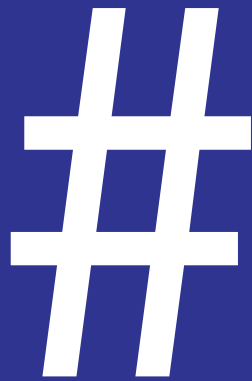




Big Idea  
CONNECTpreneur

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BETHESDA FORUM  
HYATT REGENCY BETHESDA  
FEBRUARY 28, 2018



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## AGENDA

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7:00 - 8:20am

### REGISTRATION/NETWORKING

8:20 - 8:25am

### WELCOME

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

8:25 - 9:10am

### FIRESIDE CHAT WITH ROCKSTAR CEO

JOHN WISE, Chairman & CEO, Loci, Inc., ICO and Blockchain Pioneer, Inventor

9:10 - 10:20am

### COMPANY SHOWCASE/ROCKET PITCH

4D Health - Siu Tong

Abele Group - Phil Woods

Aperiomics - Crystal Icenhour

Blocksafe Technologies - George Waller

CauseNetwork - Clay Buckley

Ledger Pay - Hanna Chakarji

NuVue Therapeutics - Roger Kolasinski

ProjectTeam, Inc. - Ty Witmer

Save - Stefano Brugnerotto

West Hill Global - Ron Biagini

Zive- Eric Shashoua

Zoobean - Felix Brandon Lloyd

10:20 - 11:10am

### PANEL: BLOCKCHAIN: THE ULTIMATE DISRUPTIVE TECHNOLOGY

Moderator: G. NAGESH RAO, Chief Technologist, U.S. Small Business Administration; USA Eisenhower Fellow; Council Member & Government Advisor, LAUNCH  
 BRIAN PARK, COO, Startup Grind; Director of Product & Technology, Real Time Cases, Inc.; Entrepreneur-In-Residence, Fishbowl Labs  
 SHAHID SHAH, CEO, Netspective Communications; Co-Founder & Chairman, CitusHealth; Investor and Board Member, Ryohee and twazer  
 RAJ SHARMA, Co-Founder & CEO, Health Wizz; President, kreateloT; Co-Founder, 3CLogic and NexTone, Investor, Board Member, Entrepreneur

11:10am

### NETWORKING

# Speakers



## JOHN WISE, CHAIRMAN & CEO, LOCI, INC.

John Wise is CEO and Chairman of the Board of Loci, Inc., a high-growth tech company that is redefining the world of innovation by developing a platform technology which maps the landscape of innovation. Loci takes search and analysis to the next step. Its software is poised to be the leader of the next generation of search engines which looks backward to outline direct ancestors of a concept and looks forward to outline direct descendants of a concept.



@Loci\_io

John has extensive technical and engineering management experience with a proven track record of successfully creating, developing, and implementing new products and services, managing organizational and product growth, and creating process improvements.

John has been granted a patent pertaining to invention research, involving a wide breadth of technical disciplines. He has three more patents pending, and over eighteen more in the drafting process.

John is also an experienced inventor in auto racing technologies with around 1000 inventions. In roles such as lead mechanic, crew chief, design engineer, team manager, data acquisitions, and technology consultant. John has won several national and world championships in his racing tenure, including leading GMG's Alec Udell to the 2016 Pirelli World Challenge Championship.

As CEO of Loci Inc., John brings a unique perspective to the team - one from the user's eyes. In many ways he is the ideal customer for Loci. This helps direct the team to a clear common goal. In addition, he brings a refreshing optimism to the team, with the critical engineering eye for getting things done.



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

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.



@tienwong



@stienwong



@stienwong

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.

## Speakers



### BRIAN PARK, COO, STARTUP GRIND

Brian is a startup evangelist, advisor, and angel investor. He is the director for Startup Grind DC and Entrepreneur-In-Residence at the Fishbowl Labs, which is the premiere startup incubator in the Washington DC area. He is also the Director of Product at Real Time Cases, an edtech startup that connects university classrooms to company boardrooms.



@brianbpark

He was also formerly the global COO of Startup Grind, which is the one of the largest hi-tech startup communities in the world with over 1,000,000 startup entrepreneurs in 350 cities. Brian has started three previous startups. And was named Forbes' "Top 17 Business Gurus to follow on Snapchat" where he covers tech trends including bitcoin, blockchain, and cryptocurrency. He has a BS in Information Systems/Policy & Management from Carnegie Mellon University.



### G. NAGESH RAO, CHIEF TECHNOLOGIST, U.S. SMALL BUSINESS ADMINISTRATION

G. Nagesh Rao is a 2016 USA Eisenhower Fellow whom also serves as Chief Technologist & Entrepreneur in Residence with the US Small Business Administration's Office of Investment & Innovation. His portfolio of work includes the SBIR/STTR program and coordination of the Fueling Small Business Innovation Interagency Policy Committee for the White House's Lab to Market Commercialization Agenda. As well handle all things "techie" and "nerd-related".



@GNageshRao

He played an instrumental role in the creation and execution of 5 major interagency policy committee reports regarding the SBIR/STTR program on behalf of the White House-OSTP and SBA for US Congress, as well currently co-leading the re-vamped build out of the www.sbir.gov platform that centralizes the programmatic efforts of the 11 participating federal agencies.

Nagesh has been afforded the privilege to work with top-tier cutting edge organizations such as Rensselaer Polytechnic Institute's Office of Technology Commercialization, The National Academies (NAS, NAE, IOM & NRC), US Department of Commerce (USPTO, EDA, &OIE), LAUNCH, CleanTech Los Angeles, Global Access in Action, NCET2, Innovation Endeavors, Planet Labs, Ecovative Design, Publicbeat, Peek, Stiefel Family Foundation, and most recently Virginia Tech's Applied Research Corporation. Recent projects he has worked on include: StartUp America, Patents for Humanity, i6 Green, First Look West, AAAS-Lemelson Invention Ambassadors Program, and VT-Arc Additive Manufacturing Prize Challenge. Additionally Nagesh's musings (written and oratorical) have been featured via TechCrunch, WAMC-NPR, The Scientist, The National Academies, MIT XPrize Lab, Stanford d-School, and The Courier-Journal (to name a few).

His credentials include a MBA (Global Strategy and Entrepreneurship) from the University of Maryland-College Park, a MSc in Legal Studies-Intellectual Property Law from Albany Law School, a BSc dual-major in Materials Engineering and Philosophy from Rensselaer Polytechnic Institute, and a Patent Bar License from the USPTO (Registration Number: 69006). Accolades he has received include the Scott McKay and RPI Alumni Key Awards. Currently, he is an Advisor to MAS Holdings, LAUNCH (public-private partnership between NASA, USAID, US State Department, and Nike) and the AAAS-Lemelson Invention Ambassador Program, as well served over the past 5 years as a Board member on his alma mater's (RPI) Alumni Association Board of Trustees. As part of Nagesh's Eisenhower Fellowship, he embarked to Vietnam and Sri Lanka engaging in cutting edge endeavors with senior leaders from the private, public, and ngo sectors in those two countries.

## Speakers



@ShahidNShah

### SHAHID SHAH, CEO, NETSPECTIVE COMMUNICATIONS

Shahid Shah is an award-winning Government 2.0, Health IT, and Medical Device Integration software expert and internationally-recognized thought leader with over 28 years of technology strategy, software engineering, entrepreneurship, speaking, and writing experience. He's a serial entrepreneur that has co-founded and led Netspective.com, Physia.com, InfluentialNetworks.com, HealthcareGuy.com, HITSphere.com, and simplifyMD.com within the last few years; he has another two stealth startups in the works. His primary responsibility is as CEO of Netspective Communications, a computer software architecture & engineering firm delivering custom software for in-house, outsourced, or offshore solutions. Shahid also serves as a senior technology advisor to OMB's Budget System Branch, the eGov Budget Formulation & Execution Line of Business (BFELoB.gov), Veterans Affairs (VA.gov), OSEHRA.org, and Millennium Challenge Corporation (MCC.gov).

Shah is the Chief Architect of OMB's Budget System Branch and the Budget Formulation & Execution Line of Business (BFELoB) and a consulting architect at a few other federal agencies. Shahid's an expert at discovering practical technology solutions to real-world business initiatives, especially in the government, healthcare and financial services industries. He is an influential thought leader and a winner of a 2009 Federal Computer Week "Fed 100" award for his work on the MAX Federal Community.



@Health\_Wizz

### RAJ SHARMA, CEO & CO-FOUNDER, HEALTH WIZZ; PRESIDENT, KREATEIOT

Raj Sharma is co-founder and chief executive officer of Health Wizz, a secure mobile platform that provides consumers with the necessary tools for aggregating, organizing and sharing medical health records over the blockchain.

Prior to co-founding Health Wizz, Raj served as president of kreateIoT, a blockchain healthcare platform acquired by Health Wizz in 2016.

An accomplished executive, Raj has over 20 years of leadership experience. A passionate entrepreneur, he has extensive expertise in product and market identification, data management and distributed applications. He served as the chief operations officer and president at 3CLogic, a provider of cloud contact center solutions. While in this role he successfully envisioned and led the implementation of the first distributed cloud based telecom platform serving the enterprise market. Raj was instrumental in taking the platform from conception to commercial success with hundreds of loyal customers. He also served as the president and chief executive officer at NexTone communications, during which time NexTone's annual sales grew from \$4M to \$23M. Raj holds an M.B.A. degree from the Stern School of Business at N.Y.U. and a Master of Science Electrical Engineering and a Bachelor of Engineering in Electrical Engineering from Stevens Institute of Technology.

He co-founded Health Wizz with Nitin Desai MD and Sirish Bajpai who currently serve as Chief Medical Officer and Chief Technology Officer at Health Wizz.

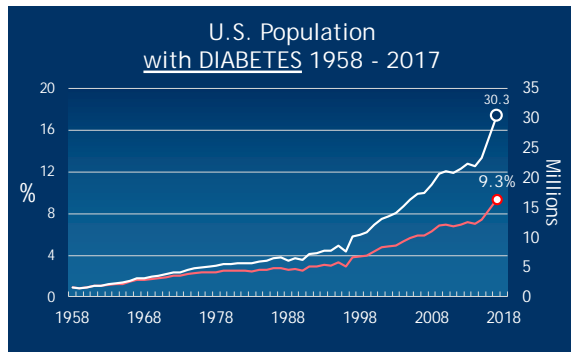
Rich Jay, CEO  
 richj @ 4D.Health  
 (844) 796 - 8600  
 website: 4d.health

## Diabetes Reversal Made Easy

### Overview

Our country's healthcare costs are a ballooning crisis, driven by diabetes and its complications. In 1960, 1% of US population was diabetic. Today, 9.5% or 30M people, with 80M more are at risk. 1 in 5 healthcare dollars (\$600B) are spent annually on caring patients with diabetics, and it is the #1 driver of workplace healthcare costs. Can we reverse this epidemic?

New science brings hope in the form of a unique low-cost diet accompanied by medical support and social reinforcement. In our pilot study of 30 patients, the 4D protocol reversed indicators of diabetes in 55% of patients in 16 days, and reduced the daily medication cost for a typical patient from \$1200 to \$30 per month. But, without a systematic way to create larger awareness among providers and patients of the new protocol and a way to change perceptions and behaviors driving disease, we continue fighting an up-hill battle against established lifestyles and outdated treatments that contribute to the alarming rise of healthcare costs in our nation.



### Experienced Team

Rich Jay, Founder & CEO 4D Health.

- Duke MBA & Serial Entrepreneur
- Service Delivery Expert
- Low-carb Diet Evangelist

Alex Tse, MD, Founder & CMIO 4D Health.

- 35 Years Clinical Experience
- Chronic Care Specialist
- Medical Informatics Expert

Siu Tong, PhD, Founder & Chairman 4D Health.

- MIT PhD
- 12 Years General Electric
- WSJ Startup of the Year
- Ernst & Young Entrepreneur of the Year

### Projected Financials

YEAR	REVENUES
2018	\$240K
2019	\$4M
2020	\$15M

### At a Glance

Founded: February 2018

Founders: Rich Jay, Alex Tse, Andre Tse & Siu Tong

Employees: 3

Market: Diabetes Care Market

Product: 4D Diabetes Reversal Program, supported by a 7-year 135K patient study, published 2017

Closed: \$400 thousand seed

Seeking: \$600 thousand seed

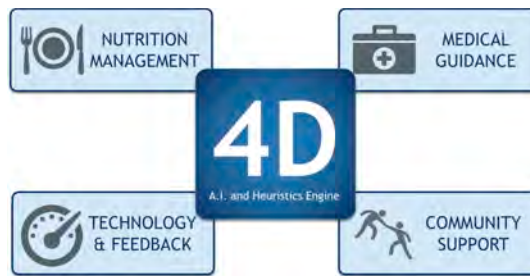
### Market Opportunity

The overall market for diabetes is over 30M affected individuals with an additional 80M in the pipeline. The market potential for effective treatment is \$108B. Currently, no treatment protocols have been able to slow down the growth of diabetes in our country.

4D is currently working with the largest national benefits broker to enroll self-insured employers into the program.

### The Product

4D has taken a unique four-dimensional approach to reversing diabetes without medication. 4D SmartFoods Menus™ guides patients with a proprietary step-by-step approach to diet and nutrition management. Then, 4D gives medical support for them as they adjust and reduce medications, while the 4D MotivatorsEngine™ also provides a critical social support system. Finally, 4D BodyTrack™ proprietary technology generates customized visual feedback to promote long-term remission of disease.



4D Proprietary Approach to Diabetes Reversal

### Our Advantage

	Wellness Clinics	Obesity Clinics	Primary Care Provider	4D.Health
PRICE CHARGED per month	\$500+	\$200+	\$1200+	\$300+
Costs to Scale	HIGH	HIGH	HIGH	LOW
LONG-TERM Effectiveness	LOW	MED	LOW	HIGH
EMPLOYER FOCUS	HIGH	NONE	NONE	HIGH
TECHNOLOGY DIFFERENTIATOR	NONE	NONE	NONE	YES



## Fundraising Details

**PRIVATE SALE** February 2018 – Mid-March 2018

**PRESALE** Mid-March 2018 – Early April 2018

**MAIN SALE** Mid-April 2018  
(Pending SEC Qualification)

**BONUS** Private Sale Participants: 30% ; Presale Participants: 20%

Uncapped Token Offering  
Initial Token Price: \$1  
Minimum: \$100  
Payment: ETH, BTC, Fiat  
Currencies

## CONTACT INFORMATION

Phil Woods (Managing Partner)  
[a7b@abelegroup.io](mailto:a7b@abelegroup.io)

Ifeanyi Jemie (Investor Relations)  
[jems@abelegroup.io](mailto:jems@abelegroup.io)

General Inquiries  
[info@abelegroup.io](mailto:info@abelegroup.io)

## TEAM

**Phil Woods**  
West Point, UBS, Citi

**Ifeanyi Jemie**  
USC, Citi, First Republic

**Gavin Costin**  
DBS, Barclays Capital, ML

**Kimberly Carroll**  
Oprah, Time Inc, Art.com

**Lucio Idone**  
Lloyds, Barclays Wealth, HSBC

**Bob Visnov**  
JP Morgan, Authentidate, DebtResolve

## ABELE GROUP EXECUTIVE SUMMARY

The Abele Group is a finance and technology company leading the financial industry into the digital age. It is made up of two subsidiary business units — Abele Technologies and Abele Asset Management — that work together.

ABELE TECHNOLOGIES will create and operate Abele Trust

(PHASE 1), one of the world's first fully digital custodians for all investors that exclusively stores and holds in-trust digital coins/tokens in an institutionally secure manner. This business unit will also develop and distribute trade management software, AbeleTS (PHASE 2), built on blockchain technology which will make asset management and fund administration more cost-efficient. It will allow asset managers to execute and reconcile financial transactions efficiently and securely which will result in lower expenses for all investors.

ABELE ASSET MANAGEMENT will provide all investors access to actively managed hedge funds with investments in cryptocurrencies and traditional assets (PHASE 3). This token sale is designed to give participants access to risk-managed growth in these markets without requiring the large minimum investment typically associated with hedge funds.

ABELE TOKEN will provide you access to the Abele Group's suite of products. The token itself performs the functions of both a security and a utility. The Abele Token will be registered with the SEC pursuant to Regulation A under the Securities Act of 1933, as amended, and the Abele Group will be regulated by various agencies around the world.

### THE BIG IDEA

- Increase Security
- Reduce Middlemen
- Increase Transparency
- Establish Trust

The Abele Group will use innovative blockchain technology, which relies on distributed ledgers and operates transparently, with independent validation and verification of all information. This improves the security of transmitting and storing financial data which allows investors to trust the process rather than an institution. The advantages of blockchain technology include instant transaction settlement, lower costs, transparency, a complete audit chain, and immutable, irrevocable transactions.

Abele Technologies and Abele Asset Management will selectively use Artificial Intelligence (AI) to help market participants reduce costs and increase the security of their services. We believe the asset management industry is ripe for disruption with over \$80 trillion held in funds around the world (predicted by PWC to rise to \$100 trillion by 2021) 1, and the inevitable adoption of blockchain technology must be a part of it.

### "WHAT'S IN IT FOR ME?"

The Abele Group Token Sale provides you with:

- An SEC regulated token sale
- Access to the Abele Group Product Suite
- Access to an early stage technology company with a long-term business plan
- Profit sharing in the form of discretionary token buybacks in the secondary market
- Select beta-testing privileges and future token discounts
- Transparency via periodic reporting and audits

We will create a new standard for ICOs and Token Sales through this unique value proposition and structure.

## APERIOMICS, INC.

45085 University Dr, Ste 305 ~ Ashburn VA 20147

(434)293-2960

cicenhour@aperiomics.com

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  
Jason Zhang, MS – Software Eng  
Jiang Liu, PhD – Research Scientist  
Wynemah Fuller – Operations Dir

### INDUSTRY:

Pathogen Testing

### NUMBER OF EMPLOYEES:

7

### YEAR COMPANY FOUNDED:

2013

### LEGAL STRUCTURE:

C-Corp, Delaware

### LAW FIRMS:

Greenberg Traurig, LLP  
Weily Rein LLP

### FINANCING TO DATE:

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

### FINANCING PLAN:

Series A \$2M (close 2018)

**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 35,000+ 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:** According to CDC, 2.5M cases for 61 reportable infectious diseases were diagnosed in the US in 2015 (5 diagnostic tests per case = 12.5 million tests per year \* \$1000 per test) for a \$12.5B+ market size. The overall infectious disease market is substantially larger than just these 61 reportable infections, with 7,000+ causes of infection. Extrapolating further, we estimate the **current, total market size exceeding \$125B.**

**SALES & MARKETING:** Despite extremely limited sales/marketing resources to date, **Aperiomics has secured 142 customers, helped ~ 375 patients, and generated \$450K revenues 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.





# BlockSafe Technologies, Inc.

## An Executive Summary

### (A Blockchain Company)

**Company Name: BlockSafe Technologies, Inc.**

**Address:** 1090 King Georges Post Rd., Suite 603, Edison, NJ 08837

**Phone:** 732-661-9641 **Fax:** 732-661-9647

**Website/Email:** [www.StrikeForcetech.com](http://www.StrikeForcetech.com) / [marklkay@blocksafetech.com](mailto:marklkay@blocksafetech.com)

**CEO:** Richard Zaziski **COO:** Scott Whitman **CTO:** Steve Ferman

**Value Proposition:** BlockSafe is the only company to secure blockchains and digital wallets with a suite of solutions that protect against an array of cyber vulnerabilities.

- Unlike existing security solutions that only detect possibilities of breach, BlockSafe prevents the malware right in its tracks.
- \$100B is spent annually on cyber security and still 89% of companies suffer breaches.

#### **Business Description:**

- Bitcoin, a digital currency, stores transaction records in a distributed ledger called the blockchain.
- The blockchain, which has a list of all the transactions since inception (packaged in blocks linked together), is designed to be tamperproof based on cryptography.
- There are many types of blockchains. Many companies are actively investigating the use of blockchains in their industries.
- One such blockchain, by a company called Ethereum, provides a platform to host Smart Contracts.
- Ethereum also enables the creation of digital tokens (coins) that can be used as a payment for products and services.

#### **Consumer Product: BlockSafe is the only company that provides ‘radical security’ for consumer crypto wallets**

- Despite popular perception, crypto wallets are not secure.
- These same vulnerabilities have plagued exchanges and individuals and created cyber-attack theft of more than a billion dollars (i.e. Coincheck - close to \$500 million; BitGrail - close to \$170 million).
- BlockSafe addresses these vulnerabilities and offers a comprehensive solution

#### **Enterprise Product: BlockSafe ensures security of private blockchains with Blockchain Defender**

- Despite common perception blockchains can be compromised; this is especially true at the user interface to the blockchain.
- Blocksafe provides the strongest security through combination of features, such as a blockchain firewall, access authentication, policy enforcement, DDoS protection, and blockchain load balancer.

**Management:** BlockSafe’s management team has over 50 years of cumulative experience and has contracted its products from StrikeForce Technologies with some new features that have existed for over 15 years.

**Intellectual Property: Crypto Defender Blockchain Defender** (wallet and blockchain related), have between them 6 patents across its products.

#### **Seeking Funding Now:**

**Seed Round: Goal \$2mm – Ends 3/31/2018**

**Paid Back in One Year with 8% Interest**  
**Equal Amount of Tokens (100% Discount)**

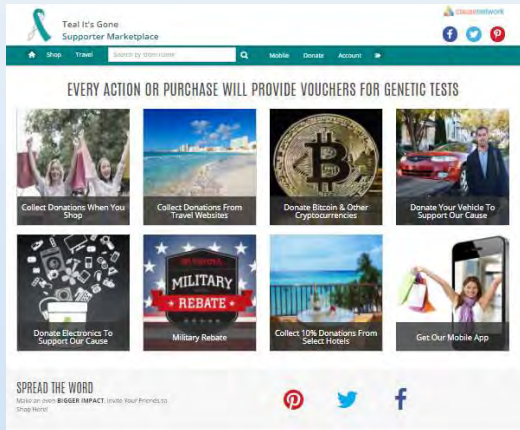
**Pre-ICO: Goal \$7.5mm – Starts 4/1/2018 – Ends 5/31/2018**  
**Offer 50% Token Discount of \$1.00 per Token**

**ICO: Goal \$49mm – Starts 6/1/2018 – Ends TBD**  
**Token Price \$1.00**

**Value of Tokens: Projected to be \$3-\$5 a Token**

## A Branded Digital & Mobile Fundraising Platform... Free to All Non-Profits

### Marketplace Website



### Mobile App



### Browser Plug-In



- Your own **FREE** branded **mobile app** with **messaging**, marketplace website and browser plug-in
- **Multiple fundraising options:**
  - 1000+ **stores** that donate up to 10%
  - Hassle free **Vehicle** donations
  - **Cryptocurrency** donation of all major coins
  - Used **electronics** donations
  - **Travel** booking that generates donations
- **Partner Program** includes turn-key tools and pre-created content to run campaigns quickly & easily



### Your own vehicle donation program



### Now you can accept crypto donations

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

**UNITE** virginia magazine  
February 23, 2016

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

**The Washington Post**  
December 17, 2015

### Over 500 National & Local Causes Signed Up!



### Set Up is Quick and Easy

1. Go to CauseNetwork.com
2. Click "Causes"
3. Select "Register My Cause"
  - To donate your car go to My [www.RideMyCause.org](http://www.RideMyCause.org)
  - To donate your crypto, visit [www.GiveMyCoins.org](http://www.GiveMyCoins.org)

**No Cost.**  
**No Commitment.**  
**Just Opportunity!**

To learn more about CauseNetwork, and or next phase in cryptocurrency, please contact me at :  
Clay Buckley, President  
[clay@causenetwork.com](mailto:clay@causenetwork.com)

703-973-3710



# Ledger Tokens Corporation

Sharing Community Benefits based on Blockchain and Virtual Tokens  
www.ledger-pay.com

## Business Plan – Executive Summary

Hanna Chakarji, CEO

**E-mail:** hanna.chakarji@ledger-pay.com, **Mobile:** (240) 505-4032

Sead Muftic, Chairman and CTO

**E-mail:** sead.muftic@ledger-pay.com, **Mobile:** (240) 535-2095

**Ledger Tokens Corporation** is an IT company with an operational platform for peer-to-peer transactions based on use of innovative concepts of *virtual tokens* and *blockchain*. Its core product – *Ledger Pay System* supports sharing of four types of benefits, all based on use of virtual tokens: (1) sharing of tokens, (2) price discounts / benefits, (3) rewards (bonus points), and (4) Peer-to-peer payments.

**Ledger Pay solves the following problems:** one example of Peer-to-peer payments is various donations – charitable, religious, international, and political. Current systems are very complicated, expensive and slow. The main reason for that is many intermediaries in the financial flow between donors and beneficiaries. High fees and overheads, long time delays, lack of information on needs and effects for beneficiaries, and various other obstacles make today's donations more beneficial to the charities and various intermediaries than to beneficiaries themselves.

**Solution – secure blockchain:** Our Ledger Tokens System solves all these problems using an innovative technology approach – *peer-to-peer transactions* and *community sharing*. The System is based on use of *secure distributed ledger*. All participants in a global, international non-profit transactions are registered in the Ledger, thus creating global but integrated community. With this approach and by utilization of ledger services, the system has faster, instantaneous transfers with very cheap rates, as overheads are very low, tokens can be cashed out as U.S. dollar using ACH.

**Solution – virtual tokens:** Another very important and distinctive feature of the System is that it uses, so called, *virtual tokens* for all its transactions. Instead of transferring US \$, which have many financial and regulatory restrictions, donors use their benefits (bonus points, rewards, etc.) as virtual tokens called *CRIPTo – Charities, Religious, International, Political Token*. Such tokens are exchanged between all parties using our personal Ledger Pay Wallet.

**Extensions – additional benefits:** Combined with several other virtual tokens systems: Giftz ([www.giftz.io](http://www.giftz.io)), SocialCash ([www.socialcash.io](http://www.socialcash.io)), Frinwo (<https://frinwo.com>) the System provides rewards for promotion, support, and volunteer activities. Its ultimate mission is to become global, international, worldwide system for sharing benefits and other international transactions for all those with and without bank accounts and bank cards.

**Status:** The System is already developed (beta) and needs commercial improvements to become operational. The Company has very experienced management team, several expert advisers, and the first partners and customers.

## EXECUTIVE SUMMARY

February 2018

**Industry:** Diagnostic & Therapeutic Medical Devices

**Employees:** Four- outsourced engineering and FDA consultants

**Stage of Development:** First product - market-ready; seeking \$3.0M round.

**Management:**

Roger S. Kolasinski, Chairman /CEO  
 Mark Ehlert, Corporate Development, Board Member  
 James A. Stuber, Corporate Counsel  
 Dr. Stephen L. Coulter, Director of Research, Principle Investigator  
 Dr. Anne Rose, ViCRO, FDA Advisor  
 Dr. Elizabeth John, Project Research Manager  
 Chief Financial Officer- TBD

**Current Investors:** Founder invested some \$7.4+M of \$12.0+M invested to date; Remainder by NIH plus large ongoing NASA Grants + private investors

**Financing Sought:** \$3 million; for commercialization of first - NuVue ColorMark™ biopsy & therapeutic delivery needles - Equity

**Use of Funds:**

- Begin manufacturing, of 1<sup>st</sup> FDA approved product- bring ColorMark™ FNA needles to market- in first 4 months post funding
- Complete design and FDA approvals ColorMark™ Core biopsy needles and ColorMark™ Tissue Site Markers to market.
- Administration, Patents, Regulatory Affairs, Sales & Marketing, Research & Development, Manufacturing

**Business Description:** NuVue Therapeutics, Inc. is a medical device / biotechnology company integrating three developed proprietary platform technologies to solve a number pressing unmet therapeutic needs in oncology and Intervention Radiology

**Summary of Business Strategy:** NuVue's first platform technology will provide the following: FNA and Core biopsy; Fluid drainage; Vascular access; Therapeutic drug injection; and Anesthesia nerve blocks. Initial applications are biopsy targets such as: Breast – cystic or plain lesion, palpable or not and axillary nodes; Abdomen – liver, pancreas and lesions; Thorax – mediastinal nodes, tumors, pleural lung lesions.

**Products/Services:** NuVue provides real time visualization solutions for the Ultrasound-Guided diagnosis, treatment and follow-up of soft-tissue cancers. NuVue's integrated and focal site-specific technology platform will transform the way cancers are managed and treated; from an expensive, intensive approach to a minimally-invasive, highly cost-effective clinical pathway

**Technologies/Special Know-how:** While some tissues are amenable to visualization by ultrasound, minimally invasive devices such as fine needles, probes, or catheters used in biopsies, have been shown to be difficult to see. Presently, some 18% to 25% of the procedures need to be repeated. Physician's find themselves needing to rely on the use of expensive CT or MRI to overcome this procedural defect. NuVue's patented technology solves this problem by causing its needle/cannula devices to vibrate through a specific range of resonant frequencies. With the introduction of an electro-magnetic mechanical signal, the devices create a clear and bright image on the color Doppler US screen. NuVue's ColorMark™ Needles make the acquisition and assessment of the specific position of a needle or probe, significantly easier to depict during the implementation of a clinical procedure.

**Target Markets:** The customer base will initially be comprised of thought leaders at medical centers, followed by practitioners on staff or admitted to practice at hospitals offering access to color Doppler Ultrasound Machines.

**Distribution Channels:** NuVue intends to market its products through highly specialty distributor organizations which will operate under an exclusive distributor agreement. Customers are located in acute care hospitals, community cancer treatment centers, outpatient breast care centers, and medical/surgical oncology centers.

**Competition:** Competition of competing products need computer adaption, which makes them more expensive and complicated.

**Outlook:** NuVue's first product line, ColorMark Biopsy Needles, are already FDA approved and ready for commercialization. NuVue is poised to capture market share in the large and growing markets for biopsy and tissue acquisition for the diagnosis of soft-tissue cancers. NuVue believes that because of the level of profitability and EBITDA as projected, the company should be able to achieve a high market cap and successful exit.

**Financial Projections: (dollars in Millions)**

	2018	2019	2020	2021	2023
<b>Revenue:</b>	\$0.1	\$7.0	\$25.8	\$56.6	\$98

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

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

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

### Market and Customers

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

### Competition

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

### Our Team

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

### Our Progress

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

### Company Overview

C Corporation  
 Number of Employees: 11  
 Business Model: Subscription-based,  
 Software-as-a-service (SaaS)

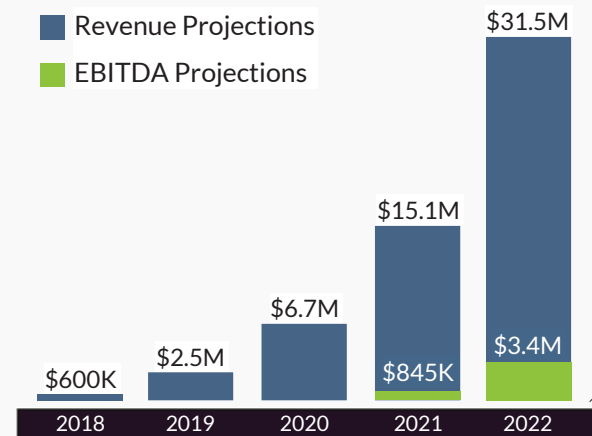
### Website

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

### Capital Request

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

### Projections



### Contact Information

Mr. Ty Witmer  
 President  
 (703) 961 - 1007 x 1040  
[twitmer@projectteam.com](mailto:twitmer@projectteam.com)



Contact us to see our full investor materials

## Executive Summary

stefano@savepharmaceutical.com : 240-753-3393

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

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

**Solution:** 90% of destroyed drugs are still usable and can be salvaged for sale in areas of the world with low access to proper healthcare. Conscious capitalism will ensure access to healthcare for millions, while also not interfering with the US pharmaceutical market.

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

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



### Company Profile

**URL:** [www.savepharmaceutical.com](http://www.savepharmaceutical.com)

**Industry:** Pharmaceutical Distribution

**Employees:** 3

#### Management:

Stefano Brugnerotto (CEO)

Raymond McEvoy (CFO)

Matthew Hollister (COO)

#### Advisors:

Albert Hamner: President, Richland Medical Group

Brian McCullough: Director of Operations, Bayer US Government Relations

Bruce Levenson: Co-Founder, UCG

Bryan Beamer: Senior VP, Gartenhaus Wealth Management

Chuck Morton: Partner, Venable LLP

Franco Nuschese: Founder, Georgetown Entertainment Group

Gary Sarsfield: Chief, Sourcing and Financial Services, FDIC

Juan Rivera: Managing Partner, American Leadership Strategies.

Kevin McCormack: Senior Vice President, Wells Fargo

Matthew Zukergood: Managing Director, Gartenhaus Wealth Management

### Financials

**Funding Stage:** Early/Angel

**Capital Seeking:** \$2,000,000

Proj. Financials	Year 1	Year 2	Year 3
Revenues	\$446,512	\$2,870,437	\$6,782,737
Expenditures	\$1,390,125	\$2,811,124	\$4,669,743
Net	\$(943,613)	\$59,313	\$2,112,994



## Co-Founders

Ron Biagini 770.617.1119  
Larry Parker 678.230.8694

## Contact Information

3333 Piedmont Rd NE  
Suite 2050  
Atlanta, GA 30305

## Industry

Technology, Insurance,  
Construction

## Development Stage

Startup

## Year Founded

2017

## Funding Opportunity

\$1.5 Million  
Debt + Equity Sweetener

## 2018 Cash Burn Rate

\$190K Per Month

## Law Firm

InPrime Legal

## Bank

SunTrust

## Advisory Board

Ric Fleisher  
Tricia Guinn  
Jeff Brinkman

## The Big Picture

West Hill Global is a mid-2017 InsurTech start up in the homeowner's insurance segment. We are about to launch a platform that will help insurance companies dramatically increase customer retention and remove inefficiencies. Our business model does not require proof of concept as there is already a working version of this in the marketplace.

## The Problem/Solution

Insurance companies spend 8-12X as much to acquire customers as it costs to retain one. They are excellent at customer acquisition. They are NOT very good at customer retention.

Insurance companies only get two opportunities to delight customers:

- At time of purchase, generally a non-emotional financial decision; and
- At time of claim, an emotionally charged time of need.

The claim experience is **the moment of truth** when a carrier will delight or alienate their policyholders. With our exclusive network of vetted contractors on our technology platform, we concierge the property restoration process and remove significant inefficiencies for insurance companies.

## The Opportunity

Annually, there are \$50B of indemnity dollars from 5 million claims. An estimated 90% of these end with a check in the property owner's hand and no clear path to restoration.

## Co-Founders

Ron Biagini has 30-years' experience in the P&C insurance market. Starting out as a rising Actuary, he moved into the executive search arena and developed relationships across the C-Suite at most major P&C carriers.

Larry Parker brings 20 leadership experience, focused in Strategy, M&A and Finance. He spent 10 years with Koch industries building businesses, and most recently 4 years with the world's largest Third-Party Administrator of claims and in the managed repair segment.

## Revenue Model

The overall revenue opportunity in this space is \$2.5B annually.

- 90% from contractors (flat percentage of each loss)
- 10% from insurance carriers (per file fee on complex losses)

## Go-To Market

First carrier partner in line for June 2018 pilot with interest from 3 Top-25 P&C insurance companies. We expect to be fully operational and revenue producing by September 2018.



View demo at [kiwiforgmail.com/demo](http://kiwiforgmail.com/demo)

We have developed a unique technology that turns Google's office suite and Salesforce from web pages into full-featured, "Desktop Cloud Applications", drastically increasing productivity and security for enterprise clients.

### Summarize your business:

Zive has created a platform that allows it to make SaaS applications like Salesforce and G Suite go native on the desktop as full desktop applications. The first product is Kiwi for Gmail, which turns Google's entire office suite into a desktop suite of apps. The Mac version, sold via the Mac App Store, is **the highest-rated email client (4.7+ stars) on the Mac**. Period.

**Despite zero marketing spend on B2C or internationally**, positive press, word-of-mouth, and great ratings have caused **monthly consumer growth numbers to triple since October**. The application is being used daily in **140 countries**. This was achieved from the company's \$1.7M seed round. Zive is focused on the enterprise market, using the consumer market to generate awareness. Kiwi for Salesforce will be its second product, launching in Q4.

### What is your Problem / Solution:

#1, Kiwi increases Gmail / G Suite usability, functionality, and stickiness, as well as familiarity for MS Office users. #2, For enterprise, it adds **critical security**, saves **double-paying** for multiple cloud file services, increases user engagement and **productivity** with all of G Suite's apps. #3, Kiwi answers the **top enterprise objection to adopting G Suite** - it's hard to get MS Office users to switch to a web-page replacement for MS Office's desktop suite without a lot of training. For **Salesforce, we solve the #1 user interface issue**, multitasking through its complex interface.

### Describe your Competitive Advantage:

Zive spent two years with respected talent from the Bay Area creating an entirely new kind of application for the enterprise cloud. The **Zive Development Platform™** is a platform that has allowed us to invent a novel "desktop cloud application", allowing all the benefits of an ordinary cloud application **without the drawbacks of being in the browser**. In short, an application like Salesforce exists as an enormously complex web page in your browser. We can turn it into a full-featured, multi-windowed, high security application.

### What is your Potential Market of Customers:

Zive is focused on enterprise clients that are **(a) current users of G Suite / Salesforce**, or **(b) potential new clients of G Suite / Salesforce**. Zive targets companies with 200-5,000 employees, in tech or relatively non-regulated industries (not healthcare, legal, finance), either using G Suite already or using Microsoft Exchange versions '03/'07/'10, Lotus Notes, or self-developed email solutions. G Suite has 4M enterprise clients, 40-50k in our domestic target.

### Describe your Go-to-Market and Sales Strategy (VP, Sales with 4 Exits):

Zive is already **at market** with the enterprise and consumer versions of its product, with a robust user base in **140 countries** it has built in just **24 months**. Zive targets clients through a combination of **direct sales, reseller-based sales, and advertising**. **G Suite enterprise resellers** provide **major efficiencies in closing new clients**, with a base of current clients and already-established, robust sales organizations. Zive's Salesforce product can be distributed through these same resellers, most of whom sell Salesforce as well as G Suite.

### What is your Business Model:

**Enterprise:** Tiered monthly licensing fee of \$2-5/seat/mo and a 20-40% support fee. For reseller-sourced clients, resellers take 15-30% of all fees. Pricing structure is directly comparable to far more limited third-party G Suite features sold by resellers.

**Salesforce:** Tiered monthly licensing fee of \$55-75/seat/mo, and the same support fee and reseller margins above.

**Consumer:** \$9.99/yr, via the Mac App Store (30% COGS) or Windows (9%). **Profitable:** LTV of \$22 vs \$7-12 to acquire a user.

**10 average reseller clients**, 5,000-seats = **\$1.8M** in revenue (Kiwi for G Suite), **\$36M** (Kiwi for Salesforce)

### Who are your current or potential customers?

**Phase 1 - 2H'17:** Direct-sourcing, initial clients / pilots, 40k consumer users, 7 small clients, pilots with 200-12,000 employee companies; **Phase 2 / 1H'18:** Initial reseller engagement, robust offline support features added, 3,000-5,000 seat clients (average reseller client); **Phase 3 / 2H'18:** Growing reseller + direct engagement. Build on initial proof-points to establish more reseller relationships, and grow faster with existing clients; **Phase 4 / 1H'19:** Kiwi for Salesforce launch, existing clients + new.

#### End of Round:

**\$2.54M Raised. \$260k left.**

Due Diligence Report.

7 Authors. All invested.

Raising: \$2.8M

#### Company Profile:

Industry: Software/SaaS/IT

Employees: 7

#### Management:

*Eric Shashoua - CEO*

*Ryan Shetley - CTO*

*Eric Wanta - CMO*

*Alan Teague - VP, Engineering*

#### Primary Contact Info:

*Eric Shashoua*

*678-492-1353*

*eric@kiwiforgmail.com*

**Investors:** *Realize Ventures, Green Egg Ventures, ACA Board Member, BlueTree Allied Angels, New York Angels, Keiretsu, Keiretsu Capital Fund*



# Zoobean, Inc.

## Executive Summary

### Company Name

Zoobean, Inc.

**URL:** www.beanstack.com

**Industry:** Internet, K-12,  
Public Libraries

**Employees:** 7

**Founded:** 05/2013

**Legal Structure:** C-Corp

**Financing to Date:** \$1.8M

### Financing Plan:

*Equity*

Round Size: \$1M

Pre-Money Valuation: \$4M

Target Close: April 2018

### Use of Funds

Zoobean plans to use the investment to build an inside sales team focused on school district contracts and to gain product-market fit for its forthcoming smart bookmark product. The company intends to complete a Series A financing round after demonstrating high-growth potential in the K-12 and retail markets.

### COMPANY OVERVIEW

Zoobean provides a web application and mobile app that motivates people to read more and helps libraries and schools in particular gain better data on their customers' independent reading. The company's flagship product is licensed annually, typically for three-year terms, at rates ranging from \$1,000 to \$70,000 per year. Its renewal rate is over 95%.

In total, the company has over 350 public library licensees in the US, Canada, Australia, and through the Department of Defense. It has more recently gained traction in large, urban school districts including District of Columbia Public Schools and Broward County Public Schools. Zoobean is currently planning the launch of a "smart bookmark" product to leverage its existing customer relationships, increase use of its core service, and accelerate growth.

### MANAGEMENT TEAM

**Felix Brandon Lloyd** (Chief Executive Officer): Felix, a serial entrepreneur and educator, co-founded Zoobean. He is a former Washington, DC, teacher of the year and took his previous company, Skill, Life, Inc., to a successful exit with BancVue, Ltd.

**Jordan Bookey** (Chief Client Success Officer): Jordan, a former teacher and nonprofit director, served as Google's first Head of K-12 Education Outreach and was recently named one of The Wharton School's first class of 40 under 40. In 2014, Jordan and Felix appeared on the television show Shark Tank and gained an investment from Mark Cuban.

**Tyler Ewing** (Senior Engineer): Tyler is a full stack developer with a background in systems operations. He previously co-founded Game Huddle, Inc. with Zoobean's lead designer, Jonathan Carson, and earned his BS in Information Science from the University of Pittsburgh.

### PRODUCT/SOLUTION

Zoobean's flagship product, called Beanstack, provides each library or school with an instance of its web application through which they can facilitate reading challenges. For librarians and educators, it provides tools to customize content and to gain measurable insights on outcomes critical to their funding. For readers, the web app and a companion mobile app make it easy to log the titles they read, track the time they spend reading, unlock virtual badges, and earn prizes. In the months ahead, Zoobean will introduce a smart bookmark targeted to elementary school students to help track their independent reading and sync that information by Bluetooth to the mobile and web applications.

### MARKET

There are over 9,000 public library systems and 100,000 school libraries in the US, for which the market for Zoobean's flagship product is \$220M. The total market for digital services sold to libraries and schools is over \$3B. Meanwhile, the company considers itself to be in the "brain fitness" market over the long term. This market is estimated at over \$5B, up from \$200M in 2005. Reading is to the brain as fitness is to the body.

### FINANCIAL HISTORY:

	2013	2014	2015	2016	2017
<b>Revenue</b>	31,764	\$81,401	\$350,990	\$825,680	\$1,176,910
<b>EBITDA</b>	-\$250,293	-\$613,276	-\$571,871	-\$419,202	-\$21,638



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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

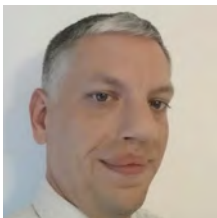
Beau specializes in strategic planning, change management, risk mitigation, and Software as a Service developed from extensive experience in commercial sectors across the globe. His clients have included some of the world's most respected companies in industries such as healthcare, consumer goods, hospitality,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

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



### LORE SYSTEMS, INC @LORESYSTEMS

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



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

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

and built the Company's vCIO (virtual Chief Information Officer) practice. Drew has over 17 years of experience in design, installation, configuration, administration and troubleshooting of LAN/WAN infrastructure and security, leveraging a multitude of technologies to produce solutions. He holds ITIL, Microsoft and other professional certifications.



#### **WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI**

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#### **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. 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**

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#### **MARK ANDERSON, 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.

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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).



### 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.



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### 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.



### TEDCO

TEDCO is more than an early stage funding resource. It is the hub of Maryland's entrepreneurial network where startups find mentors, organizational assistance, facilities for daily operations, and a roadmap for success. TEDCO was created by the Maryland State Legislature in 1998 to facilitate the transfer and commercialization of technology from Maryland's research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State. TEDCO is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.



### PHIL JUNG, ASSOCIATE, MARYLAND VENTURE FUND

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

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

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

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ASSOCIATION FOR  
ENTERPRISE GROWTH

### ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

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



### WEWORK @WEWORK

When we started WeWork in 2010, we wanted to build more than beautiful, shared office spaces. We wanted to build a community. A place you join as an individual, 'me', but where you become part of a greater 'we'. A place where we're redefining success measured by personal fulfillment, not just the bottom line. Community is our catalyst.

WeWork is a platform for creators, providing over 100,000 members around the world with space, community, and services through both physical and virtual offerings. WeWork currently has more than 140+ physical locations in 40+ cities and 12 countries around the world.



### JAMES URSINI, COMMUNITY MANAGER

James has been with WeWork since August of 2017 as the Community Manager for the Tysons Location. Prior to joining WeWork, James spent 13 years in the hospitality industry, working on both the East Coast and West Coast, from New York, to San Diego and San Francisco, for Hyatt Hotels and Marriott International. James has an extensive knowledge of Customer Service leading several Front Office, Housekeeping and Hotel Management Teams, leading to the completion of his tenure as the Senior Revenue Manager for The Ritz-Carlton Georgetown and The Ritz-Carlton Pentagon City.



### CBRE @CBRE

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

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### 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. By analyzing the variables to each transaction, Greg is able to provide custom solutions specific to each client's unique goals.

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. And the mentors, as a group are helping grow the eco-system. This is one of Maryland's true public private partnerships and was established with Montgomery County and the Department of Commerce, but belongs uniquely to the Maryland Tech Council.

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. Sponsors include the Maryland Department of Commerce, Launch Workplaces and MCEDEC. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.php>

## Sponsors



### 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.



### THE MELTZER GROUP @MELTZERGROUP

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



### 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.

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First Name	Last Name	Title	Company
Brian	Park	COO	Startup Grind
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Shahid	Shah	CEO	Netspective Communications
Raj	Sharma	CEO	Health Wizz
John	Wise	Chairman & CEO	Loci, Inc.
Tien	Wong	Chairman	Tech 2000 and Lore Systems
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<b>4D Health</b>			
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Marshall	Besch	COO	4D Health
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<b>Blocksafe Technologies</b>			
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Richard	Zaziski	CEO	Blocksafe Technologies
George	Waller	Advisor	Blocksafe Technologies
Mark	Kay	Advisor	Blocksafe Technologies
<b>CauseNetwork, Inc.</b>			
Clay	Buckley	President	CauseNetwork, Inc
<b>Ledger Pay</b>			
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Marlon	Muller	Team Member	Ledger Pay
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Matthew	Zukergood	Advisor	Save, Inc.
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Ryan	Adams	Digital Marketing Analyst	The Mather Group

ATTENDEES			
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First Name	Last Name	Title	Company
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# Thank You to Our Coaches



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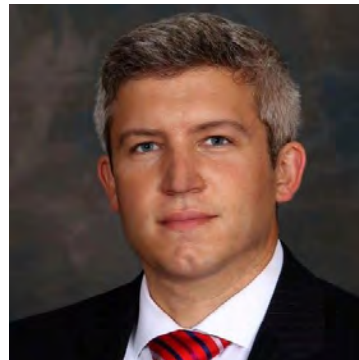
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Advisor & Former President  
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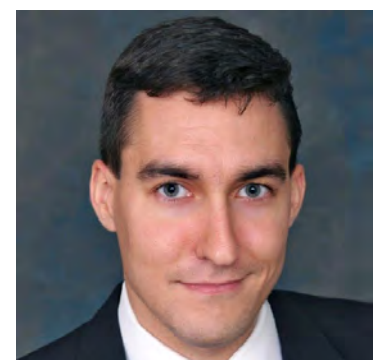
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