

# ECVC EAST COAST VENTURECON — SUMMERFEST & EXPO —

Capital One HQ  
Tysons Corner, VA

● August 7 , 2019

Powered  
by

Big Idea  
CONNECTpreneur

Capital One

NORTHERN  
VIRGINIA  
CHAMBER OF COMMERCE  
The Voice of Business in Northern Virginia

## Welcome to East Coast VentureCON SummerFest & Expo

Capital One Headquarters  
1680 Capital One Drive  
Conference Center  
McLean, VA 22102

Powered by Capital One,  
CONNECTpreneur and  
the Northern Virginia Chamber of Commerce

# AGENDA

---

6:00pm  
**REGISTRATION**

6:00 - 6:45pm  
**EXPO AND NETWORKING** Exhibit Hall

6:45 - 7:00pm  
**WELCOME REMARKS** Auditorium  
**TIEN WONG, Founder and Host, CONNECTpreneur**  
**IAN JOSEPH and DIANE ZANETTI, Senior Vice Presidents, Capital One**  
**JULIE COONS, CEO, NOVA Chamber of Commerce**

7:00 - 8:00pm  
**COMPANY SHOWCASE / ROCKET PITCH**  
(2 concurrent showcases)

<b>GROUP 1</b>	<b>GROUP 2</b>
<b>Healthcare / Cyber / IoT/ AgTech</b>	<b>Tech and Other</b>
<b>ROOM 100A</b>	<b>Auditorium</b>
Corsha	Africa Investment Tours
Databuoy	AngeLink
iCE Neurosystems	Community Data Platforms
Moterum	Everix
NativeAg	FireBot
ONCLAVE	Hue.Ai
PlantsMap	Kelly Klee Private Insurance
VideoKall	Oodles Deals
	RadiateBuzz
	SchoolPass
	Truss
	TrustScience
	ARInspect

8:00pm  
**EXPO AND NETWORKING** Exhibit Hall

# SPEAKERS



## TIEN WONG – CEO, OPUS8, INC; CHAIRMAN, LUMIOUS AND LORE SYSTEMS

Tien is CEO of Opus8, an investment and advisory firm focused on capital raising for private equity and VC fund managers as well as growth companies. He is Chairman of Tech 2000, a technology training and learning analytics company, and Chairman of Lore Systems, a provider of network engineering and cloud computing services.

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

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



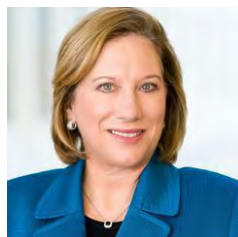
## IAN JOSEPH, SENIOR VICE PRESIDENT, CAPITAL ONE BANK

Ian grew up in Ohio, playing a lot of baseball and liking science and math in school. Both baseball and his academic interests led him to Bucknell University where he earned his degree in civil engineering. With an interest in seeing how buildings are built, Ian started his career in the DC area with Clark Construction as a field engineer before returning to school for his MBA at Penn State. From there, he found a home in commercial banking, first with M&T Bank and since 2016 happily with Capital One. At Capital One, Ian helps companies grow, both the top and bottom lines, by providing senior debt for growth and working capital as well as cash flow management tools including operating accounts, interest bearing accounts, and best-in-class digital tools.

Ian is a member of the Northern Virginia Chamber of Commerce and the Greater Washington Board of Trade. He is excited to be a part of the Greater Washington Board of Trade's Smart Region Movement, seeking technology-driven solutions to the region's challenges.

Ian lives in Northwest Washington with his wife, Francesca, sons, Kellen and Blaise, and his mom, Janet.

## SPEAKERS



### **JULIE COONS, PRESIDENT & CEO, NORTHERN VIRGINIA CHAMBER OF COMMERCE**

Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence and cultural change. She is President & CEO of the Northern Virginia Chamber of Commerce, the Voice of Business in Northern Virginia™, representing local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.

From 2017-2018 Ms. Coons served as COO of the Council of Better Business Bureaus. The Council of Better Business Bureaus is a \$31m organization comprised of a range of national programs, over 100 BBB national partners throughout North America. From 2008-2016, Ms. Coons served as the President and CEO of the Electronic Retailing Association where she led a significant financial and brand transformation of the association. Previously, Ms. Coons served as president and CEO of the Tech Council of Maryland, where she led the association to a regional position of influence. Before joining TCM, Ms. Coons was executive vice president at PCIA-The Wireless Infrastructure Association, a telecommunications trade association. Prior to the non-profit world, Ms. Coons led international business development for several telecommunications companies.

She has been an active member of numerous non-profit boards including the Advertising Self-Regulation Council and an active member of the International Women's Forum and the American Society of Association Executives. She was recently named one of the 2018 DCA Live Non-Profit Leaders. Ms. Coons graduated cum laude from the University of the Pacific in Stockton, CA, with a B.A. in economics and B.A. in Japanese language and literature.



African Investment Tours is a privately-owned investment promotion & facilitation company linking discerning investors with great opportunities in key African Markets. We assist clients in identifying markets in Africa that are poised for long term and sustainable growth and development. With 54% of total population growth over the next two decades and quickly rising GDPs, Africa's major cities and countries present an exciting growth opportunity.

Investing and Doing Business in Africa requires great on the ground partners. When you combine local expertise, the right team, and execute with the right local partners, you can create great deals in Africa. Trust, relationships, and differentiated market insight is key for any route-to-international-market strategy, Africa is no different.

Our Government-Mandated Zimbabwe Investment Tour will be held from September 3rd-10th, 2019. This will be a 3-stage event which will kick off in Johannesburg, South Africa on Tuesday, September 3rd 2019. Then, following a pleasure stop at the magnificent Victoria Falls, Zimbabwe the tour will conclude in the country's capital city, Harare, on Tuesday, September 10th 2019. All of our packages include meetings with vetted deals based on your interests and sectors, close door panel sessions with top Zimbabwean investors and businesspeople, as well as optional excursion package to the famous Victoria Falls.

The Inaugural Zimbabwe Investment Tour will attract serious regional and international investors who have a keen interest in sourcing actionable insight, making important high-level connections and doing deals with pre-vetted investment-ready companies, asset managers, fund managers and government authorities in the "New Zimbabwe".

To sign up for a Zimbabwe Investment Tour package, please reach out to Andrew Berkowitz, Chief Development Officer at Africa Investment Tours at [andrew@thegsm.co](mailto:andrew@thegsm.co) or on Whatsapp at +1 571 230 8093.



## Free Fundraising Powered by Women For Women

**AngeLink, Inc.**  
**Founder & CEO: Gerry Poirier**  
**Phone: 703-851-8866**  
**Email: [gp@angelink.co](mailto:gp@angelink.co)**  
**[www.angelink.co](http://www.angelink.co)**

**WHO WE ARE:** AngeLink is a “GoFundMe (GFM) for Women.” We are a for-profit crowdfunding platform with a unique opportunity to leverage the predominance of women’s participation in the market ...with potential for massive scale.

**OUR MISSION:** To become the largest socially impactful community of women to emerge in the crowdfunding space and a force for real and positive change.



### OUR TEAM:

AngeLink’s Founder and CEO has 25 years of experience in FINTECH, venture capital and financial services. Her prior experience includes Credit Suisse First Boston and Lazard Freres. She was also Co-founder of a company that raised over \$75M and completed an IPO led by Morgan Stanley and Salomon Smith Barney.

Our IT team is led by two top engineers in the crowdfunding space that developed, designed and built SEC complaint, FINRA licensed equity crowdfunding companies supporting \$1 billion in transaction investments in over 2,000 startups and securing \$24M of venture financing.

**TARGET MARKET & COMPETITION:** The overall crowdfunding space is currently \$38B and is expected to grow nearly 8X to \$300B by 2025. GFM completed \$5B+ in transactions from 50M users. *Goldman Sachs Global Research 2017*

**THE PROBLEM:** Only 40% of all social crowdfunding campaigns are successful in reaching their goal. 60% fall short because they either (a) lack the tools or technical skills to market and promote their cause or (b) lack a network with the financial resources to support them. Further, while women dominate campaign organization and donation, no platform exists for women to tell their story and build their own community.

**OUR SOLUTION:** AngeLink is mobilizing women with disruptive technology on a new, innovative social crowdfunding platform. Our portfolio of 6 patent-pending algorithms are key to our approach.

1. Help underfunded campaigns reach their goals through proactive, easy to use marketing and social media templates
2. When a campaign exceeds their goal, enable cross-campaign sharing via campaign matching based on cause, type, theme and location
3. Anti-Fraud algorithms quickly flag unusual behavior
4. “Trusted Network” establishes LinkedIn-type communities to enhance user confidence
5. Gamifications prompt donor engagement, repeat giving & outreach (like Duolingo)
6. Customizable emojis help build communities and create viral sharing opportunities to maximize campaign success

**OUR UNFAIR ADVANTAGES:** We’ve de-risked the technology by white labeling a best-in-class crowdfunding engine with over 200,000 active users. We are a beacon for gender equality & inclusion because women want a choice and right now, there is none.

**MARKETING:** We will create marketing buzz online and offline with celebrity endorsements, social media Brand Evangelists/Ambassadors (like Bumble) and college sororities engagements. We will drive downloads with a world class marketing team (ex-Google/Facebook/DoubleClick), cutting-edge analytics and targeted segmentation.

**REVENUE MODEL:** Campaigns incur no fees. They receive donations minus a 2.9% processing fee plus \$.30 per transaction. The avg. campaign raises \$2,000 from 29 donors plus an average gratuity of 4%, resulting in a net margin of \$94 per campaign.

**FINANCING:** AngeLink is raising \$2.5 million in Seed financing – targeting a close on at the end of September. To date, we have secured commitments for nearly half the funds from angel investors coupled with our own substantive startup investment capital. The funds will be used to: complete the MVP; and launch a Beta with extensive A/B message testing, as well as UX analytics and user interviews.

### FINANCIAL MODEL:

	12M	18M	24M	36M	48M
Downloads	41,821	137,769	485,050	4,986,194	16,626,379
Campaigns	807	2,892	10,000	105,514	392,023
Revenues	\$ 49	\$ 177	\$ 660	\$ 7,209	\$ 26,784
EBITDA	\$ (550)	\$ (1,035)	\$ (1,308)	\$ (3,777)	\$ 5,971



MAKING COMMUNITIES SAFER  
HELPING BUSINESSES THRIVE



**Vivek Mehta**  
Co-Founder & CEO  
Vivek@ARInspect.com

1765 Greensboro Station Pl, Suite 900  
McLean, VA. 22102  
(703) 474-3177

**Industry:** Environmental, Health & Safety

**Market Opportunity:** \$96B /500K US Accounts  
(EHS/Digital Inspections/Disaster Recovery)

**Development Stage:** Platform launched with  
revenue generating customers

**Year Founded:** 2018

**Number of Employees:** 12

**Current Traction:** \$3M in TCV and forecasted  
\$100K MRR before end of the year

**Funding Opportunity:** \$2M (\$0.5M soft circled)  
Convertible note with standard terms (20%  
Discount, 8% Interest, Capped @ \$15M)

**Use of Fund:** 50% Sales & Marketing;  
40% R&D; 10% G&A

**Existing Debt:** \$0

**Existing Investors:** \$550,000 by DX.Partners  
08/2018

**Our Customer Are Our Heroes:** ARInspect's  
clients are already experiencing a 50%  
reduction in field time while increasing  
productivity 25%

**Website:** www.ARInspect.com

**Social:** @ARInspect

**In 2014, lead poisoning impacted over 100,000 Flint Michigan residents. Plus 8,000 children under the age of 6 received potentially brain-altering levels. But our world's environmental, health and safety challenges go well beyond Flint.**

**PROBLEM:** Private and public enterprises are increasingly challenged to support changing regulations. Cost reductions, lack of maintainable enterprise knowledge and other staffing issues hamper productivity. To make matters worse, connected sensors and drones are creating major data chaos. Unable to ensure compliance, puts human life and our environment at significant risk. Plus, enterprises face trillions of dollars of potential fallout.

**SOLUTION:** To address these issues head-on, we knew there was a better way. So, we built it. ARInspect is redefining automation for Environmental, Health and Safety (EHS) applications. Our award-winning platform is the world's first Augmented Robotic Process Automation Platform (RPA) for EHS. ARInspect's actionable data insights and next-generation technology delivers unmatched outcomes:



**BUSINESS MODEL:** ARInspect's Augmented RPA SaaS platform targets both private and public enterprises hosted on AWS.

**GO TO MARKET STRATEGY:** Our pipeline includes 10 highly qualified leads with Federal, state and local agencies. Currently piloting with Oil & Gas + Mining, Transportation, Logistics & followed by Utilities, Chemicals, and Manufacturing.

**COMPETITION:** Traditional EHS solutions, like Cority, who recently reported a \$100M raise, have focused on electronic forms, without interoperability from multiple data sources, and no robotic process automation (RPA). ARInspect's platform integrates data from multiple sources to fully automate inspection, monitoring, enforcement and remediation workflows powered by RPA and artificial intelligence.

**FINANCIALS:** \$2M financing allows us to achieve breakeven by 2020.

**THE TEAM/RELEVANT EXPERIENCE:** Vivek Mehta, Co-Founder & CEO (15+ Years of Domain with CGI); Sonia Sanghavi, CTO (2 Startups as CTO, Chief Architect for Capital One, Marin and Novetta); Mark Yurkewecz, Customer Success (10+ Years of Domain With CGI); Thad Cox, Dir. Product Development (Product Dev Lead, CVENT, Washington Post, East Coast Android Guru)



## Overview

---

- 1. The lack of data analytics for community leaders is a national problem.** While leaders of billion-dollar businesses regularly rely on sophisticated data analytics to make important decisions, leaders who manage communities valued even higher, and who serve hundreds of thousands of citizens, tell us that the lack of data analytics at the community level is a massive problem.
- 2. Leaders in government, small businesses, and nonprofits tell us they want to make evidence-based decisions, but no analytics resource is available.** Consequently, community-based decisions about healthcare, education, social programs, capital investments, infrastructure, and law enforcement are too often made on anecdotes or with limited or incomplete data.
- 3. Community Data Platforms (CDP) is creating an entirely new business category called “community data.”** We believe that CDP will serve a massive market and will be a “category king” (such as Uber, Google, Facebook, and Netflix). These innovative companies corralled the lion’s share of the new category’s economics by first *inventing* the category, and then *building* a product, and finally *creating* a company to serve that category.
- 4. CDP is scaling the work of the Nantucket Data Platform, a successful prototype developed in 2018 to support ReMain Nantucket, Wendy and Eric Schmidt’s philanthropy.** Eric was the Chairman and CEO of Google. NDP has built a reliable and rich data platform and is presently working with government, nonprofits, and businesses on Nantucket to develop scalable methodologies & compelling visualizations to answer their “Pressing Questions.” 2019 Nantucket-only contracts are expected at \$750,000.
- 5. CDP seeks to provide community leaders (government, business, and nonprofits) with evidence-based analysis by leveraging its local, reliable data platforms.** While communities are unique, the problems they face are not. CDP’s data platforms & methodologies scale across communities, leveraging hyper-local and national data, providing leaders with clear answers to “pressing questions” and compelling visualizations so they can share insights and make their communities smarter and stronger.
- 6. Early reception to the ideas of localized data platforms in Santa Fe, Charleston, Sarasota, Hartford and Palm Beach are very encouraging.** While the initial group of communities served will be diverse, CDP’s focus is to always work in communities with skilled and respected leaders who are committed to pursuing evidence-based decision making.
- 7. Initial revenue is derived from subscriptions with “anchor institutions” but the major revenue source will be from licensing localized data platforms.** After a six-month paid trial, CDP believes four anchor institutions will subscribe to the local data platform for \$250,000 each generating \$1 million in revenue per community. Nantucket supports this revenue expectation. As CDP scales to 100 communities, and answers dozens of “pressing questions,” its data platforms will become the definitive data resources for a broad range of data buyers and licensing revenue is expected to exceed subscription revenue.
- 8. CDP is undertaking an Angel Round through a convertible note structure.** There’s a cap and a 25% discount for capital in this round (pre-September 1, 2019). The capital will be used to sell-into more communities and grow our data and tech teams.

## Founders

---



Founder & CEO. **Alan Worden** is a successful serial entrepreneur. Alan’s last business had nearly 1,000 team members. CDP is based on the Nantucket Data Platform, a prototype community data platform Alan developed for ReMain Nantucket, a subsidiary of Wendy and Eric Schmidt’s Schmidt Family Foundation. Alan has served as a Senior Advisor to ReMain for 10 years. He is an experienced sailor who, in 2001, sailed a 44’ sloop halfway around the world double-handed.



Founder & CTO. **Victoria Powers** has the responsibility for managing CDP’s global engineering, data analytics, & visualization teams. She is an entrepreneur with a deep background in international development and science policy and her skill set bridges business needs and high-caliber engineering teams. Victoria created a professional level of Pugwash, an international organization that promotes awareness and action in relation to the ethical implications of science and technology. Her philanthropic focus is on issues affecting women and children.



**Value Proposition**

**Corsha secures machine-to-machine connections against cyberattacks with the first universal multi-factor authenticator (MFA).** By 2020, 90% of all enterprises and government agencies will use hybrid cloud IT infrastructure, splitting compute workloads between public clouds and their private networks through Infrastructure-as-a-Service (IaaS) offerings. Cloud workloads communicate via APIs, which are machine-to-machine interfaces that operate at high speed and with high data throughput. Securing these API is an increasingly significant cybersecurity problem. Corsha’s *Streaming Authentication* solution is the first MFA to protect machine connections, particularly APIs in hybrid cloud environments. It leverages MFA security principles that have been successfully used with human users.

**Challenges & Opportunities:** By 2022, APIs attacks will surpass usernames and password theft as the most common cyberattack vector. Today, the security of API authentication lags significantly behind the human user authentication space. Corsha’s MFA for machines leverages the success of MFA for human users.

**Market Positioning:** In 2019, the global market for cybersecurity solutions addressing cloud, data and infrastructure security will be \$63.7B. Current machine-focused and API cybersecurity solutions are offered either as part of an API gateway, an API management platform, or a stand-alone machine identity solution. The vast majority rely on static tokens or certificates, while others analyze data traffic. Static tokens are being compromised and exploited. Certificates are difficult to manage at scale. Traffic analysis is heuristic and cannot always see attack signatures. Corsha’s solution uses well-understood MFA principles, is dynamic (not static), and is not dependent on accurately reading traffic patterns.

**Intellectual Property:** Corsha has a pending patent application on file for *Streaming Authentication*, as well two other provisional patent filings.

**Business Model:** Corsha’s solution is provided as a SaaS offering. Annual subscriptions are priced based on the number of machine connections protected.

**Solution Description:** Corsha’s solution deploys from an enterprise’s continuous integration/continuous delivery (CI/CD) system and integrates with cloud workloads. The solution establishes a dynamic, out-of-band “stream” of cryptographic codes or “blocks” that acts as a “heartbeat” for each deployed workload. Each block is streamed on a configurable interval to Corsha’s private and permissioned distributed ledger network (DLN), which is built on the open source Hyperledger Fabric blockchain project. The blocks are checked against the DLN, which serves as an MFA factor.

**Financials:** Corsha is seeking \$1M in a seed-2 round on \$4.5 PMV. The funds will be used to position Corsha to raise a Series A in Q3 2020. The focus of the next four quarters will be go-to-market efforts. Our milestones are 3-5 paying customers and \$1.1M in booked revenue.

**Leadership Team:** Our team has previous successful start-up experience as founders. They have deep government and commercial experience in cybersecurity, data protection, and software development.

**Traction:** Corsha is current in evaluation deployments with Deloitte and is in discussions with Bank of America for an evaluation/pilot in Q4 2019. A paid pilot with DHS will start in August 2019.

**Exit Strategy:** Corsha will seek an exit through acquisition in approx. 5 years. The primary target acquirers are larger cybersecurity companies.

**Quick Facts**

**URL:** www.corsha.com

**Launched:** Jan 2018

**Type:** Virginia C Corp

**HQ Location:**  
8618 Westwood Center Dr.  
Suite 310  
Vienna, VA 22182

**Industry:** Cybersecurity

**Domain:** Authentication for Cloud, IoT and other machines

**Category:** Multi-factor authentication

**Number of Employees:** 7

**Financing Sought:**  
\$1M in a Seed-2 round

**Use of Seed Funds:**  
Implement a strong go-to-market strategy; support customer deployments

**Key Team Members**

**CEO:** Chris Simkins

**CTO:** Anusha Iyer

**Investor/Director:** Mike Morgan



## Value Proposition

**Databuoy Corporation makes Shotpoint, the premier gunshot detection and localization product in the business.** The market for gunshot detection is exponentially increasing in public safety and smart city sectors. Shotpoint is poised to dominate this market with the most reliable and capable technology (benefiting from over a decade of defense research); proven technology that has been in real-world deployments for years; an extensive list of 3rd party integrators; a successful reporting application that users demand; a real-time "exact image of the shot" capture and send technique; key strategic partner relationships that pave the way for gargantuan distribution channels in both the security and smart city industries including Cooper Lighting, Panasonic, and Itron. Once users install gunshot detection for life safety reasons, the system will be able to perform other less critical IoT sense and locate information services that have the potential for further monetization.

## Investor Highlights

**Challenge and Opportunity:** Gun violence is the leading cause of death in the US - more than vehicle accidents, despite the fact that mass shooting deaths alone surpass natural disasters. Shootings affect all forms of commercial and public properties. The economic impact via mass casualties, negative news cycles, and business loss is an increasing concern for property owners. Catastrophic loss mitigation is possible if responders have clear, fast and precise information provided by systems like Shotpoint.

**Market Positioning:** The global gunshot detection market is estimated at \$1B/yr and growing to over \$7B/yr. TAM >\$25B/yr. Markets include military systems, cities, and the rapidly growing commercial space. The leading competitor is SST Shotspotter, with 70 customers worldwide and a valuation of \$0.5B. In the indoor space, the competitors include SDS, an optical+acoustic system and a range of acoustic detection systems. Shotpoint is the only system that operates in both the indoor and outdoor areas, is the superior solution in both, and also resolves 3D bullet trajectories making it the technical choice. Shotpoint is scalable and will grow with its unmatched capability, validation and reputation.

**Intellectual Property - Time-Event-Source-Synchronized-Acoustics (TESSA™) method is a foundation:**  
**2007 Patent #7433266:** TESSA eliminates reverb, echoes, and false detections and reports only shots. TESSA empowers: 3D shot localization, multi-shooter separation, and accurate bullet trajectory.

**2018 Patents #9910128 B2 & #10,180,487:** Acoustic localization for indoor, multi-sensor environments.

TESSA is used for street lighting and camera integration.

**Proprietary VScraper™** video integration technology pulls video imagery at the exact instant of the event.

**Solution Description:** Shotpoint uses custom, 4-channel acoustic sensor arrays to detect and localize gunshots. Individual gunshot detections go to a centralized fusion engine that creates a single solution while removing echoes and false alarms. Shot locations are reported via VScraper™ video imagery, transmitted via text and email. Other sounds (bang & ruckus) may be classified.

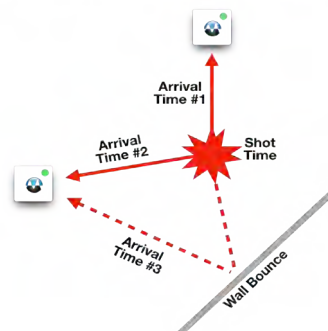
**Leadership Team:** CEO has strong R&D skills and founded and managed two successful businesses. VP served two terms as a DARPA Program Manager. CTO is leading expert in Networked Gunshot Sensing. CEO and CSO founded and exited multiple companies.

**Traction:** Installed base is rapidly growing with over two years of proven, successful deployed systems. Shotpoint is now actively selling. Strategic partnerships with smart city and security industry leaders (Itron, Panasonic, and more), along with major channel partners are driving distribution and sales.

**Business Model:** Sensor hardware and system software support are rolled up into a single monthly subscription price model - \$35/sensor-month for indoors and \$50/sensor-month for outdoors.

**Financials:** We are raising a Seed Round for \$1.5M to manage sales in the pipeline, add product improvements and scale into existing verticals and create new sales. Third year EBITA is \$40M+.

**Exit Strategy:** Likely target is an acquisition by a strategic partner, although the growth of our acoustic sensor network opens up the option for a larger IoT acquirer.



## QUICK FACTS

### Website

www.databuoycorp.com

### Launched

October 2006 (Government Contractor)  
 April 2016 (Full Commercial Start Up)

### Corporate Status

Delaware C-Corp

### Headquar

8230 Leesburg Pike, Ste 708  
 Vienna, VA 22182  
 (703) 865-8220

### Offering: \$1.5M Seed D

\$8.5M Pre-Money Valuation  
 Secure operational talent to drive sales and acquire engineering talent.

## SENIOR MANAGEMENT

Kathleen Griggs, CEO & Co-Founder  
 Steve Griggs, CE & Co-Founder  
 DImas Pinzon, COO  
 Nick Jones, CSO  
 Dr. Janos Salai, CTO  
 Steve Ling, CSA

## INDUSTRY

Physical Security, Smart Cities, IoT,  
 Gunshot Detection

## LAW FIRM

Womble, Bond, Dickinson

## PATENTS

**Patent # 7433266** – (TESSA) Multi-Sensor Acoustic Localization System  
**Patents #9910128 B2 & #10,180,487** – (TESSA+) Acoustic Source Localization Indoors & Lighting Integration

## CONTACT INFORMATION

### Kathleen Griggs

kgriggs@dbuoy.com  
 (703) 649-3792

### Nick Jones

njones@dbuoy.com  
 (702) 813-9210

# Everix Optical Filters | Executive Summary

## CONTACT INFORMATION

**Hooman Banaei, PhD**  
407.923.3260  
[Hooman@everix.co](mailto:Hooman@everix.co)

**Blaire Martin**  
407.716.8563  
[Blaire.Martin@everix.co](mailto:Blaire.Martin@everix.co)

2372 Forsyth Rd  
Orlando, FL 32807

[EverixOpticalFilters.com](http://EverixOpticalFilters.com)

## FUNDING NEED

\$1M Bridge Convertible Note with \$810,000 already invested;  
\$3M Equity – Seeking Lead

## EXISTING INVESTORS

\$700k Founders  
\$400k Strategic Investor  
\$1.3M Angel Investors

## YEAR FOUNDED

2015

## NUMBER OF EMPLOYEES

10



Everix is revolutionizing how high-performance optical filters are produced. We have applied techniques used in producing miles and miles of fiber optics at scale - extrusion and drawing - to manufacturing precision optical filters.

## THE PROBLEM

High-precision optical filters traditionally have been produced with vacuum deposition in capital-intensive vacuum chambers that do not scale economically. One Everix draw tower can do the work of 10 vacuum chambers. It costs \$450,000 to build one Everix draw tower, and it costs about \$10M to buy 10 vacuum chambers. Traditional high-precision optical filters are glass-based, rigid, and bulky.

## THE SOLUTION

Our patented approach to producing high-selectivity optical filters

- 1) has generated over \$450,000 in revenue to date,
- 2) creates the only flexible, ultra-thin, shatter-free high-performance filters available (5x to 20x thinner/lighter),
- 3) generates over an 80% margin (1/10 the cost to produce), and
- 4) minimizes capex and opex required compared to traditional vacuum coating.

## THE MARKET

High-performance optical filters are a building block of 21st century technology, and we are the only company with a disruptive platform for economically producing high-value, precision filters at scale. Our patented approach to manufacturing these filters will replace the traditional vacuum coating process for many of the applications within this \$14Bn market while also expanding many new and emerging markets.

CTOs and Product Managers at OEMs are not satisfied with the size, weight, rigidity, durability, or volume pricing of filters created through the vacuum coating approach. Those who see the most value in what we are doing so far include medical devices, consumer electronics (wellness, IOT, gesture/facial recognition, AR-VR), and transportation (lidar and proximity sensors).

Trends are driving the need for innovation and scalability that cannot be provided by the traditional vacuum chamber approach: 1) miniaturization, 2) personalization of medicine and the mass deployment of health/wellness-related devices, 3) autonomous vehicles and smarter devices, and 4) desire for electric vehicles and energy-efficient architecture.

## EXECUTION PLAN

We have generated 53% of our revenue through Edmund Optics; they have already sold our products to 140+ customers, who are now designing their next generation products using our filters. Having established a higher level of credibility in the market through this partnership, we are now focused on business development with OEM's to sell high-volumes directly. We are negotiating a JDA for Auto-Glass with a \$10B-revenue partner and pursuing additional JDAs with a \$40B-revenue partner for Architectural Applications and Solar Coating.

## FINANCIALS & USE OF PROCEEDS

We are raising \$4M to provide runway to break-even in Q3/Q4 2021. While we identify our lead investor for the equity round, \$810k has been invested and an additional \$50k is committed towards a \$1M convertible note bridge.

Volume Level per Order	Sq. Inches per Order	Revenue per Sq. Inch	# of orders at each volume level per year				
			2019	2020	2021	2022	2023
Very Low/NRE**	5	\$ 1,200	25	36	40	46	50
Low	50	\$ 75	14.5	25	40	60	100
Low-Med.	500	\$ 45	1.2	8.4	20	30	40
Med.	5,000	\$ 35		0.9	5	7	10
Med.-High	50,000	\$ 25		0.2	2.4	5	10
High	500,000	\$ 10			0.2	2	4
# of (customer)			15	20	30	33	35
Avg # of sq in / order			97	1007	8573	39492	73579
Sales			\$ 231,375	\$ 906,250	\$ 5,715,000	\$ 18,651,000	\$ 35,825,000
JDA Revenue			\$ 22,000	\$ 1,000,000	\$ 1,500,000		
Grant Revenue			\$ 225,000	\$ 1,250,000	\$ 1,000,000		
EBITDA			\$ (1,111,950)	\$ (286,443)	\$ 1,114,550	\$ 5,552,306	\$ 16,778,744
Gross Margin			34%	85%	87%	89%	91%

This round will enable us to move to 7,000 sq.ft. facility, to add key hires, to purchase standard machines to increase yield by 10X, to convert two provisional applications to international patents, and to continue the execution of several pending patents. In this time, we will secure medium and high-volume OEM customers in high-growth segments and will execute a licensing agreement with a \$10B revenue partner in window film.

## EXIT STRATEGY

We anticipate our first partial exit within 3-5 years in window film, specialty eyewear, or optics. 3M, Eastman Chemical, AGP Glass, Luxottica, Essilor, VSP, and others may buy or license the right to manufacture specific market applications at a very large scale.

# FireBot Stovetop Fire Suppression System

## Overview

FireBot is a low-cost device that will automatically activate in case of a fire to properly extinguish a stovetop fire to prevent damage.

## Need

By extinguishing stove top fires, FireBot will prevent damages that cause the loss of 480 lives, 5,540 injuries and \$1.1 billion a year in direct property damage per year. (Source: The National Fire Protection Association, 2016).

## Solution

Installation of FireBot will stop stovetop fires. Firebot will end losses forever caused by flame, smoke, and water damage from too late sprinkler activation or fire department response. Stovetop fires cause significant, often catastrophic results. Damage is not necessarily limited to one unit, but many, causing displacement of occupants and multiplying repair costs. There are 100 million U.S. kitchens, with implementation; FireBot would cut in half the number of residential fires. A special bonus, FireBot reducing home fires by 50%, Fire Department responses are cut in half saving municipalities another billion in operation expenses and medical claims each year.

## Features

Fire suppressant is designed to extinguish all stovetop fires -- including grease.

Low retail cost estimated at \$165 each. With anticipated cost to produce at \$45

Easy to install

Delivery device activates and sprays suppressant when temperature reaches 195 degrees F

Has two temperature probes for redundancy and accuracy.

Five-year battery life with low battery warning

Piezo siren to alert fire and activation

Future modules to wireless module activate gas and electric shunt switch of range plus communications with home automation and alarm systems for 24-hour monitoring and condition alerts.

Patent Pending Design with the U.S. Patent and Trademark Office

## How It Works

FireBot is simple and elegant in design. FireBot can be installed in multiple brands of range hoods, able to morph in different configurations. When the activation temperature is reached, a circuit board activates a powerful pump to spray fire suppressant thru a specialized nozzles. The suppressant able to cover all four burners will extinguish, even a grease fire quickly and safely. In apartment-condo installations, status can be monitored wirelessly for every FireBot installed.

FireBot is user friendly and can be installed and serviced with no special training. Fire suppressant is nonpressurized and non-toxic and biodegradable. Radio signals such as Z-wave, Zigby, and 319.5 megahertz can communicate to shut offs for both gas and electric stoves, communicate to control panels, home automation, 24-hour central stations.

## Current Interest and Sales

Management Companies of Apartments and Condos

Insurance Companies

Fire Marshals, Fire Departments, Government Building Codes and Occupancy Permits

Individuals

Fire Restoration Companies

## Series C Raise

•**\$911,000 Equity Capital**

•**18% @ \$5,061,111 post money valuation**

•**Use of Funds**

•\$111,000 (12%) - All components finalized and tested

•\$450,000 (49%) - Manufacturing 10,000 units

•\$350,000 (38%) - Operations, sales, marketing

Mark Baldino CEO

703-906-3154

mbaldino@firebot suppression.com

**Contact:** Justin Fong, CEO  
**Address:** 1775 Tysons Blvd, 5<sup>th</sup> Floor, Tysons VA, 22102  
**Phone:** 203-610-1295  
**Email:** Justin.Fong@hueai.com  
**Website:** www.hueai.com



**Management:**

Justin Fong, CEO – managed \$1b pnl at Fortune 200  
 Keenan Valentine, CTO – Trained at google, AI at Fortune 200

**Key Advisors/Board Members:**

Larry Rodriguez, Biz Dev  
 Dr. Paul Karpecki, Medical  
 Dr. Alan Glazier, Medical  
 Dr. Larry Chapoy, Product Dev  
 Gary Davis, Biz Dev

**Industry:**

Optical (i.e., Medical & Consumer)

**Year Founded:** 2018

**Number of Employees:**

FT: 4; PT: 1; Contract: 5

**Bank:** Bank of America

**Law Firm:**

Benjamin Novak – Morgan, Lewis & Bockius LLP

**Current Investors:**

\$865 k Princeton Angels  
 \$150 k Optometrist Invest Group  
 \$75 k Aggie Angel Network  
 \$25 k Big Red Ventures  
 \$310 k Private Individuals

**Monthly Burn Rate:**

\$100k

**Financing Sought:**

\$2.4 M

**Use of Funds:**

\$600 k Product Dev  
 \$400 k IP Dev  
 \$400 k Biz Dev  
 \$1 M HR & OH

**Business Description:**

Hue.AI uses artificial intelligence to innovate the design of lens products, patent those innovations, and then license the innovations to global optical companies.

**Company Background:**

Founders were AI specialists at large corporations. Wanted to develop optical products to help their color-blind colleagues. Learned that software + expertise accelerates innovation for all optical products e.g., fashion, spectacles, contact lenses, etc. Team is now sought after as a solutions provider by entire global optical industry.

**Problem/Solution:**

Optical industry spends \$1.5 b on R&D to improve an \$800 b product market. However, traditional development is slow and inaccurate, often measured in decades. Utilizing our AI-generative design engine + proprietary technologies, the team invents outsized improvements to existing products, as well as novel products in less than 1/5 the time.

**Products/Services:**

1) Use AI + expertise to generate “10X improvements” in product designs, 2) The improvements are developed into a portfolio of patents, 3) Prototypes are created and preliminary product testing is conducted, and 4) Product innovation is licensed to global manufacturer.

**Technologies/Special Know-how:**

Example Sunglass Solution: Color Enhancement – 4X more powerful than most successful largest sunglass company in world, Oakley.  
Example Spectacle Solution: Harmful Blue Light Filtering – 4X more blocking than largest spectacle company in the world, Essilor.  
Example Medical Solution: Lenses for Color Blindness – over 30% more effective than largest color-blind eyewear company in the world, EnChroma.

**Markets:**

R&D or Product Development of Largest Optical Companies. 7 Major Sunglass Companies, 5 Major Spectacle Companies, 4 Major Contact Lens Companies, 5 Major Intraocular Lens Companies. Global Optical Market Size \$120 b, 7% CAGR.

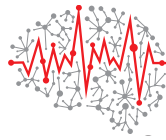
**Competition:**

Main competitor is the R&D Departments inside of certain large optical majors. Their scientific staff may try to outpace or outmaneuver a 3<sup>rd</sup> party. Competitive Advantage – Hue uses AI to identify innovations and patent quickly. Especially important in “land grab”.

**Business Model and Distribution Channels:**

Hue is under NDA discussions or commercial negotiations with nearly 90% of the industry’s largest companies. Sales is through prototype demonstrations and testing data, leading to partnerships. **Signed deal with a top-3 contact lens maker for 2 products. More in negotiations.**

PROJECTIONS	2019	2020	2021	2022	2023
<b>Revenue (in millions)</b>	0.25	0.8	3.3	6.3	9.0
<b>EBITA (in millions)</b>	(1.15)	(1.1)	2.0	5.0	7.9



THE CHALLENGE AND CLINICAL OPPORTUNITY:

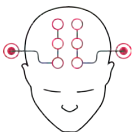
Every 30 seconds, a patient in the US is admitted with a severe brain injury from stroke, trauma, cardiac arrest, heart failure, and other causes. The yearly cost of treating over **1.2 million affected patients** in the US runs to **\$300 billion**. As the changing health care landscape requires *better outcomes* for *sicker patients* at *lower cost*, hospitals must avoid unnecessary/expensive procedures and limit complications for brain injured patients. For these purposes, current neuromonitoring tools are **poorly functional, often unreliable** and in many cases **decades old**. **CHANGE IS NEEDED.**

THE SOLUTION:

To address the need for transformative change in neuromonitoring, **iCE Neurosystems** launched in 2017 to leverage the knowledge and experience of our Founders and solve the **continuous EEG (cEEG)** challenge for brain injured patients.

THE TECHNOLOGY:

**cEEG** is the gold standard for rapid detection of changes in brain health, allowing doctors to make treatment decisions before permanent damage occurs. Currently, **cEEG is used in only 0.8% of eligible patients** due to requirements for highly trained personnel, limited performance of current technology and lack of automated data analysis. To address these barriers and **bring cEEG to the broader clinical market**, iCE Neurosystems developed the **iCEWav Neuromonitoring Platform** which includes:



- proprietary single-use implant technology (3 patents pending) that allows clinical personnel without specialized training to acquire high-fidelity cEEG data
- a next-generation software solution that enables unprecedented data integration, processing and display through server/cloud-based access (on any device) and sparks our big-data strategy
- a unique “Telecurbside” support service that provides assistance to non-expert clinicians and extends specialized brain care to the smallest community hospitals
- a multifaceted AI engine – “Curator” to optimize and ensure data quality, “Early Warning” to alert clinicians to pending brain damage and “Virtual Intensivist” to help guide treatment.



THE MARKET:

To optimize market penetration we will utilize inside knowledge of hospital purchasing processes and a “book of business” that includes colleagues at a broad range of hospitals. The value proposition is clear – brain complications lead to a 250% increase in length of stay for affected patients, and avoiding a single day of intensive care saves up to \$10,000 in bundled cost. Major capital expenses for target hospitals are limited through the “razor blade” purchasing model, focusing on recurring revenue generation from single-use implants and Telecurbside support while providing iCEWav hardware and software components to hospitals at no additional charge. Given current pricing expectations and the overall market size, **we estimate revenues at full market penetration in the US to exceed \$1.4 billion annually.**

THE TEAM:



Our Founders are neurosurgeons, neurologists, and neuro-intensivists with over 90 years of combined clinical and research experience with EEG technology, neuromonitoring techniques and intensive care for patients with severe brain injuries. Our team includes computer scientists, mathematicians and signal analysis experts who provide the background for our cross-platform data processing/display technology and fashion the engineering substructure for our staged AI development.

FUNDING AND ONGOING STRATEGY:

To date **we have raised \$1.7 million** in seed funds. We are currently **seeking to raise \$5.2 million in Series A** funding to pursue commercialization, augment our leadership team, expand our analytics/machine learning/knowledge core, continue R&D and regulatory approval processes for implant technology, and initiate stand-up of the Telecurbside program. We invite you to join iCE Neurosystems as we strive to provide better care for patients with severe brain injury. **Through the iCEWav Neuromonitoring Platform, iCE Neurosystems is generating “Better Data to Save the Brain.”**

FOR QUESTIONS OR FURTHER INFORMATION, PLEASE CONTACT:

Allen Waziri MD, CEO and Co-Founder – [allen.waziri@iceneurosystems.com](mailto:allen.waziri@iceneurosystems.com); (646) 250-9166 (cell)



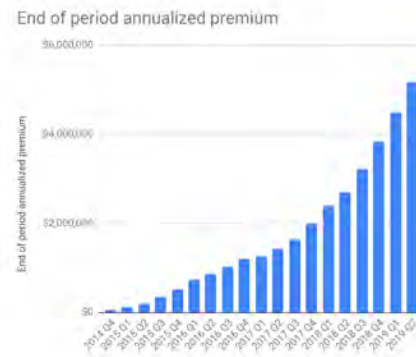
## THE MISSION

Kelly Klee is democratizing private client insurance. We're using technology to provide vastly superior coverage to financially successful families for their homes, cars, valuables, and personal liability.

## Essential Facts

Kelly Klee offers tailored coverage plans backed by the nation's leading insurers, including Chubb, AIG, PURE, Cincinnati Financial, and Nationwide Private Client, targeting the 85% of affluent families who currently have mass-market coverage.

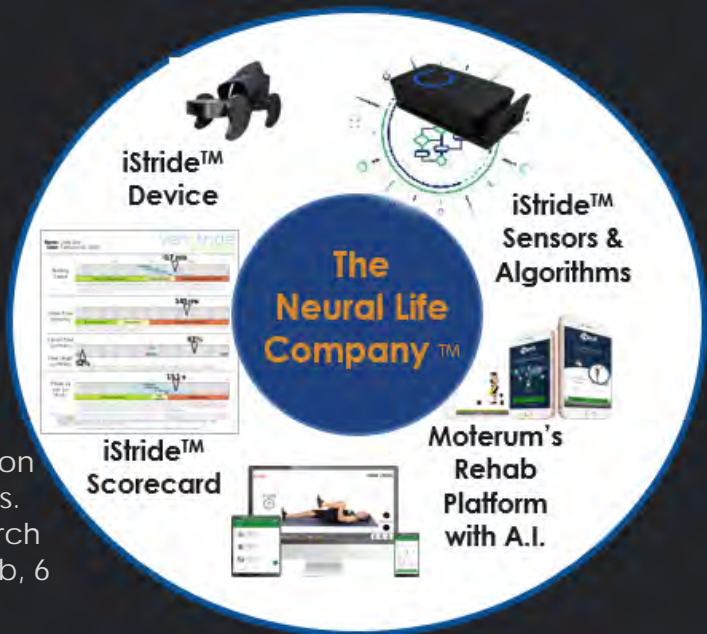
- **Product positioning:** Kelly Klee combines the superior products offered by traditional high-end insurance brokers with the digital convenience of big direct insurers like GEICO and State Farm.
- **Footprint:** Licensed and operating in all 50 states + DC. Direct appointments with the 5 largest Private Client insurers, the only Insuretech startup offering personal products from *any* of the big 5.
- **Team:** Jon Kelly and Bob Klee are insurance digital marketing pioneers. Jon Kelly (Stanford '95) co-founded the dot-com eCoverage in '98 (backed by Softbank/Accel, sold to GM), and SureHits (sold to QNST for \$48M in 2008). Bob Klee co-founded Hometown Quotes in 2006 (\$15M top-line online insurance marketing firm), and is recognized as one of the leading Private Client insurance experts in the country. CTO and CMO have worked for Jon for 8 years each.
- **Proprietary tech:** 'Kelly Klee Acquire' manages every aspect of the sales and on-boarding cycle, solving the biggest challenge faced by incumbents -- shepherding complex 1st and 3rd-party customer data through a multiple-stage online/offline process, while maintaining accountability at every stage of the process.
- **Addressable market:** The top 10% of homeowners, 10M Households, who represent over 40% of all Property & Casualty insurance premiums (\$40Bn).
- **Why now?** We can now target affluent consumers online at 1/100th the cost of traditional premium media.
- **Unit Economics:** We spend about 2 years of revenue to acquire a customer and generate a 4:1 lifetime value (LTV) to acquisition cost (CAC) ratio.
- **Highly satisfied customers:** NPS score of 68, 90% gross retention, 100% net retention (via cross-selling & premium increases).
- **Traction:** \$5.5M recurring premium and \$800K ARR
- **Funding round:** targeting \$3.5M to grow sales & marketing and further develop our technology platform.
- **Contact:** Jon Kelly, CEO.  
[jon@kellyklee.com](mailto:jon@kellyklee.com), 970-315-2556



Note: all stats are approximations as of 7/16/2019.



# MOTERUM™



## Achievements

- Developed a first in class stroke gait recovery device with specialized neural algorithms / sensors & virtual rehabilitation capabilities to improve outcomes & lower healthcare costs.
- Technologies validated in successful clinical trials & research studies: 2 stroke gait recovery device, 3 digital neuro rehab, 6 specialized sensors.
- Six Issued Patents in the United States, and extensive US and international application portfolio.
- Strong Financing History with \$300,000+ in non-dilutive funding and \$4M+ invested to date
- 30+ Positive Exists and \$1B Raised by Management and Board

## Management

- David Huizenga, CEO Tao Life Sciences, Zirus, Inc.
- Manoj Agawala, President hCentive, Inc., GlobalLogic and 9zest, Inc.
- Douglas Goldstein, CGO Inova Center for Personalized Health, iConecto, Inc., Health Online, Inc. 1-800-DOCTORS
- Tim Ovington, CRO Olympus Corp, Cordis, Orthofix

## Opportunity

- Seeking bridge financing of \$2.5 million to a \$10 million Series B round Q4 2019/Q1 2020. Lead investor - MagnaSci Ventures out of Houston, TX

678.592.3447 or email [dehuizenga@moterumtechnologies.com](mailto:dehuizenga@moterumtechnologies.com)  
www.Moterum.com

## Problems

- No existing device or treatment to help chronic stroke survivors relearn to walk (<6 mth post stroke)
- Higher health care costs due to falls, readmissions and poor chronic care management in the neurodegenerative care market.
- Lack of integrated solutions that lower cost and improve health status for families impacted by neurodegenerative disease.
- No cost effective at home mobility recovery devices for chronic stroke survivors to gain independence.

## Solution

- iStride™ gait device has a patented unique wheel shape causing therapeutic motion stimulating neuro reprogramming plus specialized neuro algorithms & sensors. Clinical trials show statistically significant improvements on four key clinical metrics: 10 MWT, TUG, Berg & FGA.
- Moterum's 1400+ digital video activities extend clinician's ability to create personalized therapies for patients at home with an Artificial Intelligence engine.
- The Moterum Neural Life Solutions are being developed to: 1) Help Neural survivors move better, 2) Build the world's largest gait database; 2) Reduce falls through neural data that drives a scientifically validated falls risk assessment.

## Markets & Competition

- Moterum's products target 3 markets: 1) Therapeutic Mobility Devices, 2) Clinical Discharge and Telehealth Solutions, and 3) Caregiver Monitoring and Assessment Solution. The therapeutic mobility devices market size exceeds \$1B annually. For example, in the United States, more than 5.6 million Chronic Stroke Survivors lack independent gait capabilities. More than 500,000 new stroke survivors entering market annually. Clinical trials on our first product show a serviceable market of more than 75% of those in need.

	Kickstart by Cadence	Restore by ReWalk	C-Brace by Ottobock	Ekso GT by Ekso Bionics	Bioness	iStride by Moterum
Benefit without wearing	No	No	No	No	No	YES
Published data for treating	No	No	No	No	No	YES
Ease of fitting	Yes	No	No	No	No	YES
Ease of use	Yes	No	No	No	Yes	YES
Price	\$5000	\$25,000 (Est.)	\$90,000 MSRP	\$160,000 MSRP	\$13,000 MSRP	\$5,000 Proj

## Financial Projections

Projections (\$M)	2019	2020	2021	2022	2023	2024
Revenue	\$0.2	\$3	\$10	\$24	\$50	\$101
EBIDTA	-\$0.9	-\$2	\$1	\$4	\$10	\$25





355 Madison Avenue  
New York, NY 10017  
[info@nativeag.io](mailto:info@nativeag.io)  
Nativeag.io

## NATIVE IS ENABLING MARKET TRANSPARENCY.



### Mission

We integrate cloud-based, B2B technology throughout food supply chains to accelerate: traceability, waste mitigation, and return on investment for growers and for those purchasing their goods.

### For Growers

NATIVE automates workflows at grow operations helping to eliminate countless hours spent on the farm dealing with inventory management, customer relations, e-commerce, and billing & invoicing. Growers using NATIVE make their data readily available in the cloud allowing for real-time transfer which creates a more efficient transaction between them and their buyers.

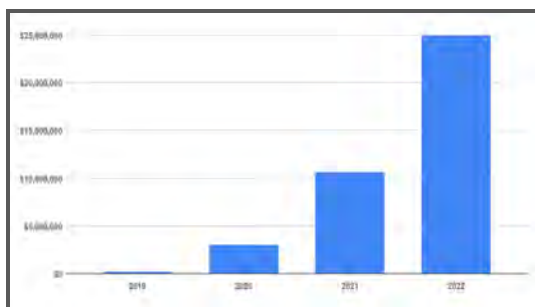
### For Buyers

NATIVE allows procurement coupled with unprecedented precision. The data provided mitigates the risk of raw materials (food) for businesses via yield & quality forecasting. Buyers demand reliable, consistent products from their suppliers and sourcing new supply is extremely expensive. Procurement via NATIVE reduces labor costs by 60%.

### Market Opportunity

Consumers' food needs are unique and one-size-fits-all does not apply. Unique categories in the food space are growing at an extraordinary rate. By 2025, *Organic Fresh* will be a \$350B market with a CAGR of 15.5% and *Local Food* will be a \$40B market driven by a 12.3% CAGR. These are just two categories that NATIVE helps to enable in the US and around the Globe.

## Financial Projection: \$25MM in 4 Years



# The industry's best IT tools can't protect our Critical Infrastructure. But there is something that can...

IT Attack Surface

OT Attack Surface



**SecureIoT**<sup>®</sup>

a "Zero Trust" platform -  
proven and available now  
to Enterprises and OEMs...  
for legacy and new endpoints...  
and for creating private, encrypted  
networks that improve operations  
and actually save money.

We offer CIOs in healthcare,  
financial services, Government,  
energy, and all segments of Critical  
Infrastructure a way to protect  
themselves today,  
reduce costs and enable the  
adoption of new IoT/IIoT without  
fear of breaches, damage or  
loss of life from cyber attacks.

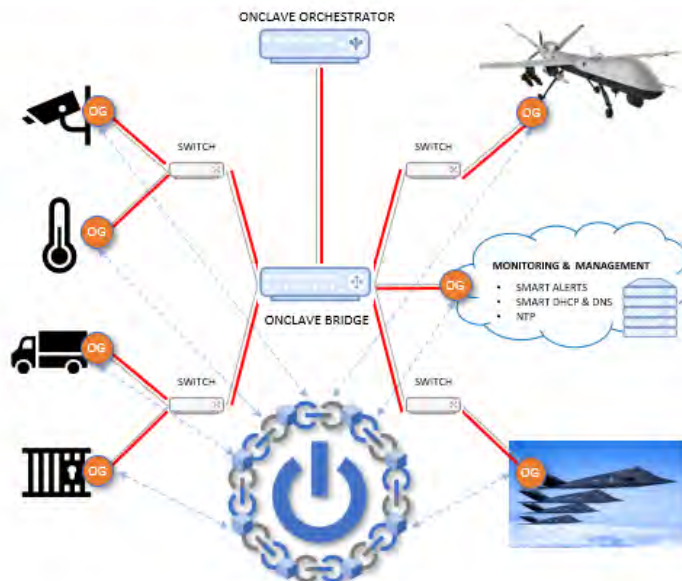
Critical Infrastructure Protection for  
today and tomorrow from

**Onclave**<sup>™</sup>  
Networks, Incorporated

## How We Create a Secure Communications Platform

Dynamic Cipher Key  
Management (DCKM)  
- Patent Pending IP

*Onclave was recently  
awarded a contract  
from the U.S. Air Force  
to pilot our platform  
to secure  
communications and  
protect OT.*



Onclave Secure Blockchain

## Working With

**PARSONS**

**signify** **AXIS**<sup>®</sup>  
COMMUNICATIONS

**SENTINEL**  
CONSULTING

**JACOBS**

**BOON EDAM**

**exp.federal**

**LUTRON**

**ASRC FEDERAL**

**WACHTER**

**American Cyber**  
SOLUTIONS WITH INTEGRITY

For more information contact Glen Gulyas / [glen@onclave.net](mailto:glen@onclave.net) / 202-390-1000

**Oodles Corporation  
Executive Summary**



***OodlesDeals is a mobile app on iOS and Android, based on our conviction that students in their formative years crave social relationships, and doing things physically together is an indispensable part. Eating out is #1, but so are other social activities like movie night, etc.***

***Delivery has taken over restaurant and other retail businesses with investment dollars chasing similar ideas. OodlesDeals does the opposite, bringing consumers into restaurants and other retailers via their patented process, which gives the retailer the chance to leverage their biggest asset — the experience in-store. It does it in a way that provides value to the consumer, while not destroying the restaurant's P&L like a run-of-the-mill coupon app.***

***OodlesDeals is currently in 5 Universities, with almost 20,000 students on the app. Consumer transactions via the app are growing at a 20% monthly level. We are revenue generating in every University where the app is available, with sticky customer relationships that in many cases have been established since our company's inception.***

***The aim of the Seed financing is to expand to up to 20 schools. Our go-to-market is a very cost effective and scalable approach to new University launches, vendor recruitment and consumer acquisition.***

Jeff Schvimer  
Partner and Chief Financial Officer  
Oodles Deals and Events  
jschvimer@oodlescorp.com  
(224)470-1494



**PlantsMap.com: Connecting People With Plants®**

Bill Blevins, CEO & Co-Founder

[bill@plantsmap.com](mailto:bill@plantsmap.com) | 540-424-7577

Plants Map is building a service leveraging blockchain that enables organizations around the world to raise funding for urban forest conservation.

Conservation groups, primarily non-profits, are planting billions of trees to combat climate change. In the United States alone, over 130 million acres of trees are in urban forests.

Plants Map users document and map trees recording the ecological benefits that trees bring to a community, city or country. These benefits when expressed monetarily are typically three times the annual cost of maintaining a tree, but they are rarely recorded on a balance sheet.

Plants Map is creating non-fungible tokens on the Ethereum blockchain to represent these asset values. Once created, tree tokens can then be offered for sale by a conservation group as a new means of fundraising. A smart contract includes a commission to Plants Map each time tokens are bought and sold.

Corporations can use purchased tokens to demonstrate assets needed to gain carbon offsets or tax credits. Tokens can also be purchased as an investment. Many supporters will buy tokens simply to support their community urban forest.

Trees capture CO<sub>2</sub>. They intercept rainfall. Trees improve air quality and if they are near a structure, they save on energy costs as well. Tree tokens represent these ecological benefits. Plants Map is integrating a new API from the US Forest Service to calculate these ecological benefits and display on each tree page. A token can be updated throughout the lifespan of a tree.

Plants Map is using token creation and management software from Poseidon Group, a Switzerland-based company and leading blockchain infrastructure provider. Our development partner and a Plants Map investor, Miratech Group is a global IT services company with particular expertise in financial technology.

This product is slated to launch in mid-Q4 2019. Plants Map is actively seeking investors in a new funding round to build the team that will market and support this new product.

Since 2014, Plants Map has been creating interactive, mobile-friendly plant tags and signs that connect people and organizations with plants to a robust suite of online tools allowing them to catalog, display and map their collections, record growing notes and share photos and cultivation information using a smartphone, tablet or computer.

Public gardens, universities, individuals, municipalities, corporations, urban farms, urban foresters, landscape companies, garden clubs, national and state parks, plant nurseries and retail garden centers are among our 7300+ users and customers.

**Value Proposition**

**RadiateBuzz's** advanced AI sales platform, **JustSoldIt (JSIt)**, intelligently matches salespeople working on an opportunity to just the right internal team members to gain experience, expertise, and knowhow. The metrics born of JustSoldIt yield a host of new analytics unavailable with any other tool, that enable the identification of emerging trends, best practices, and alerts management to the need for interventions. Key to this process is JSIt's *patent pending* data analysis and matching algorithms, the drivers of our AI engine. When the company's knowledge flows unimpeded, on-demand, the odds of winning improve by 21%.

**Company Background:** The co-founders, have spent their careers in sales and marketing and know full well that existing sales tools are inadequate. We set out to change that dynamic with a revolutionary service aimed at disrupting accepted approaches. In 2017, we completed our conceptual market surveys, specified our unique service, hired a development team and built JSIt, filing patents on elements of our data processing. We are now in the active sales and marketing stage of our Company's evolution.

**Leadership Team: Linda Broenniman, President/CEO:** 30+ years building high growth technology companies. Recently took a life science company from \$5M to a successful exit over \$1B. **Dan Frumkin**, Co-Founder, has proven track record within start-ups, is an innovator, and has 24 years' experience leading sales and marketing teams. **Srini Iyengar**, CTO, has 18 years of expertise architecting cloud-based applications and solutions driven by big data, primarily in the CRM and PRM domain.

**Products/Services: JSIt** is a powerful AI sales platform that identifies knowledge, experience, and skill sets within the enterprise, matching team members so they can collaborate and win more business. Smartphone, tablet or on the desktop, JSIt is always available to address sales challenges. With the tracking of activity and connections, JSIt also yields a host of management metrics and analytics for improved decision making. Reps and managers are never without the collaborative support of the entire organization at their moment of need.

**Technologies/Special Know-How:** Our *patent pending* AI platform works behind the scenes, monitoring field sales activity. The platform automatically transforms data and tags opportunities, selling teams, closed deals and the resources used. Our processing makes this intelligence discoverable, and our specialized matching algorithms assures ideal rep-to-rep matches every time, enabling internal skill sets and enterprise expertise to be found on-demand.

**Market:** The market for sales technology is over \$66B and growing at a rate of 13%-19%. We are targeting B2B selling organizations with over 100 sales reps in selected industry sectors. Over 60,000 companies fit our criteria.

**Distribution Channels:** Direct selling initially to demonstrate an ROI. Thereafter, a mixed model of direct and channels sales (Salesforce AppExchange, Platinum and Silver Partners, sell-with strategy).

**Competition:** Our competitive "neighborhood" includes collaboration solutions (e.g. Jive, Slack, Chatter), knowledge sharing, corporate wikis, intranets (e.g. Bloomfire, Slab), and content management (e.g. Seismic, Highspot, Qvidian). JSIt stands alone; it is better, faster, less expensive, and more effective. A fully automated service, it does not require clients to enter data, resulting in a lower total cost of ownership.

**Financial Projections (000's): (Subscription Models Based on Seats)**

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	514	3,110	12,072	34,223	75,000
EBIT	(964)	(4,186)	(3,180)	235	14,931

**Quick Facts**

**Website: RadiateBuzz.com**

**Headquarters Office:**  
1420 Spring Hill Road, Suite 600, McLean, VA 22102

**Industry:** Software (SaaS)  
**Domain:** Sales Technology Tools, B2B

**Bank:** Sun Trust  
**Law Firm:** Murphy & McGonigle  
**Patent Estate:** Dickinson Wright

**Number of Employees:** 3  
**Leadership Team:**

- **Linda Broenniman**  
*Co-Founder President/CEO*  
LindaB@Piedmontgrp.com
- **Dan Frumkin**  
*Co-Founder, Product Development*  
DanFrumkin@RadiateBuzz.com
- **Srini Iyengar**  
*CTO*  
SIyengar@RadiateBuzz.com

**Financing Sought:** \$1M

**Current Investors:**  
Personal Funds, ~\$400K invested

**Use of Funds:** Product rollout, sales, marketing and branding



Transforming K-12 school operations, in the cloud.

### Contact Information

Mark Ruiters  
Founder & CEO  
267 Kentlands Blvd, #2034  
Gaithersburg, MD 20878  
[mark@schoolpass.com](mailto:mark@schoolpass.com)  
[www.schoolpass.com](http://www.schoolpass.com)  
240-731-7315

**Consolidating school safety, student attendance and parent engagement into one connected platform**

**Industry:** EdTech (K-12)

**Number of Employees:** 14

**Development Stage:**  
Revenue

**Amount of Financing Sought**

\$5MM (Series A)

**Use of Funds**

65% Sales & Marketing  
20% Customer Success  
5% Product

► **BUSINESS DESCRIPTION:** SchoolPass is helping K-12 schools deal with today's unprecedented safety threats and operational demands. Staff, teachers, and parents are frustrated with the accuracy and the manual process of reporting attendance and dismissal schedules/changes. Vehicles are constantly driving onto and off campuses without authorization or insight into why heightens safety concerns.

- **THE SOLUTION:** The SchoolPass offering includes:
- Campus safety by scanning license plates and toll tags (like E-ZPass™) of all ingress/egress points - threats can be detected, alerts sent, campus access controlled, and dismissal carlines can even be automated;
  - Real-time attendance data from the time students arrive on campus to the time they board a bus, start after-school events, or picked up in carline;
  - Increased parent engagement to manage and track student arrival, attendance, and dismissal schedules as well as activity sign-ups;
  - Dismissal Automation by announcing parent arrival in classrooms, bus boarding, activity attendance, and walker sign-out;
  - Robust APIs including direct integration with top Student Information Systems.

► **INTELLECTUAL PROPERTY:** US patent 9,836,901 protects the core arrival and dismissal methods specifically related to K-12 student using RFID toll tags and license plates. Also, over the last 10 years, our work with K-12 schools included the development of 7 integrated modules and proprietary integrations with the top Student Information Systems.

► **COMPETITION:** Our competition is based at the module level. [Raptor](#) is a well-known, legacy Visitor Management solution with limited integration support and minimal K-12 focus; [Pikmykid](#) provides a simplistic carline dismissal app with a limited feature set and minimal SIS integration support.

► **BUSINESS MODEL:** Our team (currently 2 SDRs and 2 SEs) sells 3 year contracts directly to customers. We expect to continue to grow this channel and support it through ecosystem relationships with key SIS partners – many of

whom we have existing relationships including Blackbaud, PowerSchool, Senior Systems, and Veracross. The yearly subscription cost is \$12,200/school. individual modules are also available: Visitor Management=\$2,400/year, Attendance/Dismissal Management=\$5,400/year, and the full License Plate (ALPR) platform=\$11,800/year.

► **MARKET:** Based on school data from the Institute of Education Sciences (IES), there are >128,000 K-12 schools in the US (98,000 are public and 30,000 are private). This represents an \$2B per year opportunity. Other verticals and international markets add even more upside.

► **COMPANY BACKGROUND:** Based in the Washington DC area, the company started in January 2018 and currently has 14 employees supporting over 100 schools in 21 states covering more than 70,000 parents/drivers, 40,000 students, and 4,800 school staff/teachers. These schools are 75% private/independent schools; 15% charter schools, and 10% public schools. To date, product revenue and the founders have supported operations.

► **MANAGEMENT:** Mark Ruiters (Founder & CEO) – 20+ years enterprise software experience, IBM, Blackboard, Omnitrac. Dan Francis (Product). Trent Button (Engineering). Vlady Tintchev (Sales), Melissa Twibell (Customer Success).

► **REVENUE PROJECTIONS:** 2019: \$1.5M | 2020: \$4.2M | 2021: \$9M



# truss

Truss is a leading online marketplace to help business owners find, tour, and lease space. Our tech-enabled platform help you find the right space for the best price in record time.

We help businesses find direct and coworking office, industrial, and retail space with more than 300 million square feet available and counting. Our technology enables business owners to find the right space confidently by comparing spaces in our marketplace. Truss also offers dedicated brokers who act as the point person throughout the seamless process.

Plus, we are the only platform to offer price transparency for small business owners, which means we're the only site to compare pricing on traditional office space and coworking space.

The result? You have the best information and a straightforward way to efficiently lease space you can call home. Truss technology eliminates inefficiencies by centralizing features and functionality within a user-friendly platform. By answering a few questions (none of which require having an understanding of commercial real estate terms like square feet), small business owners instantly get personalized, accurate listings. Our 3D Virtual Tours let users narrow their search before they decide to set up an in-person tour. Once they do decide to set up an in-person tour, they can schedule it online.

Small business owners aren't the only ones to benefit from Truss technology. The traditional commercial real estate leasing process involves brokers finding listings and details like pricing for their clients. Truss technology and detailed listings eliminates that step.

Truss is free to use when listing properties and subleases. Truss brokers vet all users before reaching out to landlords or property managers. Our 3D virtual tours let users see spaces before they decide to book an in-person tour, which means we are able to bring better leads to landlords and property brokers.

Here are a few metrics. Over 10,000 small business owners have used our platform since our launch in 2017. Truss helps users lease 60% faster than the average leasing time of non-technical commercial real estate channels. Over 50% of our users book a tour within 24 hours of starting their search, and the average user tours less than five spaces before signing a lease.

**Presenter: Senior Vice President - Tom Fuge. [tfuge@truss.co](mailto:tfuge@truss.co)**

# TRUST SCIENCE<sup>o</sup>

*Patented Credit Bureau 2.0™—Sift Prime out of Subprime.  
Smarter decision-support than Multi-Billion\$ CRA's  
(CRA's are Equifax, TransUnion, Experian and FICO)*

**Investor-Advisors:** Facebook's ex-CFO, 17 YPOer's, NYSE ex-CEO, the CFO of a top-10 global bank based in New York, ex-CIO of FICO. Immediately-former Chairman & CEO of \$1 Trillion (AUA) Manulife. Extremely deep & cohesive management bench.

**Award: "Smartest Startup"** in our go-to-market, high-fit sector of making lending decisions to the underbanked. Also **"Red Herring North American 100" winner.**

**First:** Attack **global** TAM of \$>1 Trillion, of which \$1B is in N.Am.

**Trust Science is "post"-Revenue (as of Q4'18)**

Fix \$402 Bil./yr of poorly-placed **US** loans Subprime

**Later:** Score \$1 Trillion/yr of loans in **US Prime** & **global Subprime**

**Plan B:** Adjacent verticals—Insurance, eCommerce & Dating.

These do not yet have intelligent, off-the-shelf scoring

**Plan C:** Keep AI-based scores in-house, raise \$1 Billion, and become a challenger bank. Lend using our Six°Scores.

**Comparable:** Airbnb acquired T.Sci's only real competitor (which had 1 patent) 20 mo's ago. eCommerce vertical.

**31 patents granted in 12 countries**

**Potent weapons:** A patent lawsuit filed by T.Sci. in U.S. Federal Court forced a direct competitor to stop Trust Scoring Nov. '18

**SEEKING NOW:**

**I) Six- or Seven-figure passive equity investments in T.Sci.**  
**Preferably from strategic HNW & U-HNW individuals**

Use of funds mainly for Mktg & Sales + Customer Success.

US\$ 4.50/share Rolling closes started March 29 '19

**II) Introductions to CEOs of early-adopter B2B customers**  
i.e. **Lenders** to un-banked, underserved





**Value Proposition**

VideoKall is a telemedicine platform vendor and operator supporting medical providers offering healthcare services to patients in convenient locations wherever they live, work, travel, go to school or shop. The platform has lower capital and operating costs than other clinics for providers to treat patients with acute minor illness and injury. These savings will be passed to their patients with lower prices. Also, providers can enjoy an added profitable revenue stream from the services offered over the platform. The patients are served by unmanned micro-clinics providing convenient and sanitized access. On-site indoor and outdoor or mobile micro-clinics are connected by mainly fiber and/or satellite connections.

**Challenges & Opportunities:** Healthcare access has been historically inconvenient, and large numbers of low acuity cases are being treated in high cost settings. VideoKall invented an indispensable, patented technology that enables low-cost, high quality, medical services.

**Market Positioning:** VideoKall’s mission is to support call centers at hospitals, clinics or physician groups using our patient units to deliver virtual, on-demand service in one stop. VideoKall’s vision is to integrate access to care into patients’ daily routines and improve the overall health of a population. The revenue in our niche will be generated within an existing and growing addressable equipment market of \$26B. VideoKall’s direct sales prospects include medical providers, retail, education, senior living, and other high-need locations such as farms and truck stops. For indirect sales, our prospects include distributors, joint ventures and strategic partners. VideoKall has no direct competition for guided telehealth where vital signs are read directly by medical staff and the booth is sanitized between patients.

**Intellectual Property:** VideoKall has proprietary hardware and software technology to operate over satellite and includes two patents awarded and three pending.

**Business Model:** Three main revenue streams from sale/lease of equipment, recurring maintenance for equipment, and recurring revenue stream from patient visits.

**Solution Description:** Our integrated prototype platform is comprised of a fully equipped booth and call center hub which have been developed over 6+ years. The new software is 80% coded and tested, the new stethoscope seatback is being tested, and the remainder will be completed in 6 months. The Beta platform will be trialed by a provider & senior living facility.

**Financials:** VideoKall is seeking \$1.2M in additional seed funds (Year 1: convertible notes) to build & test Beta + \$8M in Series A funding (Year 2: equity) to trial and rapidly scale our US verticals. VideoKall’s conservative financial projections call for us to become a highly profitable company over a 5-year period, with \$225M+ revenue and \$70M+ EBITDA by way of 73 full-time equivalent employees, 9 medical providers and 2554 booth locations.

**Leadership Team:** Our founders and leadership team have started and sold companies. Our shareholders include doctors, partners and advisors. Our CMO is the ex-CMO of CVS clinics.

**Traction:** VideoKall has a customer LOI, two patents and 3 patents pending, trial software almost completed, and trusted business partners including CyByte and Wenger Corp., and prospectively, Harbor Design & Manufacturing, and Hughes Network Systems.

**Exit Strategy:** VideoKall has identified options for getting acquired as early as Year 2 Break-even {value of \$11+ M} by those in: healthcare services, pharmaceuticals, retail chains, and private equity; or public offering (IPO) in year 4. The expected value in year 4 is \$100+ M.

**Quick Facts**

**Website:**

www.videokall.com

**Launched:** 9/2010

**Corporate Registration:**

Georgia C Corp

**Headquarters Office:**

8300 Burdette Road  
Bethesda, MD 20817

**Industry:** Health IT

**Domain:** Software Solution on integrated platform

**Category:** Retail healthcare

**Number of Employees:** 5

**Law Firm:** Shulman, Rogers

**Bank:** First National Bank

**Auditor:** Citrin Cooperman

**Financing Sought:**

Seed: \$1.2 million

Series A: \$8M 4Q-2020

**Use of Seed Funds:**

Complete upgrade from Prototype (Alpha) to a Beta

**Use of Series A Funds:**

Early market trials, build the business

**Key Team Members**

CEO: C. Nahabedian

CFO: Tosh Pruno

Chmn. & Ch. Mktg. Officer:

V. Waterson

CTO: David Sturgess

Ch. Med. Advisor.: Dr. N.

Gagliano

Medical Strategy Advisor:

Dr. Marc Miller

# PARTNERS



## CAPITAL ONE FINANCIAL CORPORATION

Capital One Financial Corporation ([www.capitalone.com](http://www.capitalone.com)) is a financial holding company whose subsidiaries, which include Capital One, N.A., and Capital One Bank (USA), N.A., had \$254.5 billion in deposits and \$373.6 billion in total assets as of June 30, 2019. Headquartered in McLean, Virginia, Capital One offers a broad spectrum of financial products and services to consumers, small businesses and commercial clients through a variety of channels. Capital One, N.A. has branches located primarily in New York, Louisiana, Texas, Maryland, Virginia, New Jersey and the District of Columbia.

A Fortune 500 company, Capital One trades on the New York Stock Exchange under the symbol "COF" and is included in the S&P 100 index.



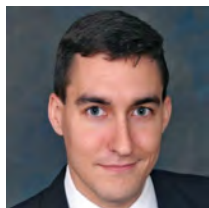
## NORTHERN VIRGINIA CHAMBER OF COMMERCE

The Northern Virginia Chamber of Commerce (Northern Virginia Chamber), the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community. To learn more about the Northern Virginia Chamber, please visit <http://www.novachamber.org> and follow the Northern Virginia Chamber on Twitter: @NOVACHamber



## 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.

## NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success.

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, M&A, litigation, commercial real estate, landlord-tenant, commercial development, securities, tax, intellectual property, immigration, telecommunications and bankruptcy/debt restructuring. The firm also offers robust personal services such as residential closings and trust and estate



# PARTNERS

planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at [ShulmanRogers.com](http://ShulmanRogers.com).



## **ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS**

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. “Anthony has had a tremendous impact on the success of my company since we were in the startup phase,” says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. “He has not only provided sound and creative legal support but has also served as a key business advisor throughout the growth of my company.” Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. Anthony has worked closely with a range of angel and institutional investors and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, ed tech, fintech and health care. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban Us, a seed stage VC firm. Contact Anthony at [amillin@shulmanrogers.com](mailto:amillin@shulmanrogers.com).

## **CORDIA PARTNERS**

Cordia is a professional services company with a robust platform designed to support organizations through every stage of business growth. We are a leading provider of outsourced accounting, technology consulting, executive search, recruiting & staffing, and technical accounting services in the Washington, DC Metropolitan region. Our team of experts has more than 20 years of deep accounting, finance, contracts, human resources, and recruiting expertise enabling us to support businesses in various industries including, commercial, not-for-profit, government contracting, technology, professional services, hospitality, real estate and more. Learn more about our executive search, and recruiting & staffing solutions at [www.cordiaresources.com](http://www.cordiaresources.com), our technical accounting services at [www.cordiatas.com](http://www.cordiatas.com), and our consulting and outsourced accounting solutions at [www.cordiapartners.com](http://www.cordiapartners.com).

## **DONALD OLINGER, PARTNER, CORDIA PARTNERS**

Donald is a Partner in Cordia Partners, a leading provider of business advisory, finance and accounting, recruiting and staffing services in the Washington, DC metropolitan region. Don joined Cordia in August 2014 to help grow the Cordia Search operations and to provide CFO consulting and advisory services to Cordia's clients primarily in the real estate, hospitality, technology and professional services industries.

Don has over 30 years of professional experience, including nearly 20 years as a leading hotel and real estate industry financial executive. He served as CFO and Corporate Controller of two of the nation's largest publicly owned hotel Real Estate Investment Trusts (REITs). His experience has included numerous capital market transactions, and several major corporate restructurings in addition to establishing and building several highly successful accounting and finance organizations. He has deep knowledge regarding capital raising (including IPO's), financial reporting, effective organization structures, budgeting and forecasting, strategic planning and governance. He has industry experience with companies in the hospitality, real estate, government contracting, telecommunications and technology industries, among others.

Don's prior experience includes having served as Corporate Controller at Host Hotels and Resorts, the largest hotel REIT in the nation. Don also served as CFO of MeriStar Hospitality; a NYSE listed hotel REIT through its sale to a fund of The Blackstone Group. He has also served as a hotel/real estate industry consultant on a variety of issues and CFO of several privately held, private equity-backed companies. Don began his career as an audit senior manager with Deloitte, focused heavily on audit and advisory services to the aerospace and defense and telecommunications industries. Don has served as a leader for a number of organizations and currently serves as President of the National Association of Real Estate Companies (NAREC) and as Vice Chairman (formerly Chairman) of the Advisory Board of the McIntire School of Commerce at the University of Virginia. Don and his wife reside in Montgomery County, MD.



# ATTENDEES

## SPEAKERS

First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
Ian	Joseph	Senior Vice President	Capital One Bank
Julie	Coons	President & CEO	Northern Virginia Chamber of Commerce

## PRESENTERS

First	Last	Title	Company
<b>Africa Investment Tours</b>			
Andrew	Berkowitz	Chief Development Officer	Africa Investment Tours
<b>Angelink</b>			
Gerry	Poirier	Founder & CEO	Angelink
Rick	Buckingham	Advisor	Angelink
Grace	Huntington	Intern	Angelink
Ann Marie	Huntington	Intern	Angelink
<b>ARInspect</b>			
Vivek	Mehta	Co-Founder & CEO	ARInspect
Mark	Yurkewecz	Customer Success Executive	ARInspect
Sundeeep	Sanghavi	Founder & Managing Partner	DX.Partners
David	Jack	Founder & Managing Partner	DX.Partners
Hemang	Sanghavi	Founder & Managing Partner	DX.Partners
<b>Community Data Platforms</b>			
Alan	Worden	Founder & CEO	Community Data Platforms
Victoria	Powers	Founder & CTO	Community Data Platforms
Ash	Asanti	Dats Scientist	Community Data Platforms
<b>Corsha</b>			
Chris	Simkins	CEO & Co-Founder	Corsha
Anusha	Iyer	CTO & Co-Founder	Corsha
<b>Databuoy Corporation</b>			
Nicholas	Jones	Chief Sales Officer	Databuoy Corporation
Kathleen	Griggs	CEO	Databuoy Corporation
Dr. Janos	Sallai	Chief Technology Officer	Databuoy Corporation
<b>Everix Optical Filters</b>			
Hooman	Banaei	CEO & Founder	Everix Optical Filters
Blaire	Martin	Director of Finance	Everix Optical Filters
<b>Firebot</b>			
Mark	Baldino	CEO	Firebot
Link	Lynn	Marketing	Firebot
Pat	Donnelly	Sales	Firebot
<b>Hue.Ai</b>			
Justin	Fong	CEO	Hue.Ai
Alan	Glazier	Investor/Advisor	Hue.Ai
<b>iCE Neurosystems</b>			
Allen	Waziri, MD	CEO & Co-Founder	iCE Neurosystems
Laith	Altaweel MD	Co-Founder	iCE Neurosystems
Juliana	Buonanno	CEO & Co-Founder	TechSlice, LLC
<b>Kelly Klee Private Insurance</b>			
Jon	Kelly	CEO	Kelly Klee Private Insurance
Bob	Klee	President	Kelly Klee Private Insurance
Chad	DiPrince	CMO	Kelly Klee Private Insurance

**PRESENTERS**

First	Last	Title	Company
<b>Moterum Technologies</b>			
David	Huizenga	CEO	Moterum Technologies, Inc.
Manoj	Agawala	President	Moterum Technologies, Inc.
Douglas	Goldstein	CGO	Moterum Technologies, Inc.
Timothy	Ovington	CRO	Moterum Technologies, Inc.
<b>NativeAg</b>			
Frank	Pica	President & Co-Founder	NativeAg
Joyce	Hunter	Advisor	NativeAg
Alex	Lukens	Head of Product & Engineering	NativeAg
<b>Onclave</b>			
Glen	Gulyas	CEO	Onclave
Marianne	Meins	President	Onclave
Jim	Taylor	CTO	Onclave
<b>Oodles Deals and Events</b>			
Jeffrey	Schvimer	Partner & Chief Financial Officer	Oodles Deals and Events
Chuck	Schilke	Director, Real Estate Executive Education Program	George Washington University
<b>Plants Map, Inc.</b>			
Bill	Blevins	Founder & CEO	Plants Map, Inc.
Maureen	Loftus	Manager, Partner Engagement	Miratech
<b>RadiateBuzz Inc.</b>			
Linda	Broenniman	Co-Founder, President & CEO	RadiateBuzz Inc.
Dan	Frumkin	Co-Founder, CSO	RadiateBuzz Inc.
Edward	Broenniman	Board Chairman	RadiateBuzz Inc.
Randy	Cochran	Advisor	RadiateBuzz Inc.
<b>SchoolPass</b>			
Mark	Ruiters	Founder	SchoolPass
Johnny	Helenek	Sales Lead	SchoolPass
<b>Truss</b>			
Tom	Fuge	Senior Vice President	Truss
Ayrton	Travina	Event Marketing Specialist	Truss
Cam	Kostyack	Associate Broker	Truss
<b>Trust Science</b>			
Evan	Chrapko	Founder, Chairman & CEO	Trust Science
Chris	LaBruna	Chief Revenue Officer	Trust Science
<b>VideoKall</b>			
Charlie	Nahabedian	CEO	VideoKall
Arnold	Meyers	Partner	Link, LLC
Wolfgang	Wagner	Partner	Link, LLC
John	White	Owner & Principal Consultant	JLW Communications LLC

**ATTENDEES**

First	Last	Title	Company
Ricardo	Abella	Event Volunteer	CONNECTpreneur
Steve	Abramowitz	CEO	CEO Boardrooms
Fredric	Abramson	Founder & CEO	Digital Nutrition
Sean	Adler	Grad Student and Day Trader	Johns Hopkins
Imran	Aftab	CEO	10Pearls
Pallavi	Agarwal	President	Kander
Jitn	Ahuja	Business Development	USSeek.com
Sterling	Ainsworth	Founder	Intufo
Satya	Akula	CEO & President	Amyx
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Donald	Alley	Managing Partner	Medical Exercise Trainers

First	Last	Title	Company
Walt	Anderson	Director	AVEALTO
Spencer	Anderson	Associate	Wilson Sonsini Goodrich & Rosati PC
Oscar	Araya	CEO	HydraLogix
Yi	Arnold	COO	Theradaptive, Inc.
Derek	Auito	Partner	Dentons
Larry	Austin	Director	Starwalker LLC
Rod	Azama	Director	The Chancellor Group
John	Backus	Managing Partner	PROOF.VC
Salem	Bagami	Managing Director	Worldwide Ventures Network
Don	Baker	Chief Funding Guide	Funding Trek
VJ	Bala	Investor	NextGen Venture Partners
Bob	Balcerzak	Angel Investor	
Donald	Barrick	CFO	RTMS Technologies LLC
Ed	Barrientos	CEO	Brazen Technologies
Shalyn	Bartelt	Director, Events	Northern Virginia Chamber of Commerce
Guy	Barth	CEO	Ziberty Inc.
Angelo	Baskaran	Investor	Dingman Center Angels
Michael	Beirne	Managing Partner	TAG - Vetted Capital
Greg	Belanger	President	DeepLook
Everett	Bellamy	Adjunct Professor of Law	Georgetown University Law Center
Karen	Ben-Shlaush	Vice President - Wealth Mgmt	UBS Financial Services Inc
Kathy	Benson	CEO	ORI
Amiel	Bent	General Partner	DC Inclusive Innovation Fund
Rohit	Bhayana	CEO	Infocepts, Inc.
Mona	Birchfield	CFO	CLA
Mike	Bishop	Investor	
Shelly	Blake-Plock	President & CEO	Yet Analytics, Inc.
Matthew	Boehm	CEO	PrefTech
Maurice	Boissiere	Chief Customer Officer	DataTribe
Dominic	Boles	Managing Member	DH Partners
Hal	Boles	Senior Advisor	DH Partners
John	Boozer	Co-Founder	EcoCaters
Bill	Boyle	Chairman of the Board & Angel Investor	Dingman Center Angels
Mary	Brady	Executive Director	The Economic Club of Washington, D.C.
Sue	Branner	COO	Medicare Portal
Steve	Britt	Partner, Cyber & Privacy	Berenzweiglaw Leonard LLP
Hank	Brown	Financial Advisor	Merrill Lynch
John P.	Brown		
Peter	Buchanan	Managing Partner	NewPlan, LLC
Mark	Bulkeley	Managing Director	Dean Capital Investments
Anthony	Burchard	Chief Growth Officer	American eSports
Shelia	Burgess	CEO	Intufo
John	Burke	Managing Partner	PROOF.VC
Shanan	Burman	Co-Founder	EcoCaters
Tony	Cancelosi	President & CEO	Columbia Lighthouse for the Blind
Debra	Cancro	Founder & CEO	VoiceVibes, inc.
Marc	Caposino	CEO	FuseLab Creative
Nadia	Carlsten	Investor	NextGen Venture Partners
Rose	Carter	Sr. Advisor	Early Light Ventures
Alex	Castelli	Investor	Dingman Center Angels
Barb	Chan	Founder	Koolooks
Wayne	Chen	Chief Technologist Strategic Innovation	Booz Allen Hamilton
Zhaohui	Chen		
Sumanth	Chepuri	President & CEO	Global Datasec
Brent	Chism	CEO	TaroWorks LLC
Geetanjali	Choori	CEO	Energy Guru
Derek	Coburn	Co-Founder & CEO	Cadre
Melanie	Coburn	Co-Founder & Partner	Cadre
Allyson	Cochran	VP, Sales & Marketing	Silverback Strategies, Inc.
Dan	Coffing	President	Cloudentity.com
Robert	Cohen	Member	Glass Jacobson
Robert	Colorina	Director	American Industrial Acquisition Corp.

First	Last	Title	Company
Jim	Condon	Managing Partner	The CC Group
Krista	Conley	CEO	Rouva Health
Jerry	Connolly	Managing Director and Investor	Carofin
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Christine	Copple	CEO	Starise Ventures
John	Cosgrove	CEO & Co-Founder	EcoCaters
Judy	Costello	Managing Director, Economic Development	BioHealth Innovation, Inc.
Scott	Cotter		Crier Media Group
Dean	Coulopoulos	Financial Consultant	Valhalla Partners
Dan	Cowens	CEO / Founder	Snag-A-Slip
Mike	Cromwell	Managing Director	Outcome Capital
Jessica	Crytzer	COO	HyperQube
Michael	Curry	President, CEO & Founder	PARATUSEC
Jade	Dai	Partner	Interprise Partners
Thomas	Dale	General Counsel	Rolls-Royce North America
Tom	Dann	Chief Investment Officer	Cellphire
Brian	Darmody	CEO	Association of University Research Parks
Randy	Davis	CEO	DynAgility
Holly	DeArmond	Managing Director	UMD Dingman Center for Entrepreneurship
Caitlin	Deerin	Student	Dartmouth
Dennis	Defensor	President	Defensor Dynamics
Thanasis	Dellistathis	Managing Partner	PROOF.VC
Micky	Dent	Product Manager	Dent Education
Brien	Desilets	CEO	Claret Consulting
Taylor	Devine	Founder & Managing Partner	The CDI Group
Aayushree	Dhakar	Event Volunteer	CONNECTpreneur
Saurabh	Dharia	CEO	SearchRidge
Fred	Diamond	CEO	IES
Sam	Diener	Managing Partner	Early Light Ventures
James	Dill	President	The Virginia College Fund
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Ellie	Djavadkhani	President	Kanvas Enterprises Inc.
David	Dolton	Consultant	Dolton Partners
John	Domenick	Tax Partner	EY
Spencer	Domolky	Associate	CIT GAP Funds
Pat	Donnelly	Sales	Firebot
Ollen	Douglass	Managing Director	Motley Fool Ventures
Rich	Dredge	CEO	Thumbraise
Douglas	Duenkel	Chief Operating Officer	Knight Point Systems
Tom	Durrer	SVP Commercial Banker	Atlantic Union Bank
Tom	Dyballa	Founder & President	Exprentis
William	Dyess	Managing Partner	Dyess Capital Partners
Lars	Dyruud	Sr VP	EagleView Technologies
Gary	Edmonds	Investor	
Sophia	Edwards	Founder & CEO	SharpEDG, LLC
Lynda	Ellis	Owner, President & CEO	Capitol Concierge
Chris	Eng	Senior Associate	Sands Capital Ventures
Wes	Epton	Audit Partner	EY
Mark	Esposito	Growth Markets	EY
Herb	Ezrin	CEO and President	Potomac Business Group
Mohid	Farazi	Founder & CEO	Yaylo Inc.
Deborah	Fell	Partner & CMO	Chief Outsiders
Gonzalo	Fernandez Castro	Managing Director	Latin American Private Equity
Shavini	Fernando	Founder & CEO	OxiWear
Heather Louise	Finch	Director Business Development	LAC Group
Elana	Fine	Chief Operating Officer	VWG Wealth Management
Ken	Fischer	Chief Innovation Officer	Atigro
Adam	Fischman	Investor	NextGen Venture Partners
Chip	FitzGerald	Director of Asset Management	FitzGerald Properties
Ric	Fleisher	COO	UpsideDoor
Patrick	Flynn	Owner & General Manager	Patrick's Pet Care

First	Last	Title	Company
Jed	Fochtman	President	Capital Advisors LLC
Adam	Foldenauer	Senior Account Executive	Impact Makers
Natalie	Foley	CEO	Peer Insight
David	Foos	President	Massive Dynamics Lab
William	Fork	Partner	Pillsbury Winthrop Shaw Pittman
Ryan	Forsythe	Founder	Qlipt
Diana	Foster	Event Volunteer	CONNECTpreneur
Lisa	Friedlander	Business Development Manager	NEXT, Powered by Shulman Rogers
Kelvin	Fu	Vice President	Interprise Partners
Richard	Fu		
Jeff	Furst	Investor	Dingman Center Angels
Dylla	Gali	Investor	
Scott	Garber	Managing Partner	Early Light Ventures
Elan	Gefen	Investor Services	Carta
Simran	Gera	Event Volunteer	CONNECTpreneur
Brett	Gibson	Managing Partner & Co-Founder	NextGen Venture Partners
Mark	Gilbert	Private Investor	
Frank	Glover	Lead Director Seed Investment Fund	TEDCO
Thomas	Godin	COO	Gorove/Slade Associates
Vinod	Goel	President	Centerline Biomedical
Pablo	Gonzalez-Iglesias	Co-Founder & CEO	vendi
Rick	Gordon	Director	Inova Personalized Health Accelerator
Ellen	Grady	Counsel	Pillsbury Winthrop Shaw Pittman LLP
Jennifer	Graham Andrews	Vice President Marketing	Kastle Systems
Gregory	Grant	Attorney	Shulman, Rogers, Gandal, Pordy & Ecker
Tyler	Gray	Principal	Gray Street Solutions
Ray	Greenstreet	CEO/President	Greenstreet Growers
Joe	Greeves	Managing Partner	Cordia Resources
Ingar	Grev	CEO	The Strategy Tank
Matthew	Grieb	Financial Advisor for Entrepreneurs	Raymond James
Arvin	Grover		Washington Creek Capital
Ewa	Grzybowska	VP Analytics & Operations	Resolvian
Sameer	Gulati	Chief Product Officer	Spree Commerce
Ajay	Gupta	CEO	Health Solutions Research
Neal	Gupta	Managing Partner	KiwiVentures
Jeff	Guzy	Business Consultant	Grace McLain Capital
Mark	Haas	Board Chairman & Co-Founder	Association for Enterprise Growth
Kurt	Hailstock	Founder & CEO	My Trainer GPS LLC
Ryan	Halpin	Senior Manager	RSM
Edward	Hamilton	SVP	Valuation Research Corp.
Brian	Han	Senior Manager	KOTRA
Jason	Hanny	Co-Founder	Pet Connect
Kristine	Harjes	Investment Officer	Motley Fool Ventures
Edgar	Harrell	Managing Partner	Harrell Capital Partners
PJ	Harris	Co-Founder	TOTEM
Aydin	Harston	Intellectual Property Attorney	Rothwell Figg
Alden	Hart	Founder	Ten Mile Square
Timothy	Hart	Investor	
Simon	Hartley	Advisor	RunSafe Security & Mach 37
Ken	Harvey	Marketing Associate	Fellows Financial Group
Tony	Harvin	Vice President of Marketing Strategy	Young Marketing Consulting
Chris	Haug	Founder & CEO	Startup Grind
Jeff	Hausfeld	Chairman of the Board and CMO	BioFactura Inc.
Corey	Hawk	Managing Director	Corstone Capital
Chris	Headrick	Principal Consultant	Christopher L Headrick LLC
Michael	Healy	CEO	New Columbia Solar
Michel	Heitstuman	VP Operations	FraudLens.com
Deborah	Hemingway	Investor	Dingman Center Angels
Jonathan	Higgins	Organizer, Chief Banking Officer	Founders Bank
Laura	Hill	Event Volunteer	CONNECTpreneur
Julie	Hilzenrath	Founder	Career Me Up
John	Holaday	CEO	DisposeRX



First	Last	Title	Company
Douglas	Holly	Principal	Eagle Management Group
Ben	Holmes	CEO	Nanochon
Laszlo	Horvath	President & Founder	ActiveMedia
Jeff	Houle	Partner and Angel Investor	DLA Piper
Jody	Hoyos	Senior Vice President	Prevent Cancer Foundation
Kevin	Hsu	Platform Engineer	U.S. Dept. of Health and Human Services
Alex	Hughes	Event Volunteer	CONNECTpreneur
Dwight	Hunt	President & CEO	B3 Group Inc.
Henry	Hunter	CEO	INCIDR, Inc
Joyce	Hunter	CEO	Vulcan Enterprises LLC
Pamela	Hyatt	Event Volunteer	CONNECTpreneur
Sarah	Iranpour	Founder	PerSoN Clinic
Doug	Jackson	President & CEO	Sioneer
Shane	Jackson	Owner & Entrepreneur	Knowledge Rhino
Gloria	Jacobovitz	Investor	Baltimore Angels
Pete	Janke	Principal	The Seneca Group
Jerry	Jasinowski	Business Consultant	
Demi	Jiang	CEO	Pivot Path Solutions
Hubin	Jiang	CEO	WIOWISE
C. Alex	Johnson	Owner	Owl Light Media
Woodrow	Jones	Co-Founder	TaDaah, LLC
Jiemin	Jordan	CEO	Decisive Investments
Alfred	Jordan	Advisor	Akacia Digital
Leslie	Jump	Founder & CEO	DifferentFunds
Phillip	Jung	Director	Maryland Venture Fund
Kashyap	Kabaria	COO and CoFounder	marGenius
Tanveer	Kathawalla	Investor	NextGen Venture Partners
Mark	Kay	President	BlockSafe Technologies, Inc.
John	Keeling	Venture Partner	Motley Fool Ventures
James	Keeratisakdawong	SVP Venture Banking	Pacific Western Bank
Libba	Keith	Director	The McLean Group
Jonathan	Kelly	CEO	Kelly Klee Inc
John	Kennington	Partner	KPM
Tim	Keough	CEO	Upside Games
Joe	Kessler	Managing Partner	Next-Stage Development Group
Robert	Keuroglian	President & CEO	Sentrien Systems
Gina	Kim	Event Volunteer	Capital One
Neil	Kleinberg	Founder & CEO	DiliVer
Paul	Klick	Managing Director	The McLean Group
Michael	Knapp	CEO & Co-Founder	SkillsSmart
James	Knupfer	CEO	miself
Martin	Koev	Relationship Manager	LocalVest
Sotti	Koev	Investor Group Partnerships	LocalVest
Tom	Kohn	Professor & Executive-in-Residence	American University
Joshua	Konowe	Founder & Head Strategist	Konowe & Associates
Shalav	Kumar	Co-Founder	uvsity.com
Felix	Kushnir	Corporate Lawyer	NEXT, Powered by Shulman Rogers
Lisa	La Bonte	Founder and CEO	Arab Youth Venture
Michael	Labriola	Partner	Wilson Sonsini Goodrich & Rosati PC
Alan	Langelli	Partner	Aronson LLC
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Chris	Lee	CEO	Cloud Age Solutions
Dan	Lee	Founder & CEO	Dentuit Imaging LLC
Mike	Leffer	Principal	Squadra Ventures
Basile	Lemba	Executive Producer	Breakfast Club & EXPOs
Mike	Leurdijk	VP, Portfolio Analysis	In-Q-Tel
Marissa	Levin	Co-Founder	Successful Culture International
Chih-Hsiang	Li	Executive Director	CCACC
Robert	Liles	Managing Partner	Exclusion Screening
Katherine	Liola	Founder & CEO	Concentric Private Wealth
Xiaonao	Liu	CEO	NanoBioFab
Gary	Loberg	Managing Director	Mameluke Ventures

First	Last	Title	Company
Tyrone	Logan	CEO & Co-Founder	Obsidian Solutions Group LLC
Cheryl	Lohman	CEO & Founder	MedApptic, LLC
Bob	London	CEO	Chief Listening Officers
Lawrence	London	President	Balex Technologies
Jim	Long	Managing Director	VentureCross Partners
Brad	Love	CEO	Kang Capital
Gil	Lovett	COO	Sherpas Cyber Security Group
Jet	Lu	Deputy CIO	City of Baltimore
Tessa	Lucero-Bennett	CPA	Ryan & Wetmore, PC
Dennis	Lucey	Vice President	TKC Global
Michael	Luciani	Investor	NextGen Venture Partners
Jackie	Luo	Vice President	AssetWorks USA
Carolyn	Lynch	Founder, CEO	Mixolo, Inc.
Tony	Ma	CEO & Founder	Benten Technologies, Inc.
Tai	Mai	Event Volunteer	CONNECTpreneur
Manish	Malhotra	CEO	Unissant
Sean	Mallon	Associate VP, Entrepreneurship & Innovation	George Mason University
Mike	Malloy	Program Director	Halcyon Incubator
David	Mamiye	CEO	Union Society Hair Care
Chris	Manansala	CEO	Tagalogpro Outsourcing Solutions
Paul	Mandell	CEO	Consero Group
Jatin	Maniar	CEO & Founder	Singular Key
Ghazenfer	Mansoor	CEO & Founder	Technology Rivers
Ira	Marcus	Principal/Director of Strategic Development	
Matt	Marsden	Vice President	Focused Image
Blaire	Martin	Director of Finance	Everix Optical Filters
Josh	Massey	Co-Founder & COO	Ortus Academy
TJ	Master	Senior Business Counselor	Mason SBDC
Brendan	Mathews	Vice President	Motley Fool Ventures
Sunil	Mathews	CEO	Noviah Technology Corp.
Will	McCoy	CEO	Tourzey
Tom	McFadyen	CEO & Founder	McFadyen Digital
C. Thomas	McMillen	President & CEO	LEAD1 Association
Ted	Mekonnen	Co-Founder & CEO	Everyincome, Inc.
Steve	Meltzer	Partner	Pillsbury Winthrop Shaw Pittman LLP
David	Menachery	Vice President	Goldman Sachs
Wesley	Merritt	Client Services	UBS
Jomy	Methipara	Member	Dickinson Wright
Loretta	Metzger	Sr. Vice President	Verasolve
David	Meyers	Founder & CEO	Media Associates, Inc.
Edwin	Miller	President & CEO	Astreya
Anthony	Millin	Partner	NEXT, Powered by Shulman Rogers
Patricia	Mir	Director of Business Development	Edsol Communications
Mark	Miraglia	Business Development	MD Department of Commerce
Dr. Reza	Mirali	CEO	Cowork Medical
Rigg	Mohler	CFO	Hovlink
Sumedha	Mongia	Chief Physician Executive	Health360 Inc
Joshua	Montgomery	Investor	NextGen Venture Partners
Jim	Moore	CEO	Washington Institute
Mark	Moore	Co-Founder & Chairman	InnerScope Hearing Technologies
Matthew	Moore	CEO & Co-Founder	InnerScope Hearing Technologies
Sheryl	Moriarty	Managing Director	BDO USA
Michael	Mozer	Director	Carta
Aike	Müller	Founder & CEO	Keezel
David	Naffis	CEO	Remixd
Silvana	Nani	Director	Tellson Securities
Victor Cora	Nazario	COO	SOAR Community Network
Will	Nelson	Intern	DX.Partners
Katie	Nesbitt	CEO	KN Communications
Ben	Nguyen	CMIO	Pragmatics Inc.
Nam	Nguyen	President	International Geriatric Radiotherapy Group
Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC

First	Last	Title	Company
John	Nolan	Partner	TechCXO
Bob	Norberg	Chief Marketing Officer	Cloud Age Solutions
John	Norce	President	Medicare Portal
Hector	Ocasio	Founder & CEO	Pet Connect
Kelsey	Ocasio-Christian	Chief Financial Officer	Caelus Partners
Angie	O'Grady	Partner & COO	StellaPop Consulting
Curtis	O'Keefe	President & CEO	Communique Conferencing, Inc.
Donald	Olinger	Partner	Cordia Resources
Hakan	Ozsancak	Director of Communications	Washington Institute
Protik	Paal	CEO	Curbdrive
Michael	Paparella	CRO	Keezel
Mark	Paris	Co-Founder & CEO	Perl Street, Inc.
Jean-Luc	Park	Founding Partner	Ferrum Capital
Sunny	Patel	Customer Implementation Manager	ARInspect
John	Peeler	Private Investor	
Ram	Peruvemba	CMO	Health Solutions Research
James	Peterson	Small Business Outreach Coordinator	Baltimore City
David	Petr	President & CEO	Montgomery County Economic Dev Corp
Steve	Petruzzo	President & CEO	GreenTec-USA
Minh-Quan	Pham	Investor	Dingman Center Angels
Mali	Phonpadith	CEO	SOAR Community Network
Frank	Pica	CEO	Native Agtech Inc
Patricia	Pilia	VP, Finance/Admin	Intufo
Aprile	Pilon	CEO	Empower Telehealth, Inc.
Suniti	Ponkshe	Partner	Newport, LLC
Paul	Poto	Founder/COO	BizBtr.com
Corinne Marie	Pouliquen	Partner	Berenato & White, LLC
Joe	Punaro	President	IronArch Technology
Rob	Quartel	Chairman & CEO	NTELX
Phillip	Quat	Partner	Rimon Law
Ali	Qureshi	COO	NuAxis Innovations
Harley	Radin	Private Investor	
Pramod	Raheja	CEO	Airgility, Inc.
Joy	Rains	Founder	Key Seminars, Inc.
Simon	Rakoff	General Partner	Fortify Ventures
Kovilvenni	Ramaswamy	Founder & CTO	Health360 Inc
Michael	Ravenscroft	Venture Advisor	CIT GAP Funds
Laura	Redini Aragon	Event Volunteer	CONNECTpreneur
Jeff	Reid	Founding Director	Georgetown Entrepreneurship Initiative
Robert	Reiver	President	Dulles Golf Center & Sports Park
Silvio	Renzi	Executive VP	Zephyr
Andrew	Richman	Product Management - Strategy	WolfPack Systems, Inc
Gene	Riechers	Senior Advisor	Sands Capital
Mike	Riemer	Entrepreneur in Residence	ABJJ Digital + IIoT Labs
Manny	Rivera	President & CEO	RiVidium, Inc.
Norman	Rogers	CBO	American Gene Technologies
Carizza	Rosales	Manager Programs & Councils	Northern Virginia Chamber of Commerce
David	Rosenberg	CEO & Founder	BudgetReferee
Anne	Rosenblum	Business Dev & Capital Attraction Mgr	Fairfax County EDA
Larry	Rosenfeld	CEO	Sage Communications
Richard	Rothstein	CMO	Clarity Practice Management
Marco	Rubin		CIT GAP Funds
Rick	Rudman	CEO	Curbio
Rob	Runett	Vice President	Motley Fool Ventures
Sarah	Rush	Co-Founder	Technology & Research Inst. of Delaware
Wolf	Ruzicka	Chairman	EastBanc Technologies
Daniel	Ryan	Principal, Portfolio Manager	Alikos Wealth Management
Vineet	Sachdev	Founder & CEO	EndoVigilant
Tom	Sadowski	Vice Chancellor for Economic Development	University System of Maryland
David	Samuels	CFO	DrFirst, Inc
Kyle	Sanders	Senior Sales Executive	Kaiser Permanente
Avinash	Sanghavi	Intern	ARInspect

First	Last	Title	Company
Jeff	Santos	Operations Director	CLA
Liz	Sara	Investor	Dingman Center Angels
Ellen	Savage	VP, Membership	Consumer Technology Association
Akin	Sawyer	Managing Director	Feleman
Chad	Scarborough	Founder & CEO	The JET
Victoria	Schaar	Manager, Events	Northern Virginia Chamber of Commerce
Justine	Schaffner	Chief Business Development Officer	Washington Institute
James	Schenck	President & CEO	PenFed Credit Union
Alan	Schlaifer	President	Wharton Club of Washington, DC
Eric	Schmidt	CEO	EventBank
Judy	Schramm	CEO	ProResource, Inc.
Jennifer	Schretter	Partner	PROOF.VC
Steve	Schwadron	COO	DeepLook
Scott	Schwartz	Partner	Manatt Phelps & Phillips
Samantha	Scott	Founder & CEO	JuneBrain
Scott	Semple	COO	Dynamic Integrated Services
Mario	Shaffer	Principal	H.I.G. Capital   WhiteHorse Capital
David	Shedd	Investor	Reveal Data
Kurt	Shenk	Investor	Dingman Center Angels
Jake	Shipley	CEO	SchoolDuels
Rajendra	Shrestha	Founder	Office Abroad
Ashok	Siddhanti	Partner	EnDyna Inc
Smita	Siddhanti	President	EnDyna
Dustin	Siggins	CEO	Proven Media Solutions
Sanjee	Singla	Founder	Automatic Technologies
Wayne	Singley	Founder	Trimdata Corp
Anna	Skvortsova	Tax Partner	EY
Brett	Snyder	Founder	Knucklepuck
Norm	Snyder	Consultant	Aronson LLC
Binlu	Song	Event Volunteer	CONNECTpreneur
Stuart	Sorkin	Managing Member	The Business and Legal Advisors, LLC
James	Spargo	Senior Vice President	SPARGO, Inc.
Alexandra	Spellman	Owner	BITSY
Ajay	Srivastava	Investor	Dingman Center Angels
Stacy	Stathopoulos	Business Development Executive	Pillsbury Winthrop Shaw Pittman LLP
Joe	Statter	Managing Director	Evergreen Advisors
Kat	Stepanek	Analyst	Motley Fool Ventures
Manu	Stephen	CEO	Inventr
Gisele	Stolz	Director Mason Business Incubator	George Mason University
Oron	Strauss	Chairman	Pantheon
Todd	Stump	President	NewsFlex
Tony	Surak	Chief Marketing Officer	DataTribe
Calvin	Sze	Event Volunteer	CONNECTpreneur
Susanne	Talebian	Director of Operations	Cowork Medical
Larry	Tamarkin	President & CEO	CytImmune
Russell	Terrell	President & CEO	Skybot Labs
Michael	Thomas	Director	Inova Personalized Health Accelerator
Lilian	Ting	Principal	Select Venture Partners
Brian	Toll	Investor	NextGen Venture Partners
Elizabeth	Toumanios	Lead Asset Optimization	Washington Gas
Lauren	Trabert	Founder & Managing Director	LaCire
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Duyen	Truong	Vice President Public Relations	Sage Communications
Andy	Tucker	Partner	Nelson Mullins Riley & Scarborough
Kara	Tullman	Event Coordinator	Justworks
Chris	Tully	Chief Sales Officer	Sales Xceleration
Kriti	Upadhyaya	Finance Manager	Hue.Ai
Wian	van Blommestein	President	Ayoba-Yo
Joe	Van Cleve	CEO	Van Cleve & Associates, Inc.
Nick	van Terheyden, MD	Managing Director	Incremental Healthcare
Chris	VanArsdale	President & CEO	VNV Development
Aaron	Velky	CEO	Ortus Academy

First	Last	Title	Company
Kristin	Vozzo	Principal	Verasolve
Ben	Wagner	Investor	NextGen Venture Partners
Mark	Walsh	Managing Partner	Ruxton Ventures, LLC
Tonya	Walton	Manager of Operations	My Trainer GPS LLC
Cathy	Ware Partridge	Client Services Manager	Interstate Relocation Services
Neil	Wasserman	Adjunct Professor	George Washington University
Alan	Wei	CEO	TOTEM
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Ezra	Weinblatt	Senior Vice President	CBRE
Tom	Weithman	Managing Director	CIT GAP Funds
Lawrence	West		RiVidium, Inc.
Kirk	Westwood	Founder & CEO	Glass River Media
Matt	Whitaker	Managing Director, M&A	Quantive Advisors
Clair Marie	Wholean	CEO	Archneura
TJ	Wilkinson	Attorney	NEXT, Powered by Shulman Rogers
Jennifer	Williamson	Senior Director, Member Engagement	Northern Virginia Chamber of Commerce
David	Wilson	CEO	Franklin Advisory
Steve	Wiltse	Investor	GF, LLC
Alex	Witt	Investor	Baltimore Angels/Early Light Ventures
Mike	Wittenburg	Solutionist	The Center for Advancing Innovation
Doug	Wolfe	CEO	Blacklynx
Robert	Wood	CEO & Founder	SuperFd Performance Nutrition
Chris	Woods	Investor	NextGen Venture Partners
Robel	Worku	Business Development Specialist	Montgomery County Economic Dev Corp
Jay	Wright	Founder	10Q
Marcie	Wu	Owner	Edutech, LLC
Terri	Wyzkoski	Managing Director	VALOR Commercial Capital
Ruoting	Yang	Event Volunteer	CONNECTpreneur
Armando	Ygbuhay	President & CEO	HCI   integrated solutions
April	Young	Managing Director	Hercules Technology Growth Capital
Tim	Young	Founder & President	Young Marketing Consulting
Jeehye	Yun	CEO & Founder	RedShred
Adham	Yusupov	CEO	Ecology Mir Group
Joseph	Zaloom	President & Founder	E3 Analytics
Narges	Zamani	Chief Investment Officer	Pactolus Capital Partners
Devin	Zitelman	Director, Strategic Initiatives	Washington DC Economic Partnership

# THANK YOU TO OUR COACHES



**DAVID GIANNINI**  
CEO  
CirrusWorks



**GEORGE HONDROS**  
Director,  
Business Development  
BDO USA, LLP



**NEIL KLEINBERG**  
CEO  
DiliVer LLC



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



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
Founder & CEO  
Successful Culture International  
[@marissalevin](#)



**BOB LONDON**  
CEO, Founder & Chief Listener  
Chief Listening Officers  
[@londonink](#)



**MALI PHONPADITH**  
Founder & CEO  
SOAR Community Network



**MIKE RIEMER**  
Entrepreneur in Residence  
ABJJ Digital + IIoT Labs

# PARTNERS

