

The Hotel at The University of Maryland
Fall Forum
November 1, 2018



Big Idea
CONNECTpreneur



SCHEDULE

THURSDAY, November 1, 2018

7:00-8:20am

REGISTRATION & NETWORKING

8:20 - 8:30am

WELCOME

S. TIEN WONG, Chairman of Tech 2000 and Lore Systems
MIKE GILL, Secretary, Maryland Department of Commerce

8:30 - 8:35am

SPECIAL ANNOUCEMENT: SPARKLABS

BRIAN PARK, Managing Director, SparkLabs; COO, Startup Grind

8:35 - 8:40am

DINGMAN ANGELS OVERVIEW

BILL BOYLE, Chairman, Dingman Center Board of Advisors; Board Chair, FiberGate

8:40 - 9:20am

FIRESIDE CHAT WITH ROCKSTAR CEO



GEORGE DAVIS
CEO
TEDCO

9:20 - 10:20am

COMPANY SHOWCASE

1. **ABOM** - David McCulloch
2. **Carmell Therapeutics**- Kevin Cody
3. **Hatch Apps**- Amelia Friedman
4. **Kork** - Robert Wensley
5. **MileMarker**- Aimee Martin
6. **Minus Tau** - Derrick Oaxaca
7. **Petra Power** - Aaron Goodman
8. **SurgiPrice**- Sanjay Prasad

10:20 - 11:30am

NETWORKING

OUR SPEAKERS



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

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



MIKE GILL, SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Secretary Mike Gill is a business leader with four decades of experience as an entrepreneur, a technology executive, an investment banker, and a public servant. He was tapped by Governor Larry Hogan to lead the Maryland Department of Commerce (formerly the Maryland Department of Business and Economic Development) in January 2015. Prior to his appointment, Mr. Gill led Evergreen Advisors, an investment bank, as chairman and principal. He was also a founder First Page, which was acquired by Metrocall; served as chairman of Curtis Engine, a Baltimore power generator company; and was chairman of Bluefire Security Technologies, a mobile cybersecurity developer. In 1984, Mr. Gill founded AMERICOM, a Baltimorebased provider of cellular products and services. AMERICOM expanded nationwide with more than 1,200 team members and was acquired by Solectron in 2000. He started his career with IBM and held a number of positions in sales and marketing. He then became Director of Data Systems in the mid-Atlantic region for Ernst & Young. Mr. Gill served on the University System of Maryland Board of Regents from 2004 to 2009, chairing the audit committee and the technology transfer and commercialization workgroup. His past and present board memberships also include the Calvert Hall Board of Trustees, Baltimore County Economic Development Commission, St. Joseph's Medical Center, Bay National Bank, and Towson University of Board of Visitors. He is also a member of the President's Advisory Board at Clemson University. Gill earned his B.S. in business administration from Towson University in 1974 after first attending Clemson University on a baseball scholarship. He was awarded an honorary Doctor of Humane Letters degree by Towson University in 1996.



@SecGill

OUR SPEAKERS



GEORGE DAVIS, CEO, TEDCO

As CEO of TEDCO—Maryland’s economic engine for technology companies—George drives the organization’s mission to create and grow technology-based businesses that grow and thrive throughout Maryland. He garners his expertise from C-level acumen and a history of successful investment and operational engagements within the Maryland Innovation ecosystem.

George joined TEDCO in June 2017, boasting more than three decades of investing, building, and managing successful companies within the biotech, IT, and software industries. Most recently, George served as CEO of Gemstone Biotherapeutics, founded in conjunction with Johns Hopkins University to develop innovative, high efficiency, evidence-based wound care solutions. He also served as Partner with Gamma3 LLC, a Maryland-based investment platform which provides early-stage financing to locally based startups. While there, George guided investments in Maryland companies.



@MDTEDCO

He has held executive roles at several publicly traded companies, including Northrop Grumman Corporation, Westinghouse Electric Corporation, and Aether Systems, where he helped grow the company by leading its public offering. He also served as CEO of Avatech Solutions, where he led its merger with Rand Worldwide in 2010, more than doubling the size of the business.

George has also served on various advisory boards for local early-stage organizations, helping to secure more than \$1.5 billion in capital for several technology sector companies over his career. In his first year at TEDCO, George has helped entrepreneurs develop their startup companies through entrepreneurial business assistance and seed funding. Under his guidance, TEDCO recently added five companies to its seed portfolio, totaling \$600,000 in new investments for tech and life science startups. Nicknamed an “entrepreneur’s entrepreneur” by TEDCO Chairman Newt Fowler, George embodies TEDCO’s mission of supporting small businesses—including tech startups—and making Maryland’s Innovation Ecosystem something all Marylanders can be proud of.

Join the conversation on Twitter
#connectpreneur

OUR HOST COMMITTEE



MOSS AMER
Analyst Maryland
Venture Fund



JEFF CHERRY
CEO and Managing Part-
ner, The Porter Group,
LLC; Found- er and Exec-
utive Director, Conscious
Venture Labs



JUDY COSTELLO
Managing Director
Economic Devel-
opment, BioHealth
Innovation



HOLLY DEARMOND
Interim Director
Dingman Center for
Entrepreneurship
(UMD)



PETER ETTINGER
Senior Advisor
Aldebaran Partners



CHRIS HAUG
Chapter Director
Startup Grind
Columbia



TAMI HOWIE
Partner
DLA Piper



GLORIA JACBOVITZ
Angel Investor Balti-
more Angels mem-
ber Johns Hopkins
University Applied
Physics Laboratory



PHILIP JUNG
Investment Associate
Maryland Venture
Fund



BRIAN PARK
Managing Director,
SparkLabs; COO,
Startup Grind



PRAMOD RAHEJA
CEO & Co-Founder
Airgility, Inc.



PARAG SHETH
Director and CMO
Maryland Venture
Fund



OPEN
FOR
BUSINESS

Read us loud and clear.

With our #2 ranked innovation environment, an exceptional education system, and reasonable living costs, Maryland truly is the whole package.

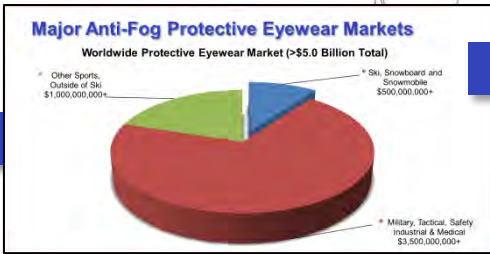
Live, work, and grow here.

Open.[Maryland.gov](https://www.Maryland.gov)



ABOM TECHNOLOGY

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



ABOM ADVANTAGES

- Innovative Technology:** well designed and disruptive heated anti-fog protective eyewear
- Solid IP protection:** through patents and trademarks
 - 28 patents issued and 33 patents pending
 - More patent applications expected in coming months
 - 57 trademark applications granted/registered so far
- Large Market:** \$100B+ Global Eyewear Market Worldwide, with smaller immediate markets for Abom's initial anti-fog inventions
 - Military, Tactical, Industrial & Medical Eyewear >\$3.5B
 - Snow Sports goggle market >\$500M
 - Other Sports applications market >\$1.0B
- Significant Traction Already:**
 - Steady growth in the snow sports market
 - Accelerated growth 2018+ in military and safety markets

MANAGEMENT TEAM



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



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



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



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



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



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

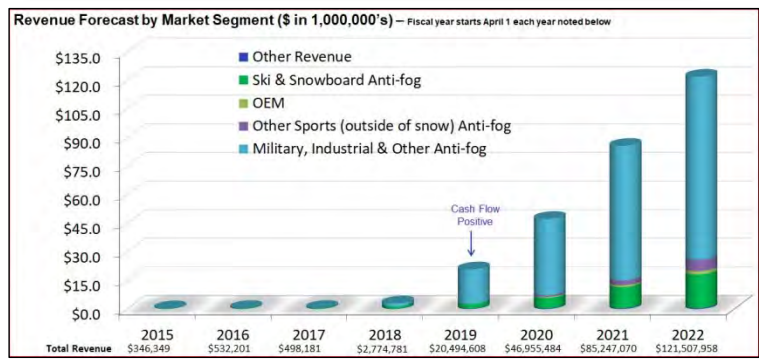


Joe McNeal: Director of Strategic Product Development; 35+ years' experience in snow sports, military and other product development. Former Director of R&D at Smith Sport Optics.



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

FINANCIAL PLAN



- Goggle Pricing:**
- Snow Sports: \$259 to \$289 per goggle
 - Military Product Sales: \$450 per goggle unit with spare lens
 - Industrial Safety Sales: \$425 per goggle unit with spare lens

OUTSIDE BOARD MEMBERS AND SELECTED ADVISORS



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



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



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



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



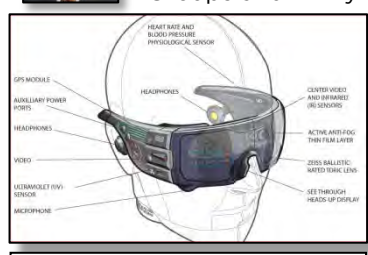
Alan Moloff D.O., MPH: Advisor; 40+ years' experience; U.S. Army Col. (RET). Numerous assignments in Special Forces including, 7th and 10th Special Forces Groups and Army Special Operations Command.

FINANCING

- **\$3.0M Preferred Series A-2 Financing Underway**
 - Raised over \$2.7 million so far, nearly to \$3.0M goal
 - \$12 million pre-money valuation, participating preferred
- **Previous \$9.4 is in Abom Preferred Series A and A-1, led by founder David McCulloch and several other investors**
- **Grants:** Abom has won a SBIR award to make next generation eyewear for the military; more in the works.
- **Future equity financing:** to grow faster or not needed.

INVESTMENT RETURN POTENTIAL

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



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

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

Jack Cornelius, CEO: jack@abom.com
 David McCulloch, President: david@abom.com
 Don Megrath, CFO: don@abom.com

Executive Summary

Founded as a spin out from Carnegie Mellon University in Pittsburgh, PA, Carmell Therapeutics has created a unique & highly innovative patented technology based on biologically-active materials manufactured from human blood plasma. These plasma-based materials contain a concentration of natural regenerative factors that promote healing in various clinical settings, reduce complications, and, as a result, save healthcare costs. Unlike previous approaches to delivering growth factors to injuries/surgeries, Carmell has patented the capability to create medical devices with pooled plasma that can be tuned as part of the manufacturing process to breakdown in the body over different periods of time (days, weeks or months) releasing the active biologics when the body needs them to accelerate healing. The company has successfully developed multiple forms, such as pastes, putties, scaffolds, plugs and screws, using pooled plasma from healthy donors with its proprietary cross-linking process. Carmell's first product Bone Healing Accelerant has been designed to treat bone fractures, through accelerated bone healing of the fracture and surrounding soft tissues while reducing complications, infections and duration of care. Early clinical evidence suggests that Carmell's initial product is efficacious, safe, consistent and affordable.

Company Profile	Biotech/Med Device
Profile	Clinical development
Financial Stage	Convertible Debt (pre-series C)
Money In	\$12MM
Money Seeking	Bridge \$4.5MM (>50% complete)
Development Stage	Phase III
IP	16 Patents Issued
Management Team	CEO – Randy Hubbell CMO – Dr. James Hart CQO – Donna Godward VP R&D – Dr. Stephanie Kladakis

Major Accomplishments (Q2 2016 to Q3 2018):

1. Installed expert team of seasoned biologic executives
2. Additional equity - \$6M Series B/B1
3. Two highly successful “pre-IND” FDA meetings
 - a. Gained agreement ready to move to Phase III and on trial design
 - b. Gained clarity on important manufacturing considerations
4. Moved into new facility and ISO-7 certified manufacturing suite
5. Finalized the manufacturing instructions and have started the 3 qualifications batches for IND submission
6. Developed and validated the release tests, including the potency assay and growth factor array
7. Two new pre-clinical studies validating mechanism of action in soft tissue (healing and angiogenesis)

Upcoming Milestones (2nd half 2018):

1. Close Convertible Debt (\$4.5M)
2. New pre-clinical rabbit bone healing model demonstrating mechanism of action
3. New pre-clinical rabbit spine study showing effectiveness and comparison to INFUSE® (\$500M sale MDT)
4. New pre-clinical porcine study showing effectiveness of second product, Tissue Healing Accelerant in burn model
5. **IND submission**

Carmell Therapeutics has raised \$12M to date. Carmell has deployed this capital efficiently and has generated clinical data that puts the company in a position to pursue BLA phase III studies for the lead product, Bone Healing Accelerant, in the US and Europe. The primary purpose of the \$4.5MM is to receive IND (investigational new drug) approval from FDA that will allow enrolling phase III clinical trial and to prepare for next round (private or **public**) in 1st half 2019 (\$25M). The company's highest priority and clear strategy is to create value for its investors as quickly as possible with a WW regulatory approval on its lead product, Bone Healing Accelerant, and to advance the secondary product and indications.

Long-term funding & exit - Carmell needs an additional \$25M to conduct the PhIII clinical trials on the first product and gain regulatory approval in the US and EU. Carmell has interest from private investors, as well as six underwriters that have significant experience with pre-revenue, biotech companies with offerings of this size - \$25M. The IPO provides liquidity for

early investors at an attractive valuation, while providing the company with the working capital to achieve the greatest value inflection point – **data reveal from two well designed, meaningful human clinical studies**. The most likely exit for Carmell is to be acquired by a multi-national medical device/pharmaceutical company. There are several potential acquirers that are tracking Carmell’s progress and have visited our facilities in Pittsburgh. The target exit (terminal) upon data reveal is \$450M based on industry benchmarks and the Biomemetic analogue (acquired by Wright Medical in 2014).

Note: financial projections are estimates only and may not materialize.

The Unmet Need:

Carmell Therapeutics believes multiple unmet needs can be addressed through its technology while initially focusing on the unmet need associated with orthopedic trauma (open reductions) as its key short-term focus. Carmell’s longer term vision is to also address other unmet clinical needs as outlined below.

	Procedure Volume (thousands)		Dollar Volume ² (millions)	
	US	WW ⁴	US	WW
Trauma Fixation ¹	1,100	1,700	\$660	\$1,020
Spine Fusion	800	1,230	\$480	\$738
Rotator Cuff	750 ³	1,153	\$450	\$692

a) Carmell’s initial product, Bone Healing Accelerant for **orthopedic bone healing requiring open reduction surgery** (open reduction refers to the method wherein the fracture fragments are exposed surgically by dissecting the tissues) is a ready-to-use biologically adaptive product that has clinically demonstrated safety and efficacy in accelerating bone and soft tissue healing and reducing infections. Indication expansion would address a larger orthopedic market of bone healing/soft tissue healing for osteoporotic and hip fractures, joint replacements, sports injuries (i.e. meniscus/ACL & shoulder repairs), and spinal fusion.

b) Carmell envisions its second-generation products, Tissue Healing Accelerant, to address a similar unmet need in managing **skin grafts/flaps, Surgical Site Healing**, i.e. a ready-to-use, off the shelf biologically adaptive technology/device that can reduce surgical site healing time, lower infection rates, allow the patient to ambulate sooner and reduce pain. The ability to show a statistical improvement over standard of care (sutures or staples with no adjunctive care) will prove a reduction in costs to the hospital.

Clinical Study: A phase II clinical trial was completed in South Africa on the use of **Bone Healing Accelerant** to treat open tibia fractures (trauma). Data demonstrated 4X fewer infections through 1-year of follow-up, 2X faster bone healing at 6 months, and 4X more wounds healed at 30 days compared to the current standard of care. There were **no adverse events** related to the use of the putty. The initial clinical data from this trial supports the value proposition of investing further in developing statistically significant data in support of gaining regulatory clearances and commercializing Carmell’s initial and follow on products with unique and superior claims. The trial was a double-arm, randomized controlled clinical study. A total of 20 treatment patients and 10 controls were enrolled in the study at two hospitals in Cape Town, South Africa. Follow-up examinations, including X-ray and clinical assessments, occurred at 14, 30, 60, 90, 180, and 365 days. The primary endpoints of the study were safety and radiographic evidence of fracture healing; secondary endpoints included infections, wound closure, adverse events, pain, swelling and tenderness.

NOTE: Phase III study will allow for up to **100% increase in dosing** than the upper limit in phase II. The phase III is an adaptive design that would show statistical significance improvement in healing at 6 months vs. control (primary endpoint) with a 20-point treatment effect with approximately 220 patients enrolled in each of the two studies. **The phase II study had a 36-point treatment effect.** The study can enroll up to 300 patients in each trial and would be considered successful with a 15-point treatment effect.

Putty	Control	P-Value
2.35	1.89	0.1769
2.64	1.33	0.0445

Putty	Control	P-Value
22.2%	80.0%	0.0048
25.0%	100.0%	0.0024

INTELLECTUAL PROPERTY

The Company’s IP is based on proprietary processing methods of plasticizing proteins that result in a biomaterial that contains biologically active wound healing and regenerative growth factors, and products made from such processing. The Company has an exclusive world-wide license from Carnegie Mellon University . A second level of protection will be accomplished by being granted twelve years of marketing exclusivity by the FDA in the US (first BLA in a class).

<p>Management Param Jaggi, CEO Amelia Friedman, COO</p> <p>Industry Software</p> <p>Number of Employees 11</p> <p>Bank Silicon Valley Bank</p> <p>Law Firm Cooley</p> <p>Current Investors Morgan Stanley, Revolution's Rise of the Rest Seed Fund, Angel Investors</p>	<p>Business Description: Hatch Apps is a platform enabling businesses to deploy apps— without writing a line of code. Imagine SquareSpace for apps. Businesses can deploy complex, data-driven, apps to iOS, Android, and Web using a drag-and-drop interface. Customers build apps on the platform that deploy in a matter of days and cost a fraction of traditional custom development.</p> <p>Business Model: Hatch Apps offers a 3-tier pricing model, targeted at entrepreneurs, SMBs, and enterprises. All tiers include an activation fee (\$4,999-9,999) and recurring annual subscription fee (\$12,000 - \$42,000). Customers sign annual contracts, paid upfront.</p> <p>Company Background: Hatch Apps was founded in August 2015 with the belief that the software development industry is broken— building software is expensive, takes forever, and too many people are getting ripped off. Param and Amelia met at the Halcyon Incubator in Georgetown while working on separate ventures. They originally funded the company by selling The 2016 Election Game, a political-themed card game. The game generated \$100,000 in sales which funded operations for the first few months. From there, the team participated in the Y Combinator Fellowship, raised a \$475,000 angel round and then raised a \$1.5 million seed round.</p> <p>Team: Param Jaggi, CEO. Amelia Friedman, COO. Kalliopi Vlastos, VP Sales. Selina McPherson, VP Marketing. Devin Andrews, Engineering Lead.</p> <p>Products/Services: Hatch Apps is a drag-and-drop interface to build, manage, and deploy apps across platforms. Complex, custom-designed apps can be built from scratch in minutes. The data-model, user-flows, and design can be dynamically changed based on preference, and instantaneously deployed to iOS, Android and web. From an admin dashboard, customers can track app analytics, access user data, and send push notifications.</p> <p>Technologies: React, React Native, Node.JS, Redux, AWS, Firebase.</p> <p>Market: The market for low and no-code development is currently \$6 billion. This is expected to grow to \$27 billion by 2022. The demand for IT / software development is expected to exceed the supply of engineers by 5x.</p> <p>Distribution / Sales Channels: Inbound sales engine driven by content marketing, earned media, and referrals. Outbound sales engine driven by a sales team targeting associations, foundations, and innovation departments at enterprises. Growing distribution channels through digital agencies / freelance partners that sell design, marketing, and implementation support.</p> <p>Competition: Appian, OutSystems, and Mendix are market leaders in the 'low-code market', selling business-process-management apps to enterprises. Appian is publicly traded, Mendix was acquired by Siemens for \$700 million, and OutSystems recently raised a \$400 million funding round through Goldman Sachs and KKR. Smaller competitors include Bubble, BettyBlocks, and BuildFire.</p>
---	---



investment@kork.app

www.kork.app

TEAM BACKGROUNDS:



CORE TEAM:

- ▶ **CEO:** Robert Wensley
- ▶ **COO:** Eliza Stelmack
- ▶ **CTO:** Andrei Sambra
- ▶ **CDO:** Gleb Zuznetsov

INDUSTRY:

- ▶ Big Data, Data Privacy

SEED ROUND:

- ▶ Up to **\$1.5 million**

EARLY INSTITUTIONAL FUNDING:



MARKET SIZE:

- ▶ \$250 billion and growing exponentially

COMPANY STAGE:

- ▶ Launching beta product

EARLY DATA BUYERS:

- ▶ Hedge funds

CUSTOMER ACQUISITION:

- ▶ Media
- ▶ Partnership deals
- ▶ Referral Program

BANKING:



LEGAL:



BUSINESS:

In 2017, The Economist announced that **the world's most valuable resource is no longer oil, but data**. Unfortunately, data brokers are earning billions from this shift while consumers are losing control of their private information. For instance, last year 143 million Americans had their personal information stolen in the Equifax data breach. Meanwhile data brokers earned \$250 from selling our data without our consent. **Kork aims to disrupt the data brokerage industry by rewarding consumers for sharing data directly with the companies they trust and support.**

HOW IT WORKS:



Create a data profile by connecting to your online accounts.
e.g., Facebook, Google, LinkedIn, etc...

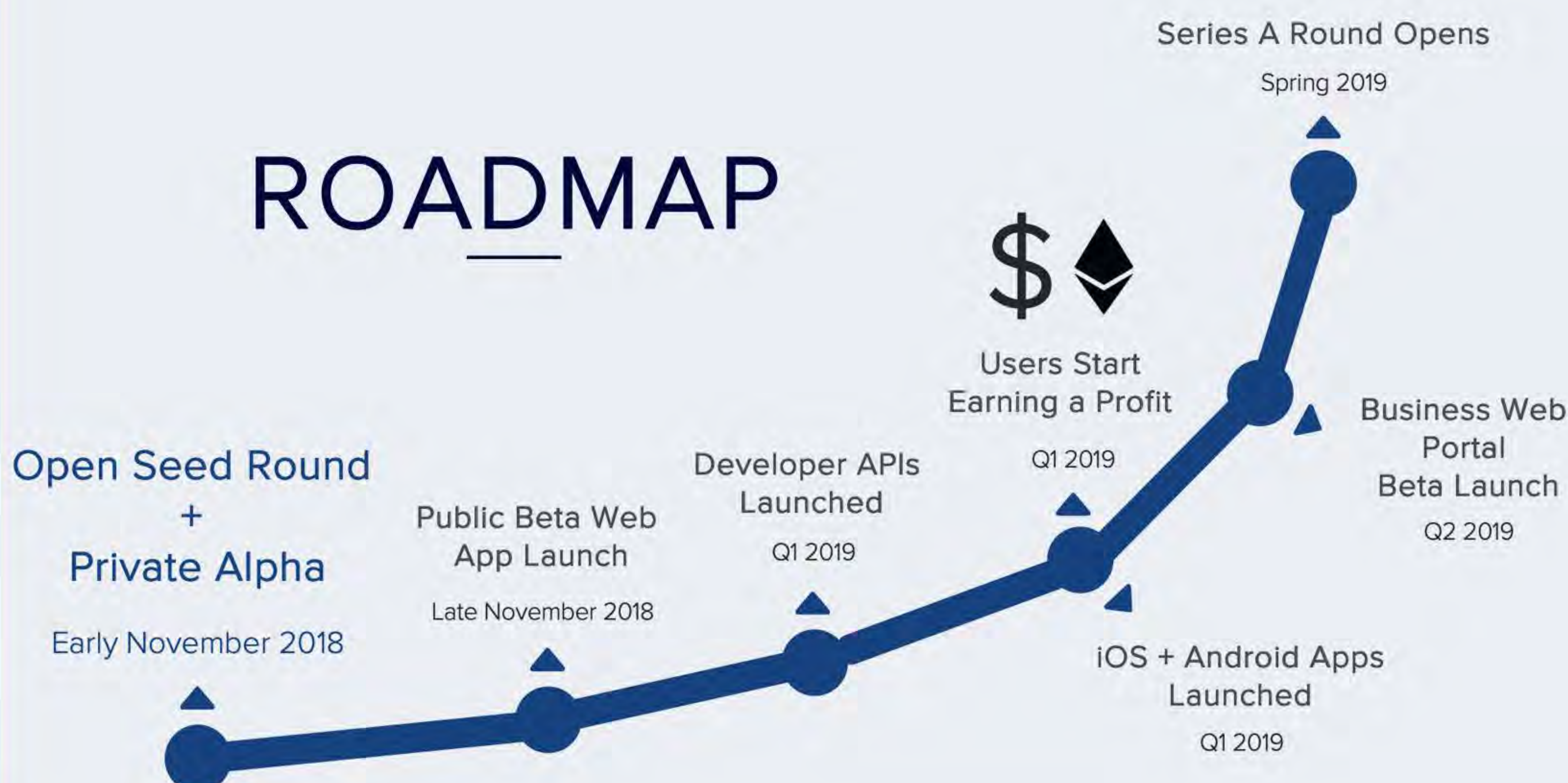


Opt-out of the data brokers currently selling your data without your consent.
e.g., Acxiom, Equifax, Experian, etc...



Get paid for your data
Earn a profit from choosing who has access to what parts of your data.

ROADMAP



IN THE PRESS:



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

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

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

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

COMPETITIVE ADVANTAGES:

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

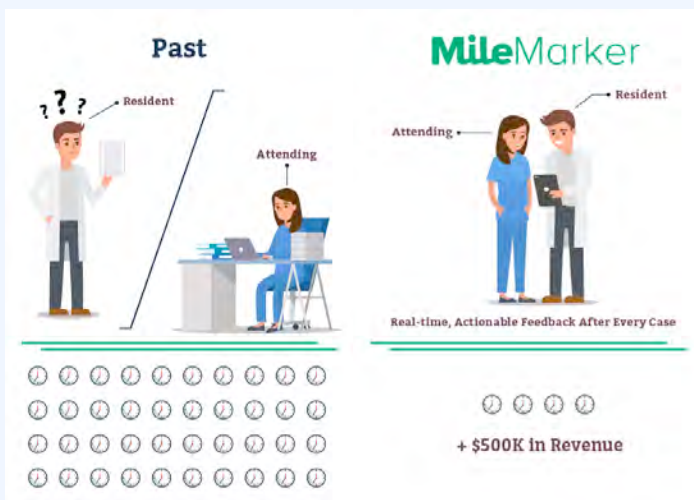
Primary competitors are New Innovations, E*Value/Medhub, Simple Milestones.

THE MARKET:

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

BUSINESS MODEL:

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



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

INDUSTRY:
Education/Healthcare Technology

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

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

COMPANY STATUS

Founded: 2016
Ownership: C-Corp

Capital to Date: \$500K

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

Current Investors:

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

Company Status:

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

MINUS TAU

EXECUTIVE SUMMARY

Contact Information:

Derrick Oaxaca
Chief Executive Officer
5130 Gateway Blvd East
El Paso, TX 79905
915-202-6889
minustau2016@gmail.com

Industry:

Concussion sensor market
estimated to be worth **\$1.2-
Billion.**

Development Stage:

Start-up

Year Founded:

2017

Funding Opportunity:

\$556,021

Implementation Roadmap

Milestone 1: Complete
prototype & mobile app

Milestone 2: Beta test

Milestone 3: Launch first
batch of market ready
sensors

Milestone 4: Analyze market
data & improve product

Minus Tau

Minus Tau is developing the next generation of concussion sensors.

Problem

1 in 10 contact athletes will have a concussion each sports season. **The cost to society for treating concussions is \$76.5-Billion.** To date, current technology lacks in the reliable early detection of concussions.

Solution

Concussion sensors for detecting minor concussions before they turn into significant traumatic brain injuries.

Product & Technology

We differentiate ourselves by using NASA patented technology which transforms our sensors into sophisticated smart sensors, capable of adapting to each user.

Competition

We are the only company on the market to utilize NASA patented technology. Currently there are 5 concussion sensor developing companies within the United States. Sensors developed by these companies are limited to select sports and applications, whereas our sensors have broad applications and are not sport specific.

Business Model

INFRASTRUCTURE	OFFERING	CUSTOMER
<p>Partner</p> <ul style="list-style-type: none">With collegiate athletic departmentsWith school district athletic departmentsWith sports team medical personnel <p>Key Resources</p> <ul style="list-style-type: none">Smart concussion sensorsSoftware & app interface <p>Key Activities</p> <ul style="list-style-type: none">Enhancing sensor precisionManaging software platformSale of sensors & subscriptions	<p>Sports Programs</p> <ul style="list-style-type: none">Compliance fulfillment with state legislation measures on concussion protocols.Athlete liability & risk decreased <p>Coaches</p> <ul style="list-style-type: none">Enhanced training regimensDecreased time lost to concussion treatment <p>Athletes & Parents</p> <ul style="list-style-type: none">Improved awareness of athlete health & sport performance	<p>Customer Segment</p> <ul style="list-style-type: none">Customer purchasing sensorsCustomer purchasing monthly app subscription for extended sensor features <p>Distribution Channel</p> <ul style="list-style-type: none">Via online store or in sporting goods storeDirect sale to sports programsAndroid or Apple app store
<p>Cost Structure</p> <ul style="list-style-type: none">Royalty to NASASoftware infrastructure costManufacturing costs		<p>Revenue Streams</p> <ul style="list-style-type: none">Revenue from sale of individual sensorsRevenue from recurrent monthly subscription charges of app for extended sensor features.

**Information:**

Petra Power LLC
PetraPower.com

Info@PetraPower.com

125 West Market, Warren, OH 44481

Technology:

Petra Power has the rights to 3 patents, originally developed by NASA, covering the design, manufacturing, and materials properties of a novel Solid Oxide Fuel Cell (SOFC). This design resolves primary hurdles facing the commercialization of SOFC technology:

- High Cost of Production: Petra Power's fuel cells have no costly components and are produced in an assembly-line style fashion for a high-yield, low cost cell.
- Fuel Compatibility: Our novel design makes it possible for Petra Power fuel cells to utilize hydrocarbons (JP-8, diesel, gasoline, etc.) as fuel without the need for reforming or desulphurizing, giving us access to aerospace, ground transportation, and military markets without the need to further develop our core technology.
- Reliability: Early testing indicates Petra Power fuel cells should survive up to 5,000 hours before service, putting them on par with combustion engines.

Market:

The APU market exceeds \$18B annually, including Class 7+ Trucks, Airplanes, Unmanned Vehicles, RV's, and refrigerated shipping containers. Petra Power offers technology to replace the current standard combustion engines and gensets that service this market. Petra Power APUs produce electricity with up to 90% greater efficiency than these engines while utilizing the same fuel. A 6kW Petra Power APU projects to have a specific power of 0.65kW/kg compared to a comparable Carrier APU with 0.1kW/kg. This weight savings is instrumental to our aerospace customers. Our systems operate silently with no acoustic or vibrational signatures, unlike combustion engines giving our users greater flexibility in operation.

Opportunity:

Petra Power has the only SOFC technology that is currently developed to be competitive in our target market. We are developing an auxiliary power unit that will be sold at the same cost as a combustion APU but utilize up to 90% less fuel with no noise, odor, or emissions. Petra Power is an obvious improvement over combustion power and a more reliable option than battery power, since our SOFC technology generates power using on-board fuel. Our technology is currently at TRL 4, and can be developed into a full APU prototype in as short as 24 months with the proper investment.

Team:

Aaron Goodman – CEO – PhD candidate at Princeton University in Plasma Physics, US Department of Education Presidential Scholar, startup experience, lifelong leadership positions.

Phillip Clift – CTO – Masters of Material Science from New Mexico School of Mining and Technology, 6+ years experience with SOFC systems and basic scientific research, advanced understanding of materials, power systems and manufacturing processes.

Advisory Board:

Dr. Stephen Sofie – Technology Advisor
Tom Zender – Business Development Advisor

Andy Greene – Manufacturing Advisor
Murray Goodman – Sales Advisor

PETRA POWER

Management

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

Industry

Healthcare IT Services

Number of Employees

6

Bank

Old Line Bank

Auditor

Ryan Melvin CPA

Law Firm

Cooley, Womble Bond Dixon

Amount of Financing Sought

\$2.0M

Current Investors

Sanjay Prasad \$1.85M

Use of Funds

Sales & Marketing, Technology,
 Concierge

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

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

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

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

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

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

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

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

Financial Projections: (unaudited, dollars in thousands)

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

OUR SPONSORS



TECH 2000, INC @TECH2000INC

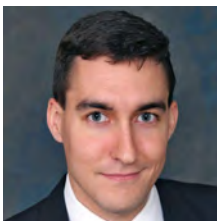
Tech 2000 is an educational technology company, based in the Washington, DC metro area, with offices in Atlanta, Los Angeles, and soon, London. Their core offerings are in instructor-led training (ILT), the creation and offering of digital learning, and the provision of instructors in state-of-the-art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



BEAU OLIVER, CEO, TECH 2000, INC

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

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



WILSON SONSINI GOODRICH & ROSATI @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



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

OUR SPONSORS

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



BDO @BDOACCOUNTANT

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



MARK ANDERSEN, PARTNER, BDO

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



WOMBLE BOND DICKINSON

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

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

ANDREW TUCKER, PARTNER, WOMBLE BOND DICKINSON

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



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

OUR SPONSORS

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

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

SHULMAN ROGERS

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

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

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



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

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

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



TEDCO @MDTEDCO

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

OUR SPONSORS

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.



THE MARYLAND DEPARTMENT OF COMMERCE @MDbiz

The Maryland Department of Commerce, one of 20 agencies within Maryland's Executive Branch and the state's primary economic development agency, is dedicated to excellence in customer service and creating quality jobs by attracting new businesses, stimulating private investment and encouraging the expansion and retention of existing companies.



STEVE PENNINGTON, MANAGING DIRECTOR, BUSINESS & INDUSTRY SECTOR DEVELOPMENT @

Steve Pennington comes to the Department with extensive experience as a sales leader in the telecommunications industry. As Managing Director, Steve leads the customer facing efforts for growth, attraction and retention for the Department. His organization is made up of business units including Finance, Strategic Industry and Entrepreneurship, BioHealth and Life Sciences, CyberSecurity and Aerospace and Business Development. Throughout his more than 30-year career, Mr. Pennington has been a leader of performance focused teams, developing growth and go-to-market strategies and conducting business development activities for a number of dynamic industry leading companies.



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

OUR SPONSORS

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.

ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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

MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH



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

THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP.

@thinkmoco

The Montgomery County Economic Development Corporation (MCEDC) is the official public-private organization representing Montgomery County, Maryland. Our team is to help businesses start, grow and exceed expectations by helping them gain access to prime locations, top talent and available capital. With proximity to Washington, D.C.



OUR SPONSORS

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. 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.

OUR SPONSORS



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



SUNTRUST BANK

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

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



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

OUR SPONSORS

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.



RYAN & WETMORE, P.C. @RYANWETMOREPC

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



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

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

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

MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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



OUR SPONSORS



SALLY STERNBACH, FOUNDER, MTC VENTURE MENTORING SERVICES

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

GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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

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



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.



OUR SPONSORS

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



ANNUAL WHARTON DC INNOVATION SUMMIT

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

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

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



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

FOLLOW US

TWITTER



FACEBOOK



INSTAGRAM



Speakers			
First	Last	Title	Company
Bill	Boyle	Investor	Dingman Center
George	Davis	CEO	TEDCO
Mike	Gill	Secretary	Maryland Department of Commerce
Brian	Park	Managing Director	SparkLabs
Tien	Wong	Chairman	Tech 2000 and Lore Systems
Presenters			
First	Last	Title	Company
ABOM			
Dave	McCulloch	CEO	ABOM
Don	Megrath	Co-Founder & CFO	ABOM
Carmell Therapeutics			
Kevin	Cody	Director of Investor Relations	Carmell Therapeutics
Hatch Apps			
Ameila	Friedman	Co-Founder	Hatch Apps
Param	Jaggi	CEO	Hatch Apps
Heather Grace	Thomas	Sales Consultant	Hatch Apps
Kalliopi	Vlastos	VP Sales	Hatch Apps
Kork			
Robert	Wensley	Founder	Kork
MileMarker			
Celine	Djomo		MileMarker
Aimee	Martin	CEO	MileMarker
Minus Tau			
Derrick	Oaxaca	CEO	Minus Tau
Petra Power			
Aaron	Goodman	CEO	Petra Power
SurgiPrice			
Sanjay	Prasad	Founder & CEO	SurgiPrice
Attendees			
First	Last	Title	Company
Abebe	Abraham	President & CEO	c/o CMI Management, Inc.
Eric	Adler	Co-Founder & Chairman	The SEED Foundation
David	Aiken	Partner	VentureCount LLC
Satya	Akula	CEO	Amyx
Steve	Alexander	CEO	Scaled Markets
Brian	Alexander	Chief Legal Officer	C2C SmartCompliance
Harry	Alford	Co-Founder	Humble Ventures
Irfan	Ali	Executive Chairman	Technology Rivers
Vishnu	Amble	Investor	GreenGen Group
Sachin	Anand	CEO	Paperless Kitchen
Doug	Anderson	Founder & CEO	DCA Live
Charles	Andres	Associate	Wilson Sonsini
Joe	Appelbaum	President	Potomac Companies
Natalie	Arandia	Student	George Mason University
Lara	Aulestia	Executive Director, BD	Resonate
Larry	Austin	Vice-Chairman	Perryman Technologies
Rod	Azama	Director	The Chancellor Group
Stephen	Babcock	Market Editor	Technical.ly
Abdullah	Baig	BD Executive	MINDS Inc.
Orville	Bailey	CEO	EqualLevel Inc
David	Bain	Executive Director	Technology Safety Council
Dan	Balkin	VP/Director, Marketing & eCommerce	Tower Federal Credit Union
Patricia	Barber	Founder	3 Ways Digital
Robert	Bartolo	CEO and Founder	Transformational Liaisons (TRL), LLC
Bruce	Baschuk	Chairman	J Street Companies
Angelo	Baskaran	Partner	eKuber Ventures Inc
Michael	Beck	President & COO	Candor
Michael	Beirne	Entrepreneur	
Afrika	Bell	Founder	ABK Creates
Tyson	Bellamy	President	FEFA, LLC
Rachel	Bennington		Salisbury University
Karen	Ben-Shlaush	Vice President - Wealth Management	UBS
Roger	Berliner	Councilmember	Montgomery County
Beth	Berman	CEO & Founder	Compellications
Vardhan	Bhargava	Managing Partner	OmniVisory

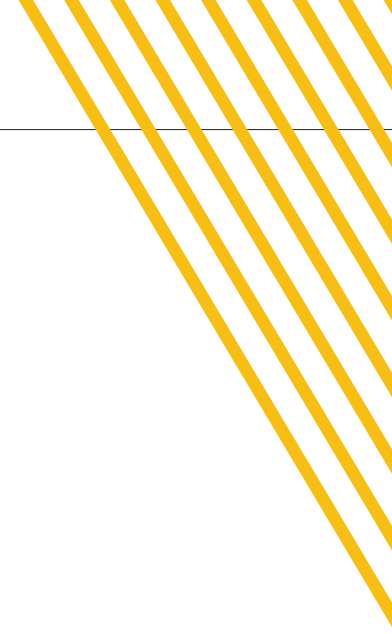
Attendees			
First	Last	Title	Company
Art	Binder	Founder & CEO	
Randy	Blake	Principal	Duncaster Investments
Shelly	Blake-Plock	CEO	Yet Analytics
Warren	Blanchard	Managing Partner	Potomac Strategy Consultants
Marla	Blow	Founder & CEO	FS Card Inc.
Elan	Blutinger	Managing Director	Alpine Consolidated
Hal	Boles	Senior Advisor	DH Partners, LLC
Josh	Boles	Co-Founder	Digital Asset Trade Association
Dominic	Boles	President & CEO	Global Solar Solutions, LLC
Jarrod	Borkat	Sr. Director, Partnering & Strategy	MedImmune
Peter	Boyd	Founder	RotorScape Inc.
Bill	Boyle	Chairman of the Board & Angel Investor	Dingman Center for Entrepreneurship
Steven	Braunstein	CPA	Snyder Cohn
Henry	Brown	Financial Advisor	Merrill Lynch
Bob	Buchanan	Chairman	Montgomery County Economic Development Corp
Kristi	Buckles	Co-Founder, CMO & COO	vclick3d
Damien	Budnick	CEO & Founder	Tbudx
Ahmed	Bur	COO	A&J Global Business Solutions LLC
French	Caldwell	Corporate Marketing Executive	MetricStream
Kathie	Callahan Brady	President & CEO	Frederick Innovative Technology Center
Jane-Scott	Cantus	Managing Principal & General Counsel	The ILEX Group
Shawn	Carpenter	Founder	Three Tree Ventures
Greg	Carpentier	Associate	CBRE
Alex	Castelli	Partner	CohnReznick
Sean	Cease	Founder	ReferZio
Aaron	Chang	CEO	Renalert LLC
Saurabh	Channan	CEO	terrapulse, LLC
Jonathan	Chashper	CEO & Founder	WolfPack Systems, Inc
Rene	Chaze	Chief Corporate Development Officer	Edelman Financial Services
Sumanth	Chepuri	Principal	Option3Ventures
Jeff	Cherry	Founder and Executive Director	Conscious Venture Lab
Elizabeth	Cho-Fertikh	Venture Partner	1812 Ventures
Luke	Chung	President	FMS, Inc.
Gary	Clark	Founder	Gary Clark Inc.
Robin	Cobb	Executive Assistant	NGP Capital
Chris	Cocca	President	Strategic Sales Solutions
Alex	Cohen	Founder & CEO	TwentyTables
Bill	Collier	Business Development Associate	Maryland Venture Fund
Bill	Collins	Chairman & CEO	The Collins Companies
Kim	Collins	Executive Director	PEARLS Empowerment
Lillie	Coney	President	Bruce Corporation
Roger	Conley	President	Brendan Ventures
Julie	Coons	CEO	Northern Virginia Chamber of Commerce
Sue	Coots	Financial Services Professional	New York Insurance Company
Robert	Cornish	Securities Attorney	Wilson Elser LLP
Alicia	Coronado	Clinical Engineer	LMI
Angela	Corrieri	President	Mobile Digital Systems
Judy	Costello	Managing Director, Economic Development	BioHealth Innovation
Mary Sue	Dahill	Founder & CEO	MSD Advisors
John	Daly	Founder & CEO	Hollo, Inc.
Brian	Darmody	VP, Corporate Engagement	UMD College Park Foundation Inc
John	Daus	Managing Director	DigiFutures
Gordon	Davidson	Chairman	Lightsense
Hank	Dearden III	Principal	Group 3D
Holly	DeArmond	Interim Director	Dingman Center for Entrepreneurship
Dennis	Defensor	President	Defensor Dynamics
Robert	Dempsey	Executive Coach	Awesome To The Core
Saurabh	Dharia	Founder & CEO	marGenius
Fred	Diamond	President & Co-Founder	Institute for Excellence in Sales
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Jason	Dodier	CEO	A&J Global Business Solutions LLC
Douglas	Donatelli	Principal	DSC Partners
Lisa	Donnan	Managing Director	Option3Ventures
Michael	Doub	CEO	Aireon Therapeutics Inc.
Julia	Drapier	CEO & Founder	Impetus Finance
Robin	Dunn	Client Relations Manager	Frederick Innovative Technology Center
Greg	DuPertuis	VP Software Development	magicJack Vocaltec Ltd.
Tom	Durrer	SVP - Relationship Manager	Union Bank & Trust
Stephanie	Eberhart	Founder	TalentRemedy
Asher	Epstein	GM	VIVA Creative
Arman	Eshraghi	Founder & CEO	Qrvey
Mark	Esposito	Business Development Executive	Ernst & Young

Attendees			
First	Last	Title	Company
Peter	Ettinger	Senior Advisor	Aldebaran Partners
Herb	Ezrin	President	Potomac Business Group
Mohid	Farazi	Enterprise Architect	Deloitte
charles	Fenwick	EVP	Cushman and Wakefield
Chris	Ferguson	CEO	Codigo MX
Zach	Ficklin	Senior Financial Consultant	Ryan & Wetmore
Elana	Fine	Chief Operating Officer	VWG Wealth Management
Ed	Fineran	President	Atlantech Online, Inc.
Ken	Fischer	CEO	Atigro
Ric	Fleisher	COO	UpsideDoor
Ken	Fleming	Partner	Baker Tilly
Jed	Fochtman	President	Capital Advisors LLC
Mike	Fogarty	CEO	Wizard Wall, Inc
Sara	Fornaciari	Owner	Sports+Plus
Diana	Foster	Student	George Mason University
Neill	Frazier	Founder	Alma Mater
Laura	Fredericks	Co-Founder	TwentyTables
Marc	Freedman	Chief Cost Evaluator	Expense To Profit, LLC
Russell	Fugett	President	Good Word Digital
John	Funge	Chief Product Officer	DataTribe
Jeff	Furst	CFO	Sumner Financial
David	Giannini	Chairman & CEO	CirrusWorks
Simon	Gillett	Managing Partner	ILD Ltd.
Frank	Glover	Associate	Maryland Venture Fund
Ira	Gluck	Founder	Pedalogik
Tom	Godin	COO	Gorove/Slade Associates
Melissa	Goldate	Director of Venture Relationships	MoFo
Brent	Goldfarb	Academic Director, R. H. Smith School of Business	University of Maryland
Richard	Gordon	Director	Inova - IPHA
Tathagata (TD)	Goswami	Patent Practitioner	Perkins Coie LLP
William	Goulding	CEO	Blackbook
Angela	Graham	President & CEO	Quality Biological, Inc.
Nicole	Grant	Sales Consultant - Tech	TriNet
Harry	Green	Founder & CEO	Conversa
Richard	Greene	CPA & Business Advisor	RGA Business Advisory
Josh	Greene	CEO	The Mather Group, LLC
Matthew	Grieb	Financial Advisor	Raymond James
Ben	Grimley	CEO	Speak Agent, Inc.
Eric	Grims	COO	Appreciation Moments, LLC
Fred	Gumbinner	President	Keiretsu Forum/G2 GEM Finance
Bramh	Gupta	CEO	RoboMQ
Jeffrey	Guzy	CEO & President	CENTRAL Oil & Gas Corporation of America
Mark	Haas	President & Founder	Research and Organization Management
Babak	Hafezi	CEO	Hafezi Capital
Brian	Han	Sr. Manager, International Investment	KOTRA
David	Harrington	President & CEO	The Prince George's Chambe of Commerce
Ken	Harvey	Marketing Associate	Fellows Financial Group, LLC
Stacey	Harvey Reid	Program Mangaer	Maryland Department of Labor
Naquib	Hatami	eVP Business Development	CyBit Limited
Cary	Hatch	CEO	MDB Communications
Chris	Haug	Chapter Director	Startup Grind Columbia
Deborah	Hemingway	Investor	Dingman Center Angel
Cheryl	Heusser	CPA	Snyder Cohn
Khine	Hnin	Director	Trust Venture Partners
John	Holaday	CEO	DisposeRX
James	Holbein	Advisory Board	HUMENA Group
Tami	Howie	Partner	DLA Piper
Rob	Huey	President	Huey & Associates
Alex	Hughes	President	GM Entrepreneurship Club
Alex	Hughes	Student	George Mason University
Cameron	Husseini	Student	Marymount University
Leif	Jackson	VP of Product	Cybrary
Gloria	Jacobovitz	Angel Investor	Baltimore Angels
Nelson	Jacobsen	CEO	Altavoz Entertainment
Demi	Jiang	International Marketing	MGM National Harbor
Justice	Johnson	CEO	AreYouCheating.com
John	Jolly	President & CEO	Syncurity
Andy	Jones	Managing Director	Maryland Venture Fund
Roland	Jones	Director Office of Central Services	Prince Georges County
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Philip	Jung	Investment Associate	Maryland Venture Fund
Vadim	Kagan	President	SentiMetrix, Inc

Attendees			
First	Last	Title	Company
Karen	Kalantzis	Launch Workplaces	MTC VMS
Jennifer	Kay	Associate Attorney	Shulman Rogers
Joe	Kessler	Managing Partner	Next-Stage Development Group
Robert	Keuroglan	President / CEO	Sentrien Systems, Inc.
Charlie	Kiser	Director	Griot Inc.
Neil	Kleinberg	Founder & CEO	DiliVer
Felix	Kushnir	Corporate Lawyer	Shulman Rogers
David	Lavan	Partner	Dinsmore & Shohl LLP
Ines	LeBow	CEO & Transformation Executive	Enterprise Transformation Solutions, LLC
Hyunmin	Lee		
Kathleen	Lee	Founder and CEO	Lee Media Strategies
Bill	Liguori	Partner	Leadership Capital Group
Stephan	Little	Managing Partner	Zero Limits Ventures LLC
Felix Brandon	Lloyd	Co-Founder	Zoobean
Jet	Lü	Director	Digital DevOps
Alan	Luba	CEO	Human Resources Consultants LLC
Dennis	Lucey	Vice President	TKC Global
Sana	Mahmood	Founder	Veiled Beaut
Joshua	Maltby	CEO	Steel Breeze, LCC
Jatin	Maniar	VP, Marketing and Business Development	Nok Nok Labs
Nancy	Manning	Legal Assistant	Shulman Rogers
Ghazener	Mansoor	Founder & CEO	Technology Rivers
Lenard	Marcus	General Partner	Edison Partners
Véronique	Marier	Executive Director	Bethesda Green
Steve	Mariotti	Senior Research Fellow	Rising Tide Capital
Armando	Marquez	Student	George Mason University
Andrew	Martelli	VP New Product Development	GMAC
Alla	McCoy	Director, Faculty Startup Support	UMD Office of Technology Commercialization
Katharine	McHugh	Associate	Dingman Center for Entrepreneurship
Erik	McLaughlin	Senior Vice President	CBRE
Art	Medici	Partner	Newport Board Group
Sam	Medile	Managing Director	Off Campus Parking LLC
Amit	Mehra	Partner	NOVI
Jeannine	Melican	Founder	Data Yield
Jonathan	Mervis	Managing Partner	Mervis Diamond Importers
Tim	Meyers	Senior Advisor	Baker Tilly
William	Miitello	CEO	LocalVest
Anthony	Millin	Partner	Shulman Rogers
Mark	Miraglia	Cyber Program Manager	Maryland Department of Commerce
Irina	Mitchell	VP Programs and Operations	Private Capital Development LLC
Bill	Moore	Founder and CEO	Xona Systems Inc.
Taylor	Morinigo	Sr. Director, Corporate Sales	TryHungry
Stephen	Morris	Managing Director, Biodefense and Government Contracting	BDO USA, LLC
Mioshi	Moses	Executive Director	Genesys Works
Jeffrey	Mund	Founder & Managing General Partner	MCVC Partners
Ellen	Mundell	President	BuchananMundell Consulting
Jeff	Musa	President & CEO	One Moxie Ventures LLC
Charles	Nahabedian	CEO	VideoKall
Tu	Nguyen	Financial Consultant	Ryan & Wetmore
John	Nolan	CFO	Determine
Patrick	Nolan	CEO	ITSG
Ade	Odotola	Managing Director	Solvitur Systems LLC
Beau	Oliver	Venture Partner & Mentor	MCVC Partners
Kelly	O'Malley	Fellow	The Vinetta Project
Anu	Osibajo	Founder & CEO	TextbookOwl
Jean-Luc	Park	Founding Partner	Ferrum Capital
Brian	Park	Managing Director	SparkLabs
Steven	Pennington	Managing Director Business & Industry Sector Development	Maryland Department of Commerce
Nick	Perdikis	CEO	Deven Software
Kevin	Perera	Student	George Mason University
Tom	Pines	CEO	Cabin John MD
Eddie	Potocko	CTO	EqualLevel Inc
Amit	Puri	Venture Investment Associate	Dingman Center Angels
Ali	Qureshi	COO	NuAxis
Sherman	Ragland	Chief Visionary	Realinvestors
Pramod	Raheja	CEO & Co-Founder	Airgility, Inc.
Blake	Ratcliff	Founder	IntellispeX
John	Reardon	Chairman	BITSR, Inc.
Jenna	Reese	Founder	Untangle
Silvio	Renzi	General Manager	TurningPoint
Amy	Riccardi	CEO & Founder	Leadership Evolution Group, LLC
Marty	Rosendale	Managing Committee	MTC VMS
Chris	Ross	Managing Director	SunTrust Bank

Attendees			
First	Last	Title	Company
Dietrich	Ruehlmann	Founder & Owner	Oscamo, LLC
Pete	Ryan	Partner & Co-Founder	Ryan & Wetmore
Rob	Ryan	Senior Manager	CohnReznick
Jamila	Sams	CEO	Go to Ms.Sams Inc.
Liz	Sara	Founder	Best Marketing LLC
Lauren	Satyshur	Health IT Cybersecurity Convergence Program Manager	Maryland Department of Commerce
Rosemarie	Savino	COO	gravatate
Alan	Schlaifer	President	Wharton Club of Washington, DC
Denis	Seynhaeve	CEO	3CLogic, Inc
Michelle Marie	Sheahan	Entrepreneur	Gender Equality Podcast
Iris	Sherman	President	Vive Capital
Parag	Sheth	Director & CMO	Maryland Venture Fund
Bob	Smith	President & CEO	WelbeckSecure Solutions
Stan	Smith	Venture Investment Manager	Dingman Center for Entrepreneurship
Eddie	Snyder	Partner	Snyder Cohn
Anthony	Solazzo	Managing Partner	Masonboro Partners
Christe	Spiers	Program Manager, Capital Development/Professional Services	Maryland Department of Commerce
Ajay	Srivastava	Partner	eKuber Ventures Inc
Michael	Statler	Project Manager	AMF Construction
Sally	Sternbach	Co-Founder	MTC VMS
Tony	Surak	CMO	Data Tribe
Denise	Tayloe	CEO	PRIVO
Tammi	Thomas	Vice President, Marketing	Maryland Venture Fund
Sean	Tibbetts	CEO	Cyber Timez
Sharon	Tiger	VP of Business Development	Raffa Financial
Sever	Totia	Partner	3TS Capital Partners
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Andrew	Tucker	Partner	Womble Bond Dickinson
Kavita	Verma	Director of Business Recruitment & Location Services	Maryland Department of Commerce
Elana	Washburn	Vice President,Staffing & Solutions	Syndicus NACON
Adam	Wenchel	CEO	ArthruAI
Mike	Wittenburg	Solutionist	The Center for Advancing Innovation
Dean	Xenos	Managing Partner	eXogent, LLC
John	Yetman	Co-Founder & DC Chairman	Association for Enterprise Growth
Jeehye	Yun	CEO	RedShred
Joe	Zarella	Chief Operating Officer	IP3 International Corporation
Sha	Zhu	Vice President	Greater Wahsington China Invesment Center

NOTES



OUR COACHES



MARK ANDERSEN
Partner
BDO



RICHARD GREENE
Advisor & Former President
DC Metro Keiretsu Forum



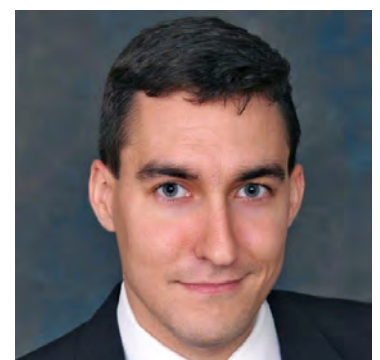
INGAR GREV
Managing Director
The Growth Coach
@ingargrev



BABAK HAFEZI
CEO
Hafezi Capital
@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



www.CONNECTpreneur.org