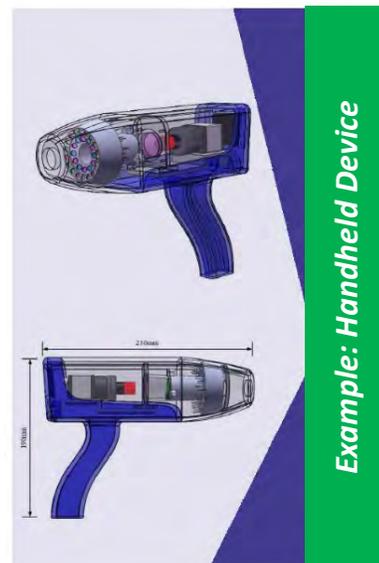
SafetySpect Inc. headquarters:

Kenneth Barton, CEO  
Phone: + 1 (310) 864-2130  
E-mail: kbarton@safetyspect.com

Tom Burke, CFO  
Phone: + 44 (0) 7785 304 254  
E-mail: tburke@safetyspect.com

13412 Ventura Blvd.  
Suite 250  
Sherman Oaks, CA 91423 – USA

[www.safetyspect.com](http://www.safetyspect.com)



Example: Handheld Device

### MANAGEMENT TEAM

Sunil G. Singh: Founder  
Jessie Brown: BlockChain Architect Advisor  
Kelly O'Brien: Director of Marketing  
Anuj Mathur: Country Lead, India  
Betul Ceyda Duman: Country Lead, Turkey  
Letian Liu: Country Lead, China  
Richard A. Devlin, Esq.: Securities Attorney  
Olek Shestakov: Strategic Blockchain Advisor  
David Drake: Board Advisor  
Andrew Matthews: Marketing Advisor

### INDUSTRY

Category: Technology  
Sub-category: Blockchain-as-a-Service (Baas), Deep Learning AI and VR Modeling

### CURRENT INVESTORS

Bootstrapped from DBMS Consulting, Inc. (Sunil G. Singh's current business in Healthcare IT).

We have approximately \$350K USD equivalent pledged from 3 different private investors toward our 1.5 Mil USD minimum goal for the private sale currently.

### FUNDING TO DATE

Approximately \$700,000 USD from DBMS Consulting in debt financing

### FINANCING SOUGHT

Private Equity Seed Round: 1.5 Mil USD to 5 Mil USD

### USE OF PROCEEDS

- 1) Patent filing and legal fees
- 2) Use case Proof-of-Concept ("POC") and additional development
- 3) Resource retention/permanent "brain trust" hiring
- 4) Supply chain priming
- 5) Assembly site India setup
- 6) Assembly site Turkey setup
- 7) Sales and marketing
- 8) Repay bootstrap
- 9) ICO token sale

### BANK

Santander

### LAW FIRM

Forefront Legal Group, LLC: Mr. Richard Devlin, Esq.,

### ACCOUNTING FIRM

Diana Lopez. CPA

### COMPANY DESCRIPTION

ServerCube represents the largest potential global distribution of computing power by utilizing the electricity and internet connectivity which **ALREADY EXISTS** in households (spare rooms/basement/garages), small offices, schools, libraries, churches.

ServerCube leases its ServerCube Devices, which are small but highly powerful computing units, to these institutions and small business which we call ServerCube Hosts at no cost.

The ServerCube Host agrees to provide electricity and internet connectivity to the Device (in the US) and is compensated by having part of their electric bill paid by ServerCube or by receiving free wifi (if high speed cellular data connection available, especially around 5G), or by receiving a solar power installation.

The Device can be used to solve any kind of computing problem which requires high powered processing in a distributed network (also called swarm computing), currently focused on BaaS, deep learning AI and VR modeling.

### COMPETITION

**Within a distributed high-performance computing model:**

- 1) **Amazon Web Services (AWS), Google and Microsoft Azure:** ServerCube intends to provide aggregated computational resources at lower price points for the equivalent computational computing power.
- 2) **Military supported Networks:** Probably cheaper than hypothetical competitor
- 3) **Other Swarm decentralized companies:** Currently, there is no other organized approach that we are aware of for deploying high performance computing infrastructure in a global "swarm" model.

### Competitive Advantages

- 1) **NO INITIAL CAPITAL COST FOR DATA CENTERS:** ServerCube never needs to make huge initial capital investments in data center physical assets and locations and acquiring enterprise level servers and infrastructure. Instead, we use our initial capital to build and distribute servers which can produce value very early in build and distribution cycle.
- 2) **EXISTING WORKING DEVICES AND NETWORK:** ServerCube already has a working model for production, distribution and remote control of SC Devices and has several of SC Hosts awaiting SC Device delivery.
- 3) **EDGE COMPUTING SPEED:** This "swarm" model is also a representation of 5G edge computing. In cases where roundtrip time to reach a server which is capable of performing Blockchain calculations or AI operations very quickly is needed, the ServerCube network has a capability to return transactions in under 20 ms.

### TARGET MARKETS

Within 3 years: ServerCube Hosts: 130,000 operational ServerCubes with approximately 30,000 operational ServerCubes in countries outside of USA.

Within 5 Years: ServerCube Hosts: 5% of target households worldwide, through international distribution and cooperative electrification projects = 4.8 million operational ServerCubes worldwide.

Target countries: First 3 years: US, Turkey, Philippines, India, China.

5 Years: Rest-of-world.

Estimate gross profitability at approximately \$250 USD per month per device increase to \$300 USD per month per device

### MILESTONES

#### Completed:

- ⇒ Development of ServerCube concept and initial prototype build
- ⇒ Incorporation of ServerCube
- ⇒ Development of IP around Generation 2 ServerCube Device Design, hash optimization algorithms and remote swarm control
- ⇒ Launch of ServerCube in Turkey and India

#### 2018

- ⇒ **January:** Incorporation of ServerCube
- ⇒ **February:**
  - Development of IP around Generation 2 ServerCube Device Design, hash optimization algorithms and remote swarm control
  - Launch of ServerCube in Turkey and India
- ⇒ **Q3:** Initial BaaS deployment on ServerCube Network
- ⇒ **Q4:** Initial AI development platform/API on ServerCube Network and initial testing for integrated CPU/GPU/MOBE design SC Device
- ⇒ **December:** Generation 2 ServerCube in production

### Five-Year Financial Projection

	2019	2020	2021	2022
<b>Pre-revenue</b>	\$7,726,320	\$164,828,160	\$1,209,405,600	\$10,643,400,000
<b>Pre-revenue</b>	(\$4,547,222)	\$36,045,402	\$318,569,013	\$3,243,417,777
<b>Pre-revenue</b>	<b>(\$6,086,259)</b>	<b>\$1,359,402</b>	<b>\$66,326,763</b>	<b>\$988,827,777</b>

**SiNON Therapeutics** is dedicated to improving the lives of those who suffer from debilitating neurological diseases by increasing the ability of drugs to cross the Blood Brain Barrier (BBB). Our patented nanoparticle, the Carbon Dot, will enable pharmaceutical companies to encapsulate their drugs in a way, which dramatically improves drug-localization to the brain. This allows for a reduction in overall dose administration to the patient, leading to reduced toxicity and side effects, while improving therapeutic index and cost-efficacy. We have developed a tunable platform delivery tool that can be engineered to target specific organs and encapsulate multiple different types of therapeutics.

**Critical Unmet Clinical Need:**

- 1 in 6 people develop neurological diseases over the course of their lifetime
- Effective medicine cannot currently pass through the BBB
- Every 67 seconds someone develops Alzheimer’s and Dementia
- There is a significant lack of treatments for many CNS related diseases
- Only 2% of ALL drugs and nano-particles are able to cross the BBB

**Carbon Dot Performance Features – Strengths:**

- Our patented nanoparticle (Carbon Quantum Dot) which is safer and more effective system for bypassing the blood brain barrier
- Localized therapy to the brain and improve drug bioavailability
- High solubility in water with good pore size
- Can carry molecules and delivered to the site with a lag time dependent on the size of the Carbon quantum dot (CQD) used and on the nature of the hydrophilic/ hydrophobic interaction.
- Size and the shape of the CQD can be controlled so that these can be used for selectively holding a specific drug for a specific period of time synchronizing its delivery time and approach to the site. These fluorescent probes are spontaneously excreted from the body.
- Platform technology – encapsulate small to large therapeutics

**Pre-Clinical Data**

SiNON researchers are working on further enhancing fluorescing capabilities of our non-toxic Carbon Dots. We have completed initial efforts to successfully conjugating and encapsulating 6 therapeutic drugs to our water-soluble Carbon Dots. Initial *in vitro* studies on certain cancer cell lines at Johns Hopkins have shown no cytotoxicity. We have recently conducted studies in mice to see the passage of CDots through the BBB. We have been able to standardize a process to encapsulate multiple different drugs and larger biologics. We have also done toxicity and clearance studies in mice.

**Current Treatment Methods**

- Include: Invasive surgeries, antibodies & proteins, and receptor/carrier mediated
- Downsides: ineffective, high toxicity, specific to one disease/molecule, invasive
- Carbon Dots provide a highly effective, non-toxic solution for brining specifically to certain class of drugs or diseases across the BBB.

**Upcoming Key Milestones**

- Continue encapsulating new drugs – work on cocktail formulations
- Expand within the area of neuroscience
- Apply to additional government grants
- Conduct efficacy and release studies in both cell lines and animal models.
- Partner with pharmaceutical companies

**Intellectual Property**

- (1) Title: WATER SOLUBLE FLUORESCENT QUANTUM CARBON DOTS US Filing Application No.: 12/719,791
- (2) Title: NANOPARTICLE COMPOSITIONS AND METHODS OF MAKING AND USING THE SAME. Application No: 15/278,232,

**Product (primary):**  
Encapsulate drugs to cross the BBB. Reduce dosage and side effects but increase efficacy.

**Industry:**  
Drug Delivery

**Current Financing:**  
Self, Entrepreneurship Incubator, Loans, Grant

**Financing Sought:**  
\$850,000 – Seed

**Recent Corporate Milestones:**

- Successfully encapsulation of 6 different drugs
- Animal Toxicity/Clearance report

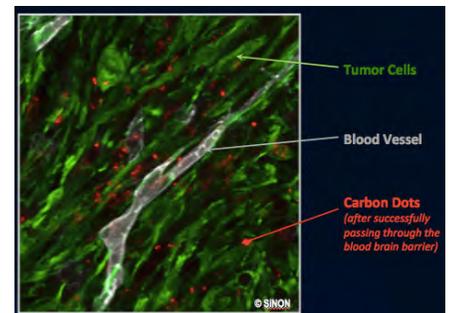
**Upcoming Corporate Milestones:**

- Efficacy Studies
- Angel round of financing

**Support Services:**

- Legal – Smith Anderson
- Accounting – Odeh Accountants

**Contact:**  
Afreen Allam, MBA  
President & CEO (919) 522-1390  
[allam@sinontp.com](mailto:allam@sinontp.com)





9715 Medical Center Drive, Suite 201  
 Rockville, MD, USA  
 20850

Main contact:

Sanjay Prasad MD FACS  
 c. 3018073840  
 sprasad@surgiprice.com

**MANAGEMENT TEAM**

Founder & CEO: Sanjay Prasad MD FACS

COO: Marshall Besch

Board of Directors:

Karen Ferrell,  
 former President of Aetna Healthplans of  
 Florida, former VP Prudential Healthcare,  
 former SVP Cigna Healthcare, former  
 President & CEO Apollo Health Street

**INDUSTRY**

Healthcare Services & Technology

**STRATEGIC RELATIONSHIPS**

Agency Growth Mastermind Network  
 Roundstone Insurance  
 Benefit Advisors Network  
 Holmes-Murphy  
 Individual Health plans (100,000 users)  
 Large National Third Party Administrators  
 (TPAs)  
 National Care Management Organization  
 Large Healthplans

**CURRENT INVESTORS**

Sanjay Prasad MD  
 Marshall Besch

**FUNDING TO DATE**

Total previously invested  
 \$1,850,000

Individual Investor at ACON Investments  
 pledged \$100,000

**FINANCING SOUGHT**

\$1,600,000

**USE OF PROCEEDS**

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

**LAW FIRMS**

Womble Carlyle

**COMPANY DESCRIPTION**

Employers are suffocating from annual double-digit increases in healthcare costs, and are moving to self-insured health plans, transferring the burden to employees through high-deductible health plans at an alarming rate.

SurgiPrice® developed a bidding platform, forcing surgeons and their facilities to compete for surgical patients, using bundled pricing and procedure-specific quality metrics, to lower costs for employers and employees alike.

In a secure manner, patients upload their records, for distribution to surgeons through the SurgiConnect app. Surgeons report on medical necessity, and past experience with performing the procedure. With their facilities, surgeons also report an all-inclusive bundled price. Past experience, such as number of cases performed, success rates and complication rates, are graded against national norms.

Validation of medical necessity helps reduce unnecessary surgery risk. Using the platform, individuals trapped in high deductible health plans, gain access to zero-deductible options. The platform empowers consumers with tools, so they can make well-educated decisions. Average savings per case are \$3500 and \$10,000, for outpatient and inpatient surgery, respectively.

SurgiPrice® charges a per member per month (PMPM) fee as well as a fixed percentage of the savings per case.

SurgiPrice® currently has 1,000 contracted lives who are participating in the surgical bidding process.

**TARGET MARKETS**

SurgiPrice® has developed relationships with independent benefit consultant associations, NextGen Benefits Mastermind Partnerships and Benefit Advisors Network. Member agencies are selling the platform to their self-insured clients in the small-mid market (50-3,000 EE) space.

SurgiPrice® has a distribution partnership with ACAP Health Consulting Inc. /Holmes Murphy to distribute the platform to employers in the midmarket space (3500-5,000 EE), starting in 1/1/19.

SurgiPrice® has a strategic partner to integrate SurgiPrice® into 100,000 individual policies in the next 6-12 months.

SurgiPrice® has relationships with a nationwide Care Management Organization, to pilot the platform in 1/1/19.

SurgiPrice® has relationships with several large Third Party Administrators, to pilot the platform in 1/1/19.

SurgiPrice® BOD member, Karen Ferrell is in early discussions with Horizon Blue Cross Blue Shield of New Jersey, and Florida Blue: Health Insurance for Florida, and other marquee clients.

Nearly 10,000 surgeons are currently on the SurgiConnect platform. Surgeons and facilities gain access to new surgical patients to fill under-utilized operating room time and receive prompt payment to solve revenue cycle headaches.

**Three-Year Financial Projection** (unaudited, dollars in thousands)

	Year 1	Year 2	Year 3
<b>Revenue</b>	\$2,674	\$12,631	\$29,526
<b>EBITDA</b>	\$1,103	\$8,779	\$23,080
<b>Net Income</b>	\$722	\$6,035	\$15,920

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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](http://t2000inc.com).



## BEAU OLIVER, CEO, TECH 2000, INC

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

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



## LORE SYSTEMS, INC @LORESYSTEMS

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



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

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

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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.



Wilson Sonsini Goodrich & Rosati  
PROFESSIONAL CORPORATION

## WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



## MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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

Michael's practice focuses on corporate and securities law, including general corporate representation, IPOs, VC financings, and M&A. He has assisted clients with matters ranging from formation and early-stage venture financing to IPOs on U.S. and foreign exchanges.

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He also has considerable experience in counseling publicly held companies on disclosure matters, SEC compliance, NASDAQ and NYSE listing matters, and other securities laws issues.

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



## BDO @BDOACCOUNTANT

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



## MARK ANDERSEN, PARTNER, BDO

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

SHULMAN  
ROGERS

GANDAL  
PORDY  
ECKER

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

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

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

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

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

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

## WOMBLE BOND DICKINSON

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

Our lawyers and professionals have shared ambitions, common values and a flexible working style that combine with strong personal connections to deliver outstanding levels of client service across every office, every day.

Collaboration provides a fertile ground for exploring new ways to better serve our clients, where we find new ways of working; use technology to drive practice innovations; and invest in our people to ensure we deliver high quality, cost-effective and personal service.



## ANDREW TUCKER, PARTNER, WOMBLE BOND DICKINSON

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

Andy's clients operate around the globe; he regularly advises companies throughout North America, Latin America, Europe, the Middle East, China and Australia for corporate matters involving cybersecurity, government services and contracting, telecommunications, managed services, renewable energy, energy, medical devices, pharmaceuticals, aviation, consumer product and financial technology companies.

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

## ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

The Association for Enterprise Growth (AEG) is a nonprofit advisory council of experienced business advisors that provide cost-effective expertise and guidance to owners of midmarket companies. AEG consists of experts from complementary professional services disciplines equipped to grow



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enterprise value and maximize personal wealth for all stages of the business lifecycle—from startup to growth to maturity to transfer or sale.



## MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH

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



MONTGOMERY COUNTY  
ECONOMIC DEVELOPMENT  
CORPORATION MARYLAND

## THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP. @thinkmoco

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



## DAVID PETR, PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

David Petr is the first President and CEO of the Montgomery County Economic Development Corporation, a new public-private venture in the region. Petr joins the MCEDC from the Central Florida Development Council, Inc. where he was the President and CEO. He successfully transitioned the organization from a public/private partnership to a private organization, while achieving record-setting job creation and capital investment results during his tenure. His unique talents in organizational transformation and team building while running a high-performing economic development program will align well to the immediate and long-term needs here in Montgomery County. Regional in his perspective and collaborative in nature, Petr is already working with key business, government and education leaders to market the many strengths of Montgomery County with a focus in the areas of business expansion, talent development, international trade, infrastructure, fundraising, advocacy, entrepreneurship and access to capital.



## CBRE @CBRE

CBRE is the world's largest commercial real estate services firm. It is based in Los Angeles and operates more than 450 offices worldwide and has clients in over 100 countries.

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Some core services include: Occupier Services, Workplace Strategies, Lease Audit, Facilities Services, Capital Markets, Brokerage Services. CBRE's Occupier Services group currently serves the entire spectrum of companies needing to lease space. Whether managing the corporate leases of the Fortune 500 or the early to mid stage growth companies, CBRE has to experience to navigate any commercial real estate issue you face.



## GREG CARPENTIER, CBRE

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

Greg finds value for his clients by developing creative strategies through a meticulously detailed approach focused on leveraging market fundamentals and identifying emerging trends. His experience in the industry and extensive exposure to a variety of transactions provides him with a dynamic skillset where both investors and occupiers are able to benefit from his expertise. Greg is a member of the Occupier Services Group and is based out of CBRE's Tysons Corner office. His leadership, creativity and experience has helped numerous clients successfully manage their commercial space needs across the Washington DC region.



## MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

The MTC VMS program has provided over 700 hours of volunteering and free mentoring. We have ongoing partner relationships with CONNECTpreneur and the Montgomery County Economic Development Corporation. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.php>



## SALLY STERNBACH, FOUNDER OF MTC VENTURE MENTORING SERVICES

Sally Sternbach retired in 2016 after leading both the Montgomery County Department of Economic Development and Rockville Economic Development, Inc. for 14 years. In her prior professional life, Sally spent 19 years with AT&T federal sector, taught accounting and finance, ran a social services non-profit in NYC and a tourism development organization in West Virginia. Her proudest accomplishments, aside from her family, include national and international gold medals in rowing. She is married to David Sternbach, a former professional musician turned clinical social worker and author of more than 100 articles on performance psychology; they have lived in Montgomery County since 1980.

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## SUNTRUST BANK

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

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



## CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



## NFP @NFP

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

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



## RICHARD DIPIPPA, PARTNER, NFP

Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process. Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach. Rich joined New York Life in 1985 as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents his last 11 years with the company. He was also chosen for the company's Agents Advisory Council, and served as the Chairman of the Life and Long Term Care Committee. In 1998, Rich formed RCD and Associates, a full-service insurance and planning firm. RCD then merged with The Meltzer Group in 2008. Rich and his wife Molly reside in Silver Spring, Maryland, along with

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



## RYAN & WETMORE, P.C. @RYANWETMOREPC

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



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

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

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



## GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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

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

@HOYAPRENEUR

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

## THE DINGMAN CENTER FOR ENTREPRENEURSHIP, AT THE ROBERT H. SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND

@UMD\_DINGMAN

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution and financing; and that support its mission to take entrepreneurs “from the back of a napkin to the first \$1 million in financing.”



## HOLLY DEMARMOND, INTERIM DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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



# OUR SPONSORS

## NABOE

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

### THE NATIONAL ASSOCIATION OF BUSINESS OWNERS & ENTREPRENEURS

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



#### RON WILLS, FOUNDER, NABOE

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



### THE INSTITUTE FOR EXCELLENCE IN SALES (IES)

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet. The workshops are held at the USA Today Building. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales.

The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event was on June 3, 2016 and recognized companies that have exhibited greatness in sales or BD such as Everfi, DLT Solutions, Iron Bow and Deltek. This year's Lifetime Achievement Award winners were immixGroup leaders Art Richer, Steve Charles, and Jeff Copeland. Our website is [i4esbd.org](http://i4esbd.org)



#### FRED DIAMOND, FOUNDER, IES

Fred Diamond is the main man for companies looking to increase their revenues and make their sales teams more effective. He created the IES in 2010 and leads its strategic endeavors. With expertise garnered by working with world-class firms such as Apple, Compaq, Microsoft, and Oracle, Fred made his mark before creating the IES as the outsourced marketer of choice for technology and professional service CEOs looking to get their vision into the marketplace

and sales leaders who know that their companies can go-to-market better. His approach to marketing has especially been well received by international companies looking to enter US markets. As the CEO of the Institute for Excellence in Sales, he helps company leaders achieve their business goals by growing strong revenue channels and programs.

### HAFEZI CAPITAL

Hafezi Capital International Consulting is an international financial and business consulting firm offering the following services: Growth Consulting (sales, margins, income, cashflow, valuation, leverageratios); Organization Consulting (structure, process, delivery, supply chain, restructuring); Capitalization Consulting - advising on matters of raising capital; International Consulting - entering new global markets (feasibility studies, country risk analysis, market entry strategy, joint venture development, acquisition analysis, supply chain audits, outsourced international market entry).



### BABAK HAFEZI, FOUNDER & PARTNER, HAFEZI CAPITAL

Babak Hafezi is a seasoned entrepreneurial business expert in the areas of strategy, turnarounds, growth, capitalization and international market entry consulting. He has a demonstrated expertise in strategy development, reorganization and reengineering. His advice is actively sought by leading global CEO's, government officials and news agencies such as Investors Business Daily, Thomson Reuters, and Forbes.

Babak obtained a Bachelor's degree in International Relations with a focus on Middle Eastern Studies and a M.A. in International Peace & Conflict Resolution and an MBA from The American University. Babak has volunteered at Network for Teaching Entrepreneurship (NFTE), and serves on numerous Board of Directors positions, and advisory boards among them his alma mater the School of International Studies's Young Alumni and Friends Committee at the American University.

### ANNUAL WHARTON DC INNOVATION SUMMIT

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

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

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



**Speakers**

First	Last	Title	Company
Dan	Berger	Founder & CEO	Social Tables
Glen	Hellman	Founder & CEO	Driven Forward
Mark	Walsh	Founder & CEO	Genius Rocket
Tien	Wong	CEO	Opus8, Inc.

**Presenters**

First	Last	Title	Company
<b>Airgility, Inc.</b>			
Pramod	Raheja	CEO & Co-Founder	Airgility, Inc.
Evandro	Valente	CTO	Airgility, Inc.
Greg	Cooper	Advisor	Airgility, Inc.
<b>Aperiomics</b>			
Crystal	Icenhour	CEO & Co-Founder	Aperiomics
<b>Leonhardt Launch Pads</b>			
Steve	Kann	CEO	Leonhardt Launch Pads
<b>Ostendio, Inc.</b>			
Grant	Elliott	President & CEO	Ostendio, Inc.
<b>Reglagene</b>			
Richard	Austin	CEO	Reglagene
<b>Safe-Rx</b>			
Milton	Cohen	President & CEO	Safe-Rx
<b>SafetySpect</b>			
Tom	Burke	CFO	SafetySpect
David	Paschane	Advisor - Government Affairs	SafetySpect
Kenneth	Barton	President & CEO	SafetySpect
<b>ServerCube</b>			
Letian	Liu	Country Lead - China	ServerCube
Sunil	Singh	CEO	ServerCube
<b>SiNoN TP</b>			
Afreen	Allam	President	SiNoN TP
<b>SurgiPrice</b>			
Sanjay	Prasad	Founder & CEO	SurgiPrice

**Attendees**

First	Last	Title	Company
Marwa	Abdelfattah	CEO	CoAuthor
Jitin	Ahuja	Business Development	SpaceJet Media LLC
Irfan	Ali	Executive Chairman	Technology Rivers
David	Anderson	Principal	Block Next Ventures
Darrin	Auito	Partner	HEA Law, PLLC
Ronit	Avni	CEO	Localized
David	Bain	Executive Director	Technology Safety Council
Jeremy	Bauman	Managing Director	New Dominion Angels
Philip	Baylor	Founder	New Union Living
Greg	Bell	Finance Consultant	Ryan & Wetmore
Sylvanus	Bent	CEO	Bent Systems
Andrew	Berkowitz	CEO & Founder	Global Startup Movement
Veronica	Berry	CEO	TruDiary
Peter	Boyd	Business Development	TAG
Peter	Buchanan	Managing Partner	NewPlan
Bob	Buchanan	Chairman	Montgomery County EDC
Damien	Budnick	Student	Marymount University
Ahmed	Bur	MBA Candidate	Georgetown University
French	Caldwell	Chief Evangelist	MetricStream
Greg	Carpentier	Associate	CBRE
Ashley	Casscells	District Manager - Private Equity	ADP
Derek	Cha	Founder	SweetFrog
Barath	Chari	Senior Associate	Wilson Sonsini Goodrich & Rosati
Robert	Chumley	Senior VP Marketing	Murphy USA
John	Cibinic	Partner	Beekman Advisors
Bill	Collier	BD Associate	Maryland Venture Fund
Jerry	Comanescu	CEO	World Registry of New Ideas
Krista	Conley	CEO	Structure & Scale
Susan	Coots	Financial Services Professional	New York Life Insurance
Angela	Corrieri	President	Startup Partners, Inc.
Steve	Cram	CEO	Ottoplay
Josephn	Cureton	CEO	Core Staffing Cooperative
Holly	DeArmond	Interim Director	Dingman Center for Entrepreneurship
Saurabh	Dharia	CEO	marGenius
Rich	DiPippo		NFP
Jason	Dodier	Co-Founder	FountainHead RI
Michael	Doub	CEO	Aireon Therapeutics
Nancy	Dubé	CMO	Carter Research
Tom	Durrer	Senior VP	Union Bank
Rich	Ellinger	Operating Partner	Cota Capital
David	Engle	CEO	Upright Labs
Asher	Epstein	CFO	VIVA Creative
Ron	Everett	CEO	Business Valuation Center
Herb	Ezrin	President	Potomac Business Group
Richard	Faulkner	CEO & Founder	IQ Exchange LLC
Karla	Feghali	Life Science & Technology Enthusiast	Deloitte
Zach	Ficklin	Senior Financial Consultant	Ryan & Wetmore
Ric	Fleisher	COO	UpsideDoor
Jed	Fochtman	President	Capital Advisors LLC

**Attendees**

First	Last	Title	Company
Manu	Fontaine	Founder	Hushmesh
Ryan	Forsythe	CEO	Qlipt
Diana	Foste	Student	George Mason University
John	Funge	Chief Product Officer	DataTribе
Mike	Gaffney	Managing Director	EDG Partners
Jay	Ganesan	Associate	Edison Partners
Tayi	Ganesh	CEO	Never Lose The Deal
David	Giannini	Founder	CirrusWorks
Andrey	Gidaspov	Chief Global Development Officer	Humaniq
Vanessa	Gill	CEO	Social CIPHER
Ira	Gluck	Co-Founder	H18
Tom	Godin	COO	Gorove/Slade
Frank	Goodman	CEO	Bleeding Bulb
Tathadata	Goswami	Patent Strategist	Perkins Cole LLP
Will	Goulding	CEO & Founder	Blackbook App
Steve	Graubart	Ex-CFO	1776
Joshua	Greene	CEO	The Mather Group, LLC
Richard	Greene	CEO	RGA Business Advisory
Fred	Gumbinner	CEO & President	MTI
Ajay	Gupta	CEO	Health Solutions Research, Inc.
Alisa	Gus	CEO	WishKnish
Mark	Haas	Chairman	Association for Enterprise Growth
Babak	Hafezi	Founder & Partner	Hafezi Capital
Babak	Hamidian	CEO	Menupoly, Inc.
Quamé	Hamlin	Masters Student	American University
Jun	Han	Research Manager	Halcyon
LaTara	Harris	Regional Director	AT&T
Michel	Heitstuman	COO	FraudLens, Inc.
Teresa	Hodge	CEO	R3Score
John	Holaday	Chairman & CEO	DisposeRX Inc.
SueAnn	Hollowell	CEO	Optikal, Inc.
Sarah	Hostyk	Founder & CEO	Place Tempo
Terry	Hsiao	Chairman	Hook Mobile
Amir	Hudda	CEO	Gusto POS
Alex	Hughes	Student	George Mason University
John	Jackson	Co-Founder & CTO	Indi.com
Tisha	Jepson	CEO	True Bearing Diagnostics
Woodrow	Jones	CEO	TaDaah!
Darryl	Jones	Founder	Causeforth, LLC
Katie	Jordan	Principal	Verasolve
Michael	Kapoor	COO	WishKnish
Jennifer	Kay	Attorney	Shulman Rogers Gandal Pordy & Ecker
Tim	Keough	CEO	Sympli
Joe	Kessler	Managing Partner	Next-Stage Development Group
Robert	Keuroglan	President	Sentrien Systems
Saloni	Khatri	Financial Analyst	marGenius
Peter	Kirsh	Managing Partner	Blue Marlin Partners
David	Kuzma	Wealth Advisor	McLean Wealth
Ines	LeBow	CEO & Transformation Executive	Enterprise Transformation Solutions

**Attendees**

First	Last	Title	Company
Paul	Lee	Student	Johns Hopkins University
George	Letscher	Partnerships Manager	NRL
Marissa	Levin	Co-Founder	Successful Culture International
Martin	Levine	Strategic Advisor	ServiceBot
T. Reid	Lewis	Co-Founder	Proxidyne, Inc.
Chih-Hsiang	Li	Executive Director & CEO	CCACC
Steve	Little	CEO	Zero Limit Ventures
Bob	London	CEO & Chief Listener	Chief Listening Officers
Brad	Love	Senior Financial Analyst	ID Private Equity
Jet	Lu	CTO	Budget Referee
Dennis	Lucey	Vice President	TKC Global
Jackie	Luo	Vice President	AssetWorks USA Inc
Jack	MacLeod	CEO and Founder	Hold Fast Strategies
Tai	Mai	MBA Candidate	Georgetown University
Mike	Malloy	Program Manager	Halcyon Incubator
Ghazenfer	Mansoor	CEO	Technology Rivers
Donald	Marron	Director of Economic Policy Initiatives	Urban Institute
Richard	McBride	Co-Founder & CEO	SwingSpace
Matthew	McCormack	Founder & CEO	CookDC
Katharine	McHugh	Associate	Dingman Center for Entrepreneurship
Erik	McLaughlin	Senior Vice President	CBRE
Brian	Mehnert	COO & Partner	Connected Ventures (CV)
Alex	Michailov	Attorney	Shulman Rogers Gandal Pordy & Ecker
Peter	Michel	Operating Partner	Seguin Partners, LLC
David	Miller	CTO	Eagle Security Group
Anthony	Millin	Attorney	Shulman Rogers Gandal Pordy & Ecker
Irina	Mitchell	VP Programs and Operations	Private Capital Development LLC
Stephen	Morris	Founder	Catylator LLC
Stephen	Morris	Managing Director, Biodefense	BDO USA, LLC
Qasim	Mueen	CEO	FraudLens, Inc.
Adam	Muldoon	Project Manager	AMF Construction
Jeff	Musa	President & CEO	One Moxie Ventures
Charles	Nahabedian	CEO	VideoKall
Krishna	Narine	Partner	Lauletta Birnbaum, LLC
Daniel	Neal	CEO & Founder	Kajeet
Tu	Nguyen	Finance Consultant	Ryan & Wetmore
Angela	O'Grady	VP, Business Development	StellaPop
Rob	Ojha	MBA Candidate	Georgetown University
Beau	Oliver	Venture Partner	MCVC Partners
Jong G	Paek	Chief Strategy Officer	EYL
Alex	Paek	President	KOUSE, Inc
Tim	Palmieri	Student	Georgetown University
Jean-Luc	Park	Founder	Ferrum Capital
Brian	Park	Director - DC	Startup Grind
Kevin	Perera	Student	George Mason University
David	Petr	CEO	Montgomery County EDC
Nicholas	Pisciotta	President	Sicuro Innovations
Aileen	Pisciotta	Executive Counsel PLC	Sicuro Innovations

**Attendees**

First	Last	Title	Company
Andrea	Pun	Student	Georgetown University
Nasir	Qadree	Associate Director of Social Investments	AT&T
Harley	Radin		Investor
Nagesh	Rao	Director, Business Technology Solutions	U.S. Small Business Administration
Blake	Ratcliff	Founder & CEO	IntelliSpeX
Michael	Ross	Chairman & CEO	Euclid Systems Corporation
Tim	Ross	Tax Consulting Partner	BDO
Chris	Ross	Managing Director	SunTrust Bank
Bill	Rossello	Principal	Greenhouse Consulting LLC
Thomas	Rump	CEO	mesur.io
Paul	Ruppert	Consultant	Infobip
Daniel	Ryan	Portolio Manager, CCO	Alikos Wealth Management
Pete	Ryan	Partner & Co-Founder	Ryan & Wetmore
Neeraj	Saini	Co-Founder	Eyeluminati
Ruwan	Salgado	Management Consultant	Business & Finance Professional
David	Samuels	CFO	DrFirst, Inc.
David	Sandrowitz	Owner & Principal Consultant	N2E Inc
Sundeep	Sanghavi	Board Member	MindShare Inc.
Sonia	Sanghavi	Sr. Manager Software Engineering	Capital One
Liz	Sara	Investor	Dingman Center Angels
Alan	Schlaifer	President	Wharton Club of Washington, DC
Joel	Selzer	Co-Founder & CEO	ArcheMedX, Inc.
Manan	Shah	Managing Director	FOCUS Investment Bankers
Roopam	Sharma	Co-Founder	Eyeluminati
Jennifer	Sherman	Founder & Chief Strategist	The Influencer Collective
Christopher	Simkins	CEO	Corsha
Xavier	Snow	Founder	The Digital Marxman
Josh	Solesbury	Student	Georgetown University
Michael	Statler	Operations Manager	AMF Construction
Joshua	Steele	Founder & Principal	Flywheel Associates
Connie	Steele	Co-Founder & Principal	Flywheel Associates
Sally	Sternbach	Co-Founder	MTC VMS
Bill	Stokes	Chairman	Washington Network Group
Scott	Stouffer	Ex-CFO	Salsa Labs
Oron	Strauss	Chairman	Babel Health
Tony	Surak	CMO	Data Tribe
Mohammad	Syed	Principal	Syed Law Firm, PLLC
Al	Szydlowski	Business Solutions Specialist, VP	SunTrust Bank
Eugene	Tepplitsky	CTO	WishKnish
Andrew	Tucker	Partner	Womble Bond Dickinson
Aaron	Velki	CEO	Ortus Academy
Judy	Viccellio	Agency Associate	New York Life Insurance
Nick	Vico	Associate	G2 GEM Finance
Mayur	Vyas	CFO	Finconoso
Hua	Wang	CEO	SmartBridge Health
Neil	Wasserman	Adjunct Professor, Computer Science	George Washington University
Barry	Weinbaum	Financial Services Professional	New York Life Insurance
Brad	Wesley	Director of Commercial Sales at ArchIntel	Executive Mosaic
Darren	Womer	President & CEO	National Capital Companies, LLC

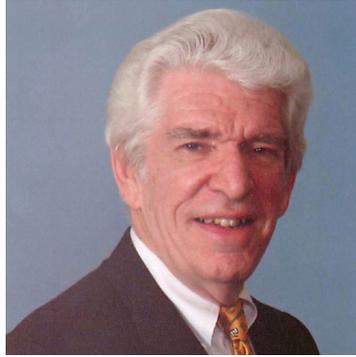
**Attendees**

First	Last	Title	Company
Caitlin	Wood	General Partner	Edison Partners
Jeff	Wynne	President & CEO	Blue Beacon
Dean	Xenos	Director of Product Development	QRC Technologies
John	Yetman	Co-Founder	Association for Enterprise Growth
Andrew	Zaleski	Vice President	Lore Systems
Joe	Zarella	COO	IP3 International

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**MARK ANDERSEN**  
Partner  
BDO



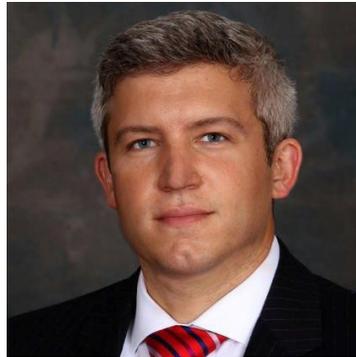
**RICHARD GREENE**  
Advisor & Former President  
DC Metro Keiretsu Forum



**INGAR GREV**  
Managing Director  
The Growth Coach  
@ingargrev



**BABAK HAFEZI**  
CEO  
Hafezi Capital  
@NeXcoDMV



**MARK HOLLOWAY**  
Senior Associate  
Wilson Sonsini Goodrich  
and Rosati  
@markpholloway



**MIKE LABRIOLA**  
Partner  
Wilson Sonsini Goodrich  
and Rosati



**INES LEBOW**  
CEO  
EnterpriseTransformation  
Solutions



**MARISSA LEVIN**  
Founder & CEO  
Successful Culture  
@marissalevin



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

# OUR PARTNERS



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