

Summer Forum
Arlington, VA
June 21, 2018



Big Idea
CONNECTpreneur

THE SCHEDULE

THURSDAY, JUNE 21, 2018

7:30-8:30am

REGISTRATION & NETWORKING

8:30 - 8:40am

WELCOME

S. TIEN WONG, Chairman of Tech 2000 and Lore Systems
CHRISTIAN DORSEY, Vice Chairman of Arlington County Board

8:40 - 9:30am

PANEL:

“ROCKSTAR DEALMAKER ROUNDTABLE: HOW TO SUCCESSFULLY BUILD, FINANCE, AND SELL TECHNOLOGY COMPANIES”



JENNY ABRAMSON
Founder & Managing Partner,
Rethink Impact, LP; Board
Member, **Ellevest**



MODERATOR:
JAMES QUIGLEY
CEO and Co-Founder, **GoCanvas**;
Co-Founder, **hairman Refraction**



BOBBY OCAMPO
Managing Partner,
Blueprint Equity;
Venture Partner,
Revolution LLC



DEVIN SCHAIN
CEO, **Campus Direct**; CEO, **Access Health Group**; Co-Founder and Chair, **ShalomLearning**



PAUL ASEL
Managing Partner
NGP Capital



MANISH THAKUR
Managing Partner,
Option3Ventures

9:30-10:30am COMPANY SHOWCASE

- ABOM, Inc.** - Don Megrath
- Aperiomics**- Crystal Icenhour
- AR Imaging** - Michael Riemer
- Atero** - George Spears
- Bingeable Network**- Stephen Murray
- Blocksafe Technologies**- Scott Whitman
- Databook** - Eliza Wensley
- Leonhardt's Launchpads** -Stephen Kann
- Rowan Tree**- Amy Dagliano
- TuneURL** - Jaap Dekkinga

10:30-11:30am 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.



JENNY ABRAMSON, FOUNDER & MANAGING PARTNER, RETHINK IMPACT, LP

Jenny Abramson is the Founder & Managing Partner of Rethink Impact. She is a proven executive and entrepreneur having held a range of leadership roles across the impact tech space in education, personal data, and media. She has been covered in CNN, The New York Times, and The Washington Post, interviewed on Squawk Box, featured at the Code Conference, at the United Nations, and on Capitol Hill, and was named one of Washington's 100 Top Tech Leaders in 2017, Top 40 Under 40 in 2015, and a DC Power Women in Tech in 2014.

Before leading in the venture space, Jenny served as CEO of LiveSafe, a mobile security company focused on preventing school shootings and sexual assaults. She also held significant business roles at The Washington Post, Personal (a data tech company), and The Boston Consulting Group. In the education and social sector, Jenny oversaw the Transformation Management Office for DC Public Schools Chancellor Rhee and served as the Director of Strategy & Development at Teach for America, and sits on four boards.

Beyond her entrepreneurial and executive experience, Jenny has played leadership roles in the investment realm. Most notably, beyond her current fund, she is an Advisory Board member of the Camden Partners Nexus Fund (a Venture Capital fund focused on investing in Maryland-based businesses). She also was selected to be the only Harvard MBA to serve on Harvard's Investment Committee for Shareholder Responsibility. Jenny received a BA and MA from Stanford, graduating with honors and Phi Beta Kappa, and an MBA with honors and the Dean's Award from Harvard Business School. She was also a Fulbright Scholar focusing on Human Genomics at The London School of Economics.

OUR SPEAKERS



PAUL ASEL, MANAGING PARTNER, NGP CAPITAL

Paul is Managing Partner of NGP, a global technology investor with \$1.2 billion under management operating in the U.S., Europe and Asia. Paul has realized over 20 successful investments, including 5 IPOs and four \$1B+ exits of which UCWeb and Ganji were two of the largest technology acquisitions in China. Other successful exits include KongZhong (KZ: NASDAQ), DQ Entertainment (DQE.BO), Gridsum (GSUM: NASDAQ), Morpho (IPO Japan), Madhouse (Blue Focus), Whistle (Mars), CityMaps (TripAdvisor) and Intermedia. He has been engaged in acquisitions and IPOs valued cumulatively at over \$25 billion. Paul is currently on the Boards of Fetchr, Gigwalk and Workfusion and an investor in Lime, Juvo and Xnor. Prior to NGP, Paul led technology investments in Asia at the International Finance Corporation. Previously, he oversaw M&A and investments at Cadence Design Systems and worked at Merrill Lynch in investment banking.

He received an MBA from Stanford and a BA from Dartmouth. Paul is co-author of Upward Bound: Lessons of How Nine Leaders Achieved their Summits. He has served as an Advisory Board member at the University of Baltimore and Adjunct Professor of International Entrepreneurship at the George Mason School of Public Policy.



BOBBY OCAMPO, MANAGING PARTNER, BLUEPRINT EQUITY

Bobby is Founder of Blueprint Equity, a growth equity investment firm. In addition to leading new investments and managing the firm, Bobby is an active board member for Blueprint's portfolio companies and advisor to Blueprint's CEOs.

Prior to founding Blueprint, Bobby was a Partner with Revolution where he was responsible for sourcing and executing new investments. Bobby currently serves or has served on the boards of Booker (acquired by MINDBODY), eSUB, HelloWallet (acquired by Morningstar), Homesnap, MemberSuite, and OrderUp (acquired by Groupon).

Prior to Revolution, Bobby was an Associate with Grotech Ventures, where he was active in sourcing and executing investments in software, internet, and digital media sectors. Previously, Bobby was an Analyst with Piper Jaffray's Technology Investment Banking group, where he executed mergers and acquisitions and capital markets transactions in alternative energy, internet, software, and semiconductor sectors. He has also worked at a number of early-stage startups, most notably as a Research Associate with Lux Research. Bobby received his B.A. in Physics with a minor in Economics from Middlebury College.



JAMES QUIGLEY, CEO & CO-FOUNDER, GOCANVAS

James Quigley is the visionary behind GoCanvas who remains passionate about the company's "Why" of empowering workforces of all shapes and sizes by unleashing the value in data across dispersed organizations stating, "we are fixated on helping firms become more innovative in a mobile first world."

OUR SPEAKERS

James has a long history of building successful companies. Prior to GoCanvas, James was vice president and managing director at inCode Wireless, which was later acquired by VeriSign. Other successful start-ups include Aether Systems, Orbcomm, and Peak Technologies (formerly a division of R.R. Donnelley).

James has won numerous awards, including in 2016, the prestigious Information Week Business Innovation "IT Hero" award, named in the "Top 50 CEO's," by the Center for Innovative Technology, honored as one of the top 20 global executives in his field by CLO Magazine & World Supply Chain Forum and named one of the top 10 DC founders over 40. In 2007 his VeriSign team designed and delivered a mobile solution that was used for tracking deadly global pandemics an application that ultimately won the Motorola Wireless Solution of the Year Award."



DEVIN SCHAIN, CEO, CAMPUS DIRECT

Mr. Devin Schain serves as the Chief Executive Officer of Campus Direct, Inc. Mr. Schain is a Co-Founder of Access Health Group, LLC and serves as its Chief Executive Officer and Executive Director. He served as the Chief Executive Officer of OCM Direct Inc. He co-founded Educational Direct, a business devoted to partnering with college and university organizations to offer turnkey programs. Mr. Schain has over 20 years of experience as President and Chief Executive Officer of direct marketing and affinity based companies. He has specialized skills in general management, sales, marketing and business development. He spent most of his career with On Campus Marketing, LLC and served as its Chief Executive Officer. He served as a Director of PaySimple, Inc. until January 20, 2017. He is a member of the Washington, DC chapter of Young President' Organization (YPO). He is involved with multiple companies as an investor, board member or advisor, including Kleiner Perkins, SenecaOne and Smart Capital Choice. He also actively supports several non-profit organizations including Hoop Dreams, University of Pennsylvania Mid Atlantic Trustee, Heart of Education and the American Cancer Society. Mr. Schain earned his B.A. in Economics from the University of Pennsylvania.



MANISH THAKUR, MANAGING PARTNER, OPTION3VENTURES

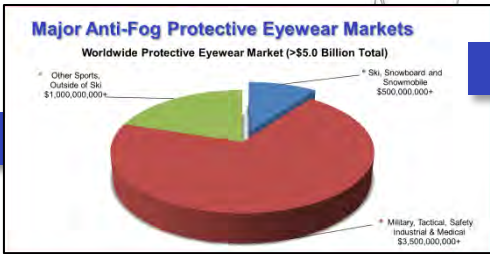
Manish brings a 20 year background in investing, finance and public policy. Prior to founding Option3Ventures, he has worked at Merrill Lynch, SG Cowen and HSBC where his responsibilities included managing initial public offerings, private placements, mergers and acquisitions, private equity and strategic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

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



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
 - 25 patents issued and 32 patents pending
 - More patent applications expected in coming months
 - 53 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:**
 - Revenues started in 2015, significant growth 2018+
 - Several solid growth initiatives are under way

MANAGEMENT TEAM



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



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



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



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



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



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

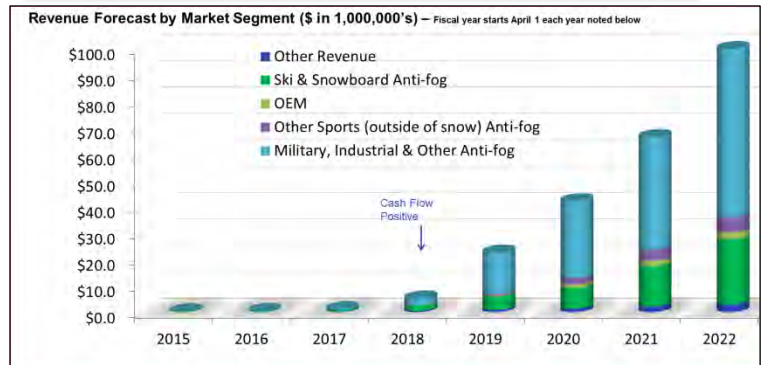


Joe McNeal: Director of Strategic Product Development; 35+ years' experience in snow sports, military and other product development. Former Director of R&D at Smith Sport Optics.



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

FINANCIAL PLAN



Goggle Pricing:

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

OUTSIDE BOARD MEMBERS AND SELECTED ADVISORS



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



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



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



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



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

FINANCING

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

INVESTMENT RETURN POTENTIAL

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



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

CONTACT INFORMATION:

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Portland, OR 97223

Jack Cornelius, CEO: jack@abom.com

David McCulloch, President:
david@abom.com

Don Megrath, CFO: don@abom.com

APERIOMICS, INC.

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www.aperiomics.com



May 2018

APERIOMICS

TEAM:

Crystal R Icenhour, PhD – CEO
Keith A Crandall, PhD – President
W Evan Johnson, PhD – Chair, SAB
Eduardo Castro-Nallar, PhD - SAB
Alvin 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

FINANCING PLAN:

Series A \$2M (close 2018)

BUSINESS DESCRIPTION: *Aperiomics is a precision pathogen testing company that is changing EVERYTHING about how infections are identified.* Aperiomics' *Xplore-PATHO™* is a combination of deep metagenomic sequencing and proprietary bioinformatic analysis that can identify 37,000+ microorganisms in a single test. This cutting-edge technology is delivered as a service and detects every known bacteria, virus, parasite, and fungus.

Xplore-PATHO™ is a service that 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 substantial due to this unique approach to microbe detection. Instead of blindly probing for a proverbial 'needle in a haystack', Aperiomics' approach analyzes the entire 'haystack', harnessing the power of deep metagenomic 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 80% of infections go undiagnosed. Undiagnosed infection costs the US economy billions each year (undiagnosed fungi alone cost \$26B). 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 has already disrupted cancer testing markets. Data analysis for sequencing is often more expensive than the generation

of raw sequencing data and is a major bottleneck to adoption in pathogen testing. For sequencing to reach its full potential of revolutionizing pathogen identification, data analysis must be robust, simplified, and automated. ***Aperiomics' Xplore-PATHO™ does just this, providing a cost-effective method to detect 37,000+ microorganisms in ONE test.***

COMPANY BACKGROUND: Aperiomics began operations in 2014 to develop and commercialize proprietary data analysis tools. Aperiomics is in Ashburn, VA and provides deep metagenomic sequencing and data analysis services to clinical markets for pathogen identification. Aperiomics is committed to improving global health through precision pathogen testing. Aperiomics was named **2016 Healthcare & Life Science Innovator of the Year** and was a finalist in 2017 and 2018 by Northern Virginia Chamber of Commerce.

TEAM: Aperiomics' team includes the best minds 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. Alvin 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.

SERVICE: From ONE test, Aperiomics' *Xplore-PATHO™* can simultaneously detect 37,000+ microorganisms, including pathogenic bacteria, virus, fungi, and parasites. With a novel combination of genomics and informatics, Aperiomics produces faster and better results than culture-based methods and is more accurate and comprehensive than all other molecular approaches. ***Aperiomics combines deep metagenomic sequencing***

EXECUTIVE MANAGEMENT

Michael Riemer, CEO

30+ years early and growth stage ventures and early Nextel executive with 3 exits and 5 patents. (michael@arimaging.com / 703-906-3544)

Frank Papay, MD, Chief Medical Officer

Chairman, Dermatology and Plastic Surgery Institute, Cleveland Clinic. 1st complete facial transplant in US.

Yang Liu, PhD, Chief Technology Officer

Principal investigator for medical virtual reality and intraoperative imaging grants from US Air Force, Army, NASA, and ODOD

Andrew Moan, Chief Product Officer

15+ years product development for AR, VR and AI (Apple, Microsoft, US Navy). Ex-top gun pilot redesigned F18 simulator and heads-up display.

Peter Tippett, PhD., MD, Chairman

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

ESTIMATED US REVENUE (\$M)



US represents <50% of WW opportunity

FUNDING

To date, \$1.5M in awarded grants. Raising \$1.5M to achieve FDA approval and another \$2M for launch and post market studies. Additional \$3M-\$8M needed to achieve cash flow positive.

Initial funds will be used for:

- 66% product and manufacturing
- 17% G&A and market development
- 10% operations (FDA, trials, etc.)
- 7% legal and intellectual property

PATENTS

Worldwide, exclusive license from University of Akron:

- [PCT/US2014/062454](#)
- [PCT/US2014/062468](#)
- [PCT/US2016/016991](#)

ADDRESSABLE PROBLEM: During surgery, images on 2D monitors outside of the surgical field lengthen procedures, create eye-hand coordination challenges, and can negatively impact surgical precision. Current approaches to improve decision-making around tissue differentiation are expensive and cumbersome to use.

MARKET OPPORTUNITY: The image guided surgery market is expected to be a \$5B market opportunity by 2025. Our initial focus is the US fluorescent guided surgery (FGS) market. The market potential is >1M procedures per year and approximately 120,000 surgeons (\$1B+ per year). The key surgeries for FGS include cancer, plastics, reconstructive, dermatology and thyroid/parathyroid. Regulatory groups outside of the US have approved additional optical imaging agents, so the US represents only 40% of the overall opportunity.

Wound care (4M+ procedures/year) and orthopedics (8M+ procedures/year) are follow on target opportunities. The AR Imaging price and form factor also enables much easier access to adjacent opportunities in clinical research, in-office and remote medical clinics as well as veterinary medicine.

SOLUTION: For open and minimally invasive procedures, AR Imaging provides a complete surgical navigation platform (AR enabled glasses, software and accessories) for a low monthly fee (<\$1000/month/user) – no capital expenses, no disposables, no per procedure fees.

VALUE PROPOSITION: For surgeons who want to reduce procedure time and cost while improving patient outcomes, AR Imaging provides direct visualizations of the surgical field in stereoscopic, 3D color including the surgical field, fluorescent images (cancers vs. normal tissue and flap perfusion (tissue viability) as well as superimposed preoperative diagnostic images (e.g. CT, MRI, etc.).

GO-TO-MARKET STRATEGY: Post market studies by KOLV to create peer-reviewed papers will drive social and digital media campaigns as well as speaking engagements at key conferences. Our initial sales focus will be two-fold: 1) Become tool of choice in clinical research for new targeted optical agents (dyes); and 2) use a small direct salesforce to gain initial traction via a “Dropbox” approach for targeted individual surgeons and KOLs and department level purchases. Ultimately, we will partner for broad distribution with sales forces having existing call points for targeted procedures.

PAYMENT & REIMBURSEMENTS: Hospitals and surgeons can obtain reimbursements and payments from existing ICD and CPT codes.

FDA PATHWAY: Class 2 device requires a 510K. Several predicate devices should enable rapid approval (3 to 9 months).

STATUS: A working prototype, with initial surgery already performed, being used in three trials at the Cleveland Clinic: Sentinel Lymph Node Mapping (active - NCT02802553); Basal Cell Carcinoma (approved); Blood Perfusion Flap Viability (in process).

INTELLECTUAL PROPERTY: Patent pending solution enables multimodal, real-time image visualizations and image sharing including continuous coregistration of fluorescent, diagnostic and other images (without need for artificial fiducials).

COMPETITIVE ADVANTAGES: By introducing a disruptive form factor and price point that addresses the documented shortcomings of current FGS solutions (1) cost; 2) usability; 3) complexity; and 4) low adoption rates), AR Imaging has a significant opportunity for greenfield sales (90% of market) as well as replacement sales. Using AR Imaging will reduce the cost basis for existing FGS solutions by \$540 to \$1000/procedure or \$1.4M to \$2.3M over 3 years.

COMPARABLE EXISTS: Stryker purchased Novadaq for \$710M on \$70M revenue in late 2017 even with limited market penetration (<7%), high purchase point (\$250,000) and known workflow and usability issues (e.g. lights off).

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

The eCommerce platform was launched on April 1, after Beta testing from December 2017 to March 2018. First dealers have signed up and the Company has a dealer pipeline to on-board over the coming months. The Company is seeking up to \$10,000,000 of Series B capital to roll-out this platform in the initial chosen markets, which will build strong revenues, cash flow and value.

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

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

Business Model, Strategy and Revenue Generation: In return for providing and managing the eCommerce storefront, Atero charges a transaction fee of 5%. Atero also offers to on-board dealers for an on-boarding fee tailored to their needs. This allows Atero to scale very quickly, with adding dealers the primary driver of Atero’s commercial activity. Each dealer brings the following potential, based on a 5% transaction fee:

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

Investment, Execution and Return: Based on the metrics we have outlined, we are seeking a Series B investment of \$10,000,000 to add approximately 400 dealers to the platform over the next 12 months (to end July 2019), to add to the initial dealers already recruited. This would achieve the following:

\$10M Investment	Q2 2018	Q3 2018	Q4 2018	Q1 2019	TTM	2019	Exit Rate
Dealers Added	16	84	125	175	400	400	800
Average Dealers	10	58	163	313	136	600	800
End Buyers	18,750	108,750	304,688	585,938	1,018,125	4,500,000	6,000,000
Online Orders %	0.1%	0.8%	2.7%	7.4%	2.8%	18.1%	31.9%
Online Orders (\$M)	0.19	1.94	7.05	20.14	28.75	495.82	936.00
Atero Revenues (\$)	9,375	96,969	352,283	1.01	1.44	24.79	46.80
Cost Base (\$M)	0.60	2.20	2.28	4.35	9.43	12.08	25.00
EBITDA (\$M)	(0.59)	(2.10)	(1.92)	(3.34)	(7.99)	12.72	21.80

Investment of \$10M supports adding 400 dealers over 12 months, steadily increasing the online transaction proportion. ***The business can then double its dealer base annually on a self-financing basis, as shown in the “Exit Rate” column above, producing a self-financed growth rate of 71.4% annually.*** With almost endless potential to grow at this rate, the Company’s value could reasonably be assessed to be in the region of \$500M by 2020. This growth rate can be increased by adding new investment to add dealers above the self-financing rate at any time.

For more information, please contact George Spears at george@atero.io or (301) 674-4652.

Atero - 45610 Woodland Road, Suite 300, Sterling, VA 20166. t: (888) 939-3688 w: www.atero.io

- Atero’s proprietary eCommerce platform brings complex B2B transactions online for thousands of dealers, manufacturers and end buyers.
- The platform was beta-tested from December 2017 to March 2018 and launched on April 1.
- Initial two markets targeted have \$43Bn of transactions annually, with at least five further markets identified.
- First dealers have already been added and first transactions completed.
- Atero charges a 5% fee on every transaction.
- Each dealer adds an initial \$75,000 annual revenues for Atero and potential for \$750,000 annually over time.
- Series B investment of \$10M creates EBITDA of \$12.7M in Year 2 and a self-financing growth rate of 71.4% annually.

There are three force multipliers in our business model:

- Number of Dealers – based on the Company’s ability to add dealers to the platform; more dealers increase the number of products covered and business volume through the platform;
- End Buyers – bringing more end buyers increases the proportion of transactions conducted online;
- Number of Markets Addressed – this multiplies the potential number of dealers added and the number of transactions which will ultimately be conducted.

The Company’s revenue potential is based on a multiplication of these factors. In addition, we also plan to launch data services and analytics products, utilizing our huge online data collection.

Operational Focus and Staffing: We have a team of data professionals who work with manufacturers to digitize their product catalogs, with dealers to on-board them and their end buyers, and supports all processes. On-boarding and support costs the Company approximately \$25,000 for each dealer added, meaning that each dealer will reach break-even within just a few months of being added to the platform. Reaching, converting and on-boarding dealers is the key focus for the Company’s day-to-day operations.

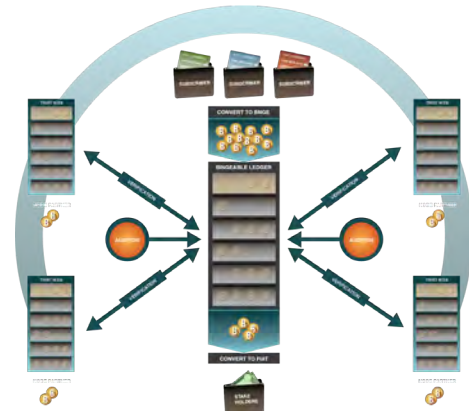
EXECUTIVE SUMMARY

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



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

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



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

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

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



BlockSafe Technologies, Inc.

Executive Summary

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

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

BUSINESS DESCRIPTION:

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

OUR SOLUTIONS:

Crypto Defender™ provides radical security for crypto wallets.

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

Exchange Defender™ provides radical security for crypto exchanges.

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

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

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

INTELLECTUAL PROPERTY:

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

MANAGEMENT TEAM:

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

CEO: Richard Zaziski

COO: Scott Whitman

CTO: Steve Ferman

CMO: Dave Mamane

Advisory team: George Waller, Ram Pemmaraju, Mark Kay

TEAM BACKGROUNDS:**HARVARD**
UNIVERSITY**PRINCETON**
UNIVERSITY**MANAGEMENT:**

- ▶ **CEO:** Robert Wensley
- ▶ **COO:** Eliza Wensley
- ▶ **CTO:** Adam Barthelson
- ▶ **CFO:** Sean O'Connell
- ▶ **CDO:** Gleb Zuznetsov
- ▶ **Dir. of Engineering:** Andrei Sambra

INDUSTRY:

- ▶ Big Data, Blockchain, AI

NUMBER OF EMPLOYEES:

- ▶ Full-Time: 2
- ▶ Part-Time: 1
- ▶ Moonlighting: 6

COMPANY STAGE:

- ▶ Preparing to launch beta web app

MARKET SIZE:

- ▶ \$250 billion and growing exponentially

CUSTOMER ACQUISITION:

- ▶ Media
- ▶ Platform Partnerships
- ▶ Referral Program

BANKING:**Silicon Valley Bank** ▶**TAX & AUDIT:****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. In contrast, **data brokers will earn \$250 billion** this year by selling consumer data. To avoid these problems, control of data must shift to the consumer. Databook is developing decentralized blockchain technology that will solve this problem. **Databook's technology will give consumers the ability to control and monetize their data.**

HOW IT WORKS:

- ▶ **Create a personal data profile** by connecting to your social, financial, and other digital accounts.
- ▶ **Opt-out of major data brokers** with a single click.
- ▶ **Control** the information you share and **block** the businesses you don't like.
- ▶ **Get paid** in Ether or fiat for your data.

SHAPING THE FUTURE OF THE INTERNET:

We believe that data is too powerful to be trusted with a handful of small companies. That's why we're developing the new standard, **decentralized protocol for consumer data**. Our **open APIs** will allow developers and data scientists to build a new generation of decentralized blockchain applications and AI algorithms with our technology. This shift has already started. **Some of the world's top blockchain companies are already committed to integrate with our technology.**

COMPETITIVE ADVANTAGES:

- ▶ TEAM
- ▶ DESIGN
- ▶ GEOGRAPHY
- ▶ IP
- ▶ NOT DOING AN ICO

OPPORTUNITY

- ▶ **RAISING \$1 MILLION SEED ROUND**



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

Company Summary

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

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

Problem

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

Product/Services

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

Target Market

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

Business Model

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

Management

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

Sales/Marketing Strategy

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

Competitors/Competitive Advantage

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

Capital Raise

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

Company Background

- 1 years in business
- Internally funded; No debt
- Delaware C-Corp

Management

- *Founder/CEO:* Jaap Dekkinga
<http://tinyurl.com/gr7wfeo>
- *CSO (Part-Time):* Jay McCrensky, Ph.D.
<https://tinyurl.com/y8o7zmco>
- *CMO (Part-Time):* Garrett Sweitzer
<https://tinyurl.com/yc9s4s9p>
- *Advisor:* Peter Georgescu
<https://tinyurl.com/y9dwmhmw>
- *Advisor:* Mondy Herndon
<https://tinyurl.com/y7k84gp3>

Industry/Services

- Radio advertising

Number of Employees

- *Part-Time:* 5

Accounting Firm

- Heiserman Young, PC

Law Firm

- Culhane Meadows PLLC

Funding Sought

- \$500K

Funding To-Date

- \$50K

Primary Use of Funds

- Hire staff for growth
- Fund increased sales & marketing
- Fund R&D
- Fund software platform development
- General corporate purposes

Business Description: TuneURL, Inc. is a fast-growing technology company in radio advertisement. Our technology makes the passive radio listener an active listener, since they can indicate (impulsive) interest with one simple action (such as swipe, voice command). Our technology allows radio advertisers to track attribution of their radio ads and improved it's ROI.

Products: TuneURL currently has one main product, our patented technology, targeted on the multiple end-users: (1) Radio listeners, (2) Radio advertisers, and (3) Radio stations.

Services:

- Pay per click for a recorded TuneURL
- Custom TuneURL
- Partnerships/licensing with radio stations
- Customer behavior data - Nielsen for radio

Technologies: Our technology can be used to allow a radio listener to:

- To click through to the advertiser's website
- To automatically call the advertiser's phone/800 number for information or sale
- Respond to a poll
- Purchase a song
- To access in-depth information on stories or opportunities
- To directly respond by text message or email

Customer Base/Market Opportunity: TuneURL has a growing customer base, 15+ radio stations are ready start using the TuneURL technology in their broadcasts. Sirius XM and NPR have also expressed interest to adopt the TuneURL technology in the near future.

Radio advertising spending in the United States in 2017 was 18 billion U.S. dollars. The number of possible users (radio listeners with a smart phone) in the US is 150 million. TuneURL's initial addressable market opportunity is estimated at \$400M. The opportunity size will increase as TuneURL expands its targeted verticals to include international marketspace in the next few years and use the technology outside of radio,

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TECH 2000, INC @TECH2000INC

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



BEAU OLIVER, CEO, TECH 2000, INC

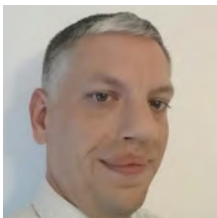
Beau specializes in strategic planning, change management, risk mitigation, and Software as a Service developed from extensive experience in commercial sectors across the globe. His clients have included some of the world's most respected companies in industries such as healthcare, consumer goods, hospitality,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

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



LORE SYSTEMS, INC @LORESYSTEMS

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



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

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

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



ROSSLYN BUSINESS IMPROVEMENT DISTRICT

Rosslyn is an active, mixed-use urban center with unparalleled access to Washington D.C. and Northern Virginia. With 14,000 residents, 25,000 employees and over 1,000 businesses, we are home to tech start-ups, global brands like Nestle and those who are seeking an engaging, urban lifestyle. From outdoor movie nights and bars, free concerts, food truck zones and farmers markets, we program over 160 events year-round fostering activity and engagement in the neighborhood.



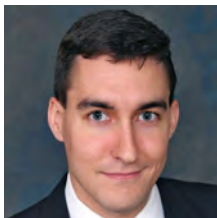
ARLINGTON ECONOMIC DEVELOPMENT

Arlington Economic Development is dedicated to the preservation and enhancement of an economically competitive and sustainable community, and the creation of exciting, diverse and amenity-rich places. AED provides visionary leadership and superior services to Arlington's business community, its tourism industry and its real estate development.



WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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

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

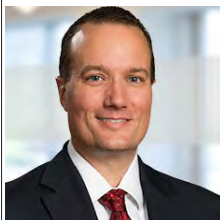
Prior to law school, Michael was a senior auditor with Arthur Andersen LLP's Chesapeake-region growth, services, and products assurance practice and later with Ernst & Young's assurance and business advisory division. While at Arthur Andersen and EY, Michael audited public, private, and not-for-profit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

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BDO @BDOACCOUNTANT

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



MARK ANDERSEN, PARTNER, BDO

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

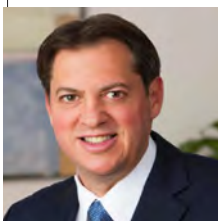
SHULMAN
ROGERS

GANDAL
PORDY
ECKER

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

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

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



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.

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WOMBLE BOND DICKINSON

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

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

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



ANDREW TUCKER, PARTNER, WOMBLE BOND DICKINSON

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

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

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



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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

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THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP. @thinkmoco

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



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

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



CBRE @CBRE

CBRE is the world's largest commercial real estate services firm. It is based in Los Angeles and operates more than 450 offices worldwide and has clients in over 100 countries. 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. By analyzing the variables to each transaction, Greg is able to provide custom solutions specific to

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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 MCEDC. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.php>



SALLY STERNBACH, FOUNDER OF MTC VENTURE MENTORING SERVICES

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

SUNTRUST BANK

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



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

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CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

Chris Ross is a Client Advisor with SunTrust Private Wealth Management. Chris offers clients more than 25 years of comprehensive wealth management experience, leading a team of specialists in investments, financial planning, credit, and estate strategies. He received an MBA from the College of William & Mary 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.

Chris holds himself accountable to recommend strategies with your needs and goals in mind. These strategies are supported not only by deep expertise from a team of specialists, but also highly attentive service and coordination of resources. Chris takes the time to talk to you, get to know you and gain an understanding of the critical aspects of your financial life so that he can assess the interaction of multiple objectives and the far-reaching implication they can have on each other.

SunTrust Private Wealth Management is part of SunTrust Bank, with a proud 120-year heritage of commitment to helping our clients manage their wealth and achieve their goals. We are committed to meeting the needs of our clients — by building and continually strengthening long-term relationships and by offering you comprehensive wealth management capabilities to meet your sophisticated and often complex needs. As your needs evolve, your team of experts and solutions will too, in order to address new challenges and opportunities.



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 DIPIPPO, 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

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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



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.



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

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RON WILLS, FOUNDER, NABOE

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

GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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



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

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

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

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



ELANA FINE, MANAGING DIRECTOR @ELANAFINE

Elana Fine is Managing Director of the Dingman Center, where she leads the Dingman Center in support of its mission and strategic plan. Key responsibilities include oversight of our student venture incubator, Dingman Center Angels investor network, business competitions, and technology commercialization efforts. Elana also develops and maintains relationships with donors, board members, EIRs, the Smith School community and other campus and regional partners. She is also co-chair of the Dean’s Task Force on Entrepreneurship and Innovation.

Prior to joining Dingman, Elana was a VP of Revolution Partners, an investment bank where she advised on a variety of tech transactions ranging between \$5 and \$100 million, including venture investments, sell side and buy side acquisitions. Elana also served as Revolution’s CFO from 2003-2006. From 1997-2000, she was a consultant with Accenture, where she implemented technology solutions for clients in financial services, government and natural resources. Elana earned an MBA in Finance and Accounting from the University of Chicago’s Booth School of Business, and earned a BS in Finance, magna cum laude, from the Smith School of Business at the University of Maryland, College Park. She resides in Potomac, Maryland, with her husband and two children

Attendee List

Speakers			
Jenny	Abramson	Founder & Managing Partner	Rethink Impact
Bobby	Ocampo	Managing Partner	Blueprint Equity
James	Quigley	CEO & Co-Founder	GoCanvas
Devin	Schain	CEO	Hyperwave Technologies
Manish	Thakur	Managing Partner	Option3Ventures
Tien	Wong	Chairman	Tech 2000 and Lore Systems
Presenters			
ABOM			
Don	Megrath	Co-Founder & CFO	ABOM
Aperiomics			
Crystal	Icenhour	CEO	Aperiomics
AR Imaging			
Michael	Riemer	CEO	AR Imaging
Atero			
Lisa	Gaudette	VP Sales & Channel Initiatives	Atero
George	Spears	CEO	Atero
Bingeable Network			
Jinesh	Bhatt	EVP of Talent	Bingeable Network
Stephen	Murray	Founder & Co-CEO	Bingeable Network
Blocksafe Technolgies			
Mark	Kay	COO	BlockSafe Technologies
Scott	Whitman	Advisor	BlockSafe Technologies
Databook			
Nadeem	Farooqi	Community Outreach Lead	Databook
Eliza	Wensley	COO	Databook
Leonhardt Launch Pads			
Steve	Kann	CEO	Leonhardt Launch Pads
Rowan Tree			
Amy	Dagliano	Co-Founder	Rowan Tree
Kate	Janich	Co-Founder & Positivity Instigator	Rowan Tree
TuneURL			
Jaap	Dekkinga	CEO & Founder	TuneURL

Attendees			
First	Last	Title	Company
Abebe	Abraham	President & CEO	c/o CMI Management, Inc.
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
Doug	Anderson	Founder & CEO	DCA Live
Larry	Austin	Vice-Chairman	Perryman Technologies
Patricia	Barber	Founder	3 Ways Digital
Robert	Bartolo	CEO and Founder	Transformational Liaisons (TRL), LLC
Michael	Beirne		Entrepreneur
Afrika	Bell	Founder	ABK Creates
Tyson	Bellamy	Consultant	MPF Federal
Vardhan	Bhargava	Managing Partner	OmniVisory
Randy	Blake		
Shelly	Blake-Plock	CEO	Yet Analytics
Peter	Boyd	Founder	RotorScape Inc.
Kristi	Buckles	Co-Founder, CMO & COO	vclick3d
Damien	Budnick	CEO & Founder	Tbudx
Mary-Clair	Burick	President	Roslyn BID
French	Caldwell	Marketing Executive	MetricStream
Kathie	Callahan Brady	President & CEO	Frederick Innovative Technology Center
Jane-Scott	Cantus	Managing Principal	The ILEX Group
Greg	Carpentier	Associate	CBRE
Jonathan	Chashper	CEO & Founder	WolfPack Systems, Inc
Sumanth	Chepuri	Principal	Option3Ventures
Elizabeth	Cho-Fertikh	Venture Partner	1812 Ventures
Luke	Chung	President	FMS, Inc.
Robin	Cobb	Executive Assistant	NGP Capital
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	COO	Council of Better Business Bureaus
Sue	Coots	Financial Services Professional	New York Insurance Company
Robert	Cornish	Securities Attorney	Wilson Elser LLP
Angela	Corrieri	President	Mobile Digital Systems
John	Daus	Managing Director	DigiFutures
Gordon	Davidson	Chairman	Lightsense
Hank	Dearden III	Principal	Group 3D
Robert	Dempsey	Executive Coach	Awesome To The Core
Saurabh	Dharia	Founder & CEO	marGenius
Fred	Diamond	President & Co-Founder	Institute for Excellence in Sales
Rich	DiPippo	Partner	NFP
Douglas	Donatelli	Principal	DSC Partners

Attendees			
First	Last	Title	Company
Lisa	Donnan	Managing Director	Option3Ventures
Christian	Dorsey	Vice Chairman	Arlington County Board
Julia	Drapier	CEO & Founder	Impetus Finance
Robin	Dunn	Client Relations Manager	Frederick Innovative Technology Center
Greg	DuPertuis	VP Software Development	magicJack Vocaltec Ltd.
Emily	English	Chief Operating Officer	Gemstone Biotherapeutics (MTC VMS)
Asher	Epstein	GM	VIVA Creative
Herb	Ezrin	President	Potomac Business Group
Mohid	Farazi	Enterprise Architect	Deloitte
Chris	Ferguson	CEO	Codigo MX
Ric	Fleisher	COO	UpsideDoor
Ken	Fleming	Partner	Baker Tilly
Jed	Fochtman		Government Leasing
Mike	Fogarty	CEO	Wizard Wall, Inc
Diana	Foster	Student	George Mason University
John	Funge	Chief Product Officer	DataTribe
Danielle	Gallo	Senior Manager	Ryan & Wetmore
David	Giannini	Chairman & CEO	CirrusWorks
Simon	Gillett	Managing Partner	ILD Ltd.
Tathagata	Goswami	Patent Practitioner	Perkins Coie LLP
Nicole	Grant	Sales Consultant - Tech	TriNet
Josh	Greene	CEO	The Mather Group, LLC
Matthew	Grieb	Financial Advisor	Raymond James
Bramh	Gupta	CEO	RoboMQ
Jeffrey	Guzy	CEO & President	CENTRAL Oil & Gas Corporation of America
Mark	Haas	President & Founder	Research and Organization Management
Stacey	Hardy	VP of Operations	Montgomery County EDC
Naquib	Hatami	eVP Business Development	CyBit Limited
Cary	Hatch	CEO	MDB Communications
Glen	Hellman	CEO & Founder	Driven Forward LLC
Jordan	Helmey	Operations Manager	GoCanvas
Walter	Hoffman	Director Gov Credit Markets	Equifax
John	Holaday	Chairman & CEO	DisposeRX
Alyse	Holstein	CEO	hpg partners
Tiffany	Hosey	CEO/Founder	BuilDATAAnalytics
Victor	Hoskins	Director	Arlington Economic Development
Tami	Howie	CEO	Maryland Tech Council
Alex	Hughes	Student	George Mason University
Joyce	Hunter	CEO	Vulcan Enterprises
Emma	Indingaro	Engagement Manager	Rosslyn BID
Nelson	Jacobsen	CEO	Altavoz Entmt
Moe	Jafari	CEO	CORAS Inc.
Piyush	Jain	Founder	Simpalm
Nigel	Jones	CEO	KoolSpan
Jiemin	Jordan	Managing Partner	Decisive Investment Group

Attendees			
First	Last	Title	Company
Phillip	Jung	Investment Associate	Maryland Venture Fund
Joan	Kanner	President	Karmic Messenger (MTC VMS)
Steve	Kantor	President	Lifebushido
Bert	Katz		InphoChain LLC
Jennifer	Kay	Attorney	Shulman Rogers Gandal Pordy & Ecker
Tim	Keough	Founder	Chainable
Joe	Kessler	Managing Partner	Next-Stage Development Group
Andrew	Klamon	Founder	UrbGarden Organics, LLC
Dan	Klodowski	Business Intelligence Manager	Yombu Inc.
Ethan	Kohn		
Tom	Kohn	Professor/Exec-in-Residence	American University
David	Kraemer	Founder & Managing Member	10 2 Capital Partners, LLC
Steve	Kullman	Managing Member	Kullman CPA, LLC
Robert	Lasser	President	Imperium
Ines	LeBow	CEO & Transformation Exec.	Enterprise Transformation Solutions
Mike	Leurdijk	VP, Portfolio Analysis	In-Q-Tel
Marissa	Levin	CEO	Successful Culture
Mark	Levine	Managing Director	Core Capital Partners
Brad	Love	Senior Financial Analyst	ID Private Equity
Dennis	Lucey	Vice President	TKC Global
Kesi	Lumumba	Associate	Rosslyn BID
Michael	Lyon	CEO	Lyon Capital
Sean	Mallon	Associate VP	George Mason University
Jacqueline	Manger	CEO	New Wallet
Nancy	Manning	Legal Assistant	Shulman Rogers Gandal Pordy & Ecker
Ghazenfer	Mansoor	Founder & CEO	Technology Rivers
Donald	Marron	Director, Economic Policy	Urban Institute
Katharine	McHugh	MBA Candidate	University of Maryland
Erik	McLaughlin	Senior Vice President	CBRE
Kathy	McNeill	CIO	Digital Solutions Consulting
Kevin	McNulty	Associate VP, Government	Northern Virginia Chamber of Commerce
Art	Medici	Partner	Newport Board Group
Amit	Mehra	Partner	NOVI
Tim	Meyers	Senior Advisor	Baker Tilly
Steve	Meyers	Founder & CEO	E-MedicalSentry (MTC VMS)
Alexandra	Michailov	Attorney	Shulman Rogers Gandal Pordy & Ecker
Anthony	Millin	Attorney	Shulman Rogers Gandal Pordy & Ecker
Irina	Mitchell	VP Programs and Operations	Private Capital Development LLC
Ellen	Mundell	President	BuchananMundell Consulting
Jeff	Musa	President & CEO	One Moxie Ventures LLC
Charles	Nahabedian	CEO	VideoKal, Inc.
Tu	Nguyen	Financial Concultant	Ryan & Wetmore
Patrick	Nolan	CEO	ITSG
Ade	Odutola	Managing Director	Solvitur Systems LLC
Paul	Opalack	CEO	Noblestar Capital

Attendees			
First	Last	Title	Company
Sam	Owen	CEO	Otolith Labs
Ilbay	Ozbay	CEO & Founder	HomeNovator
Dean	packard	Senior Vice President	Merrill Lynch
Camille	Pampillonia	Business Performance Advisor	Insperty
Jean-Luc	Park	Founder	Ferrum Capital
Saiid	Paryavi	President & CEO	Accendo Software Corporation
Jackie	Pearce	Staff Accountant	Ryan & Wetmore
Kevin	Perera	Student	George Mason University
Kimberley	Person	Small Business Advisor	Insperty
Roberto	Pineda	Student	George Mason University
Federica	Polato	Strategic Consultant Intern	Center for Advancing Innovation
Holly	Pu	VP New Product Development	Qlarant LLC
Amit	Puri	MBA Candidate	University of Maryland
Phillip	Quatrini	Partner	Rimon Law
Chad	Rajpal	Managing Partner	OmniVisory
Rish	Rao	Instructor/Consultant	Know-How Innovations
Jeff	Reid	Founding Director	Georgetown Entrepreneurship Initiative
Doreen	Robinson	Chief Operations Officer	GenArraytion (MTC VMS)
Javier	Rodriguez	Co-Founder	iDog
David	Rosenberg	CEO & Founder	BudgetReferee
Anne	Rosenblum	Marketing Manager	Fairfax County Economic Development Author
Marty	Rosendale	Managing Committee	MTC VMS
Chris	Ross	Managing Director	SunTrust Bank
Bill	Rossello	Principal	Greenhouse Consulting LLC
Richard	Rudman	President and CEO	Maxsaleprice.com
Paul	Ruppert	Head, Mobile Strategy	RealNetworks
Danny	Ryan	Principal	Alikos Wealth Management
Pete	Ryan	Partner & Co-Founder	Ryan & Wetmore
Bill	Sanford	CFO	Option3Ventures
Liza	Sara	Student	University of Maryland
Rush	Seale	Account Executive	Insurance Associates
Jonathan	Segal		Zeno Power Systems
Chris	Senio	Consultant	Baskera
Denis	Seynhaeve	CEO	3CLogic
Parag	Shah	VP Finance	marGenius
Cal	Simmons	Chair Washington DC Chapter	Tiger21
Michael	Slage	Managing Partner	DDG Worldwide
Alan	Snyder	CEO	NowSecure
Anthony	Solazzo	Managing Partner	Masonboro Partners
George	Spears	CEO	Atero
Julia	Spicer	Executive Director	MAVA
Andrea	Starkman	Co-Founder	iDog
Robert	Stratton	Principal / President	Polymathics
Tony	Surak	CEO	Wireless Registry
Ganesh	Tayi	President	BizBeacon

Attendees			
First	Last	Title	Company
Donna	Thomas	CEO	Mountainside Technologies
Jennifer	Thompson	Founder & CEO	SafetyPIN Technologies
Rosemarie	Truman	Founder & CEO	Center for Advancing Innovation
Andrew	Tucker	Partner	Womble Bond Dickinson
Chris	Tully	Chief Sales Officer	Sales Xceleration
Sarah	Van Velsor	Digital Strategist	Arlington Economic Development
Chris	Villasenor	CEO	TealSpace
Michael	Warner	Co-Founder & COO	Dcanter
Neil	Wasserman	Adjunct Prof., Computer Science	George Washington University
Allen	Waziri	Co-Founder & CEO	iCE Neurosystems
Barry	Weinbaum	Financial Services Professional	New York Life
Natalie	Weiser	Financial Services Professional	New York Life
Tom	Weithman	President & Chief Investment Officer	MACH37
Jay	White	Vice President	IntelliDyne
Mike	Wittenburg	Solutionist	Center for Advancing Innovation
Richard	Young		
April	Young	Managing Director	Hercules Technology Growth Capital
Drew	Zaleski	Vice President	Lore Systems
Phil	Zalewski	Managing Director	The Parkwood Group
Joe	Zarella	Chief Operating Officer	IP3 International Corporation
Tyler	Zeno		Zeno Power Systems
Wa	Zhang	Postdoctoral Fellow	Johns Hopkins University School of Medicine

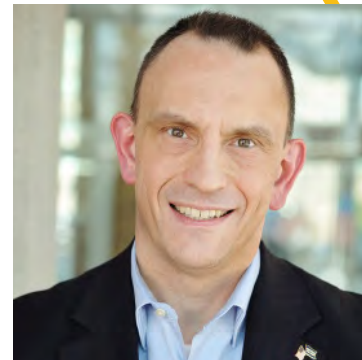
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MARK ANDERSEN
Partner
BDO



RICHARD GREENE
Advisor & Former President
DC Metro Keiretsu Forum



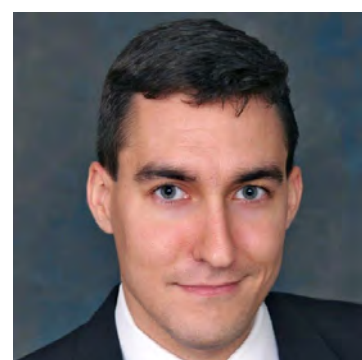
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Wilson Sonsini Goodrich
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EnterpriseTransformation
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Successful Culture
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