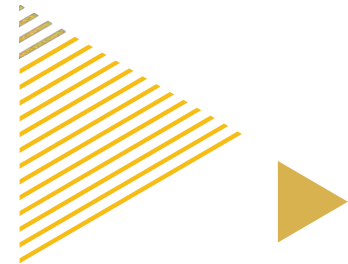


**INOVA**

**FAIRFAX, VA**

**JUNE 13, 2019**



# SCHEDULE

THURSDAY, JUNE 13, 2019

7:30-8:45am

REGISTRATION & NETWORKING

8:45-9:00am

WELCOME REMARKS

**S. TIEN WONG**, CEO, **Opus8, Inc.**  
**JULIE COONS**, PRESIDENT & CEO  
Northern Virginia Chamber of Commerce

9:00-9:40am

FIRESIDE CHAT  
WITH ROCKSTAR  
INVESTOR & CEO

**PETE JOBSE**  
MANAGING DIRECTOR  
**Inova Strategic  
Investments and Inova  
Personalized Health  
Accelerator**



9:40-10:40am

COMPANY SHOWCASE/  
ROCKET PITCH

**Alphyn Biologics** - Neal Koller  
**Radiate Buzz** - Linda Broenniman  
**Decipher Technology Studios** -  
Chris Holmes  
**GreenTec-USA** - Steve Petruzzo  
**Happy Mobility** - Hyunmin Lee  
**InnerScope Hearing Technologies** -  
Matthew Moore

**Nanochon** - Benjamin Holmes  
**Resolvian** - Tom Dybala  
**St. Teresa Medical** - Andrew Rock  
**SchoolDuels** - Jake Shipley  
**SingleParentPower** - Yurani Sandoval

10:40-11:30am

NETWORKING RECEPTION

# OUR SPEAKERS



## **PETE JOBSE, MANAGING DIRECTOR, INOVA STRATEGIC INVESTMENTS & INOVA PERSONALIZED HEALTH ACCELERATOR; FORMER PRESIDENT & CEO, CENTER for INNOVATIVE TECHNOLOGY**

Pete is a Managing Director of Inova Strategic Investments and the Inova Personalized Health Accelerator. He is responsible for leading Inova's innovation investing and development for companies that are transforming Inova and global health services.

Pete has been a corporate officer for publicly traded high technology companies, founder of a venture funded startup company and CEO of a non-profit innovation investment and consulting company. Prior to joining Inova Strategic Investment, Pete served as the CEO of the Center for Innovative Technology (CIT) where he created CIT's seed stage venture funds, a portfolio of three funds containing over 135 companies, CIT's research commercialization fund, a portfolio of 90 research investments and MACH37, the first cyber security accelerator.

Prior to CIT, he was Senior Vice President of ArcSight during company formation and product development. In 2008, ArcSight completed a successful initial public offering and was sold to Hewlett Packard for \$1.5 billion. Prior to ArcSight, Pete was COO of Condor Technology Solutions (CNDR), a web and e-business solutions provider acquired by CACI. Pete began his career at Electronic Data Systems (EDS), where he worked for 20 years. His last position at EDS was Vice President and General Manager, responsible for large-scale integration, software development, and outsourcing services for government clients. Pete has 36 years of experience in the technology industry with experience in all aspects of business operations, including market assessment, strategic planning, product development, sales, merger and acquisition, and operational delivery.

Mr. Jobse is a graduate of the Indiana University of Pennsylvania.



## **S. TIEN WONG, CEO, OPUS8, INC.**

Tien is Chairman and CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Tech 2000, a Northern Virginia based leader in technology training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

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 \$2+ billion in revenue as a division of Xerox. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest growing 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 on CRM and BPO topics. 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 (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, the Northern Virginia Chamber of Commerce, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.

## Successfully Treated MRSA Drug Resistant Skin Infection & Basal Cell Skin Cancer

### COMPANY DESCRIPTION

Alphyn Biologics, LLC (Alphyn) is advancing therapy for skin diseases with its AB-101 patent pending plant-derived **technology platform** that has over 270 compounds to target & cure diseases. The AB-101 technology therefore provides **multiple ways to attack each disease**, leading the way in **Multi-Targeted Therapeutics**. AB-101 initial products **solve** two of the largest medical challenges to human kind - **infectious skin diseases, including drug resistant infections, & skin cancer**.

### MANAGEMENT TEAM

Neal Koller – Chairman & CEO

President & CEO, Board of Directors for 6 life science businesses achieving milestones or exit; Sr. Exec. Wyeth Pharma

Steven Pentelnik – President

P&G Exec. responsible for \$1B early-stage technology portfolio & global manager of \$750M Beauty Care Products

Gary Pekoe, PhD - Chief Scientific Officer

Director multiple pharma/biotech product development programs (eg Bactroban)  
Founded strategic regulatory / clinical company focused on early stage innovations

Jazmyne Mink - Scientific Researcher

Center Director, Ailie Wellness Center

### SCIENCE ADVISORY BOARD

William Eaglstein, MD

Chair in Wound Healing, U. of Miami

James Zalla, MD

Asst. Professor, Dermatology, U. of Cincinnati  
Founder, Dermatology Associates Florence KY

Prof. Dr. med. Joachim Drevs

Adj. Professor, U. Clinic Freiburg, Germany  
Director, Unifontis Oncology Clinic, Sickte, Germany

Raza Aly, PhD, MPH

Professor Emeritus, Dermatology. Microbiology-Immunology, UCSF

Dennis P. West, PhD

Vincent W. Foglia Family Research Professor of Dermatology, Northwestern U.

David Hussong, PhD

Microbiology, FDA CDER (Retired)  
CTO, Eagle Analytic Services

Sousan Sheldon, PhD

Clinical Microbiology, Immunology, FDA CDER (Retired)

### FUNDING TO DATE

Founders \$ 850,000

### FINANCING SOUGHT

Preferred Convertible Note: \$ 3.5 million

### USE OF PROCEEDS

\$ 46,000	Clinical
\$ 599,500	Regulatory
\$ 544,500	R&D
\$ 470,200	Manufacturing
\$ 228,600	Business Development
\$1,786,100	G&A (IP, acct, legal, salaries, cnslt)

### PROBLEM

**Alphyn is initially addressing two skin disease segments that have important problems:**

- (1) Skin Infections, especially MRSA infections, are becoming increasingly resistant to current drugs
- (2) Skin Cancer in which current treatments are all painful & damage the skin

### SOLUTION

**Alphyn's AB-101 topical therapies work! Pilot human trials have successfully demonstrated:**

- Success in humans treating & eliminating MRSA drug resistant skin infections
- Success in humans treating & eliminating basal cell skin cancer

### AB-101 COMPETITIVE ADVANTAGES

Skin Infections	Skin Cancer
Reduced resistance	No pain
Direct site treatment	No scarring
No whole-body exposure	No disfigurement
Reduced side effects	Reduced side effects

• **Alphyn's AB-101 Plant-derived Technology Platform has Efficacy & Resistance Advantages:**

- **Greater efficacy** because Alphyn products are applied directly to diseased tissue
- **Greater efficacy & reduced resistance** (both bacteria & cancer cells) because multiple components & mechanisms provide many pathways to fight infection & cancer

### MARKET OPPORTUNITY

Alphyn's 1<sup>st</sup> product to launch targets the Skin Infection Market reported at **\$8 billion** with **81 million patients** worldwide. The first addressable segment is MRSA drug resistant skin infections, estimated at **\$1.3 billion** with **2.8 million patients** worldwide.

Alphyn's 2<sup>nd</sup> product to launch targets the Skin Cancer Market reported at **\$15 billion** with **25 million patients** worldwide. The first addressable segment is Basal Cell Skin Cancer, estimated at **\$11.7 billion** with **13 million patients** worldwide.

### MARKET PROTECTIONS

AB-101 platform has a multi-tiered strategy to protect its product pipeline	
• <b>2 patent applications filed</b>	• Strong <b>patent strategy &amp; pipeline</b> in place
• <b>Total 10-year FDA exclusivity:</b>	• <b>5-year FDA exclusivity</b> with FDA approval
	• <b>Additional 5-year FDA Exclusivity</b> with Qualified Infectious Disease Product designation
• <b>Botanical drug generics protection</b>	• Botanical drug <b>supplier lock-up</b>

### COMPETITION

Competitors in the MRSA segment are topical, oral & IV drugs. There **hasn't been a new topical drug for MRSA drug resistant infection in 30 years**. **MRSA is becoming resistant to many current drugs – clear need for Alphyn's product**. Competitors in the Basal Cell Skin Cancer segment are topical drugs, surgery & tissue destruction technologies all of which **are painful & damage skin** - Alphyn's product **solves**.

### REGULATORY PATH & ADVANTAGES

Alphyn's products follow FDA **Botanical drug & 505(b)(2) paths**, which are advantageous because they allow **50% faster, 50% lower cost to reach regulatory approval**. Alphyn's first product, a skin infectious disease drug, is expected to qualify for QIDP & fast track & priority review approvals.

### MANAGEMENT, REVENUE & LIQUIDITY

**Alphyn's management team has multiple successes bringing new life science products through regulatory approvals to exit**. Alphyn's **revenue & liquidity plan is 2-fold:**

- (1) Bring its drugs through Phase II clinical trial where investor exit return is historically highest
  - (2) Commercialize its forest asset for a continuous revenue stream
- Alphyn's multi-product pipeline & its forest asset maximizes investor returns while reducing risk.

### ACHIEVEMENTS

**Alphyn achieved critical business milestones in a short period of time, maximizes proprietary protection, enhancing exit opportunity & value:**

- 2 patent applications filed; forward patent plan in place
- Successfully treated MRSA in human pilot trial
- Successfully treated basal cell skin cancer in human pilot trial
- Started 35-patient pilot trial in skin cancer
- Effectiveness against multiple bacteria types demonstrated in initial bacteriology testing
- Completed proof of concept topical product formulation

**Value Proposition**

**RadiateBuzz’s** service **JustSoldIt (JSIt)** is an advanced AI sales platform that **matches** salespeople working on an opportunity to others within their organization who have ‘just sold it’, empowering reps to tap into the *collective mind of the enterprise*. Streamlined, fast and easy (think Waze), JustSoldIt connects sales reps to *human intelligence* (and resources), just the right internal team members to collaborate with, share experience, expertise, and knowhow resulting in improved close rates. Key to this process is JSIt’s *patent pending* data analysis and matching algorithms, the drivers of our AI engine. When enterprise knowledge flows unimpeded, on-demand, the odds of winning improve by 21%. Sales teams leverage internal knowledge to win more deals.

**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:** Morrison Foerster

**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



# Decipher Technology Studios

## Executive Summary

Join Decipher Technology Studios CEO | President Chris Holmes as he discusses Decipher's Grey Matter intelligent mesh platform for enterprise microservice, container, and hybrid cloud operations and management. Chris will discuss the origins of the Grey Matter platform, highlighting key features of the platform, provide a quick overview of the service mesh market, and provide a glimpse into key Decipher business metrics.

### About Grey Matter

Grey Matter is a pathway to enterprise modernization and cost control, providing interlacing service control, data management, and neural net functions designed to optimize enterprise distributed systems ROI and TCO. The platform delivers reliable secure network performance, service level management and business intelligence, resource control, automation, and cost efficiency for the enterprise.

Enterprises are rapidly adopting microservices frameworks. However, these decentralized systems are notoriously difficult to design, develop, and control, introducing deployment and operational management complexity on the network. Grey Matter liberates enterprise IT from these challenges, freeing CIOs, CTOs, and engineers to focus on improving their product and growing their business.

Grey Matter facilitates the management of distributed microservice workloads, controls network traffic, and smartly scales infrastructure to meet business demands. The capture of over 100 telemetry types powers onboard service level management and control. Our customers rely on Grey Matter's speed, security, and reliability for critical distributed cloud management and data discovery, storage, and global sharing requirements. An industrial AI software pathway to intent-based networking and AIOps, the platform is also designed to optimize enterprise network availability and performance through AI neural network analysis, enabling AIOps for contextual awareness and intelligent network monitoring.

The service mesh market is still emergent. The Banking, Financial Services, and Insurance (BFSI) industry is the most active market for service mesh and hybrid/multi-cloud management technology. However, Grey Matter's service mesh architecture, hybrid/multi-cloud insight and control, secure data content delivery network, and AI-enabled resource optimization capabilities are universally applicable to any enterprise-scale industry seeking modernization and network scalability.

Competition in the service mesh technology space is limited but likewise emerging. Istio is the most well-known open source service mesh platform. Grey Matter differentiates itself from Istio and similar technologies on the market through dedicated technical support, business intelligence-focused service level management, mesh observation, dedicated content delivery network capabilities, and network telemetry capture and analysis supporting neural network AI for in-depth network optimization and cost control.

### About Decipher Technology Studios

Decipher Technology Studios opened its doors in early 2015. Revenue has risen steadily each year, reaching \$10.5M in 2018. The company officially announced the first full 1.0 release of Grey Matter in February 2019. Decipher is a Red Hat partner and CNCF silver sponsor.

**Investment Opportunity:**  
\$4M Strategic Partnership

**Funding To Date:**  
\$2.1M Private

**Industries:**  
Cybersecurity  
Data Protection  
Cyber Insurance  
Secure Systems  
Edge & Fog Computing

**Intellectual Property:**  
Fourteen patents issued  
Additional patents pending  
Software Apps

**Products:**  
ForceField™  
CYBERdisk™  
WORMdisk™  
XTC-2200™

**Key Deployments:**  
ATF  
FBI  
DoE  
NASDAQ  
Exxon-Mobil  
Honeywell Aerospace  
Lawrence Livermore Labs  
Raytheon  
Alcatel-Lucent  
Washoe County  
State of Minnesota

**Background:** Innovative patented system and data cyber security, storage and processing applications with automatic secure data protection as data is written, ensuring both data integrity, and data confidentiality. Prevents data disclosure, sabotage, manipulation, deletion, Ransomware, insider threats and other malicious attacks. Developed for sensitive commercial organizations, financial institutions and government agencies. Validated by the DOJ and DISA. These technologies are the NIST SP 1800-11 standard for protection against Ransomware and other destructive events, have been penetration tested by large government defense contractors and are chain analytics certified. Scales from single disk drive, up to rack mounted data center and cloud solutions.

**ForceField™, CYBERdisks™ and WORMdisks™** protect data and systems by embedding patented security technologies at the lowest layer in the security stack, and cannot be bypassed or circumvented regardless of security credentials or operating systems used. Simple to use with standard operating systems, interfaces, data formats and applications. Data protection is immediate and automatic, with each data block being locked-down from manipulation disclosure “on-the-fly” as it is written. Impervious to system crashes, power outages and cyber-attacks that often cause data loss. As part of an estimated \$202-billion cyber products market, these products provide the last line of defense for protecting financial transactions, important records and documents, voting machines, firewall log files, email repositories, medical systems, digital evidence, regulatory compliance, blockchain transactions, cryptocurrency wallets and ledgers, endpoint security, system backups, data archives and other sensitive and critical files and data.

**The XTC-2200™** is a small, lightweight mobile technology providing edge-node processing and storage with applications such as remote video surveillance, analytics, fog computing, cybersecurity and video compression. One example benefit is use of the XTC-2200 to provide from 60% to 90% reduction in wireless bandwidth charges for video surveillance and back end video storage space requirements. Another example is the ability to perform advanced artificial intelligence (AI) analytics and data collection at the edge as an extension and augmentation to conventional cloud-based applications.

**Company/Management:** GreenTec’s seasoned management team has many years of developing innovative technology and establishing hi-tech start-up companies. Investment opportunity enables key sales, marketing and production team staffing.

**Intellectual Property:** Fourteen patents issued with additional patents pending for data integrity, data replication, modular re-configurable computers and storage systems and advanced secure file system architectures.

**Investment Objectives:** Products are production-ready and already deployed to commercial and government organizations. Capital used to ramp up marketing, sales, distribution and OEM licensing. Currently partnered with VARs in consumer and federal marketplace.

**Competition:** GreenTec’s key differentiator is that cyber protections are at the lowest layer in the security stack, within the disk drive, and are always protecting the disk regardless of operating system or access permissions. GreenTec’s technology protects system disks and data content. Competition in the enterprise and government market spaces include EMC and Netapps who produce very-expensive and complex software-based appliance solutions consisting of a server and software that protects the data from being modified. These appliances have been hacked and bypassed and you need the entire appliance in order to protect the data, as compared to GreenTec’s technology that is embedded within each disk wherever that disk goes. Competition in the consumer space includes malware anti-virus, and other software-based endpoint solutions that provide detection, whereas GreenTec technologies prevent malware, rather than simply detecting it.

**Financial Projections (\$Thousands)**

	2019	2020	2021	2022	2023
Revenue	\$800	\$1,800	\$4,500	\$15,000	\$36,000
EBITDA	\$400	\$900	\$1,900	\$7,870	\$17,600

## HAPPY MOBILITY Inc.

**Contact: Hyunmin Lee (HM)**

**Address:** 9122 Baltimore Ave, APT 4005, College Park, MD 20740 | **Phone:** 224-420-6866

**Email:** [hlee17@hmride.com](mailto:hlee17@hmride.com) | **Web Address:** [www.hmride.com](http://www.hmride.com)

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### Team:

**Hyunmin Lee**

(Founder President/CEO)

**Chris Giles** (Lead Engineer)

**William B. Chandler III**

(Legal Advisor)

**Marc Burchman** (Insurance Advisor)

**Ina Kovacheva** (Marketing & Design Advisor)

**Johnny Huynh** (UX Designer)

**Industry:** Ride-hailing, Auto insurance

**Bank:** Capital One Bank

**Law Firms:** WSGR

**Amount of Financing Sought:** \$1.5M

**Current Investors:** Bootstrapped

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

### Value Proposition

Happy Mobility is the convergence of ride-hailing and auto insurance. It stands out from our competitors because of the technology and the unique customer-driven services the company provides. The company cares about our drivers, customers, and stakeholders. We pride ourselves in providing fair and equal opportunities for drivers while maintaining excellent services to customers.

### Problem

Two giant companies, UBER and LYFT, have monopolized the ride hailing industry. Drivers and passengers are suffering from those companies' unfair policies. This includes the current competitors' poor insurance policies and high platform fees. The competitors' insurance does not cover drivers' vehicles during their work. Drivers do not drive safely, as well.

### Solution

HM's ride-hailing and artificial intelligence driven insurance platforms monitor driving habits by using cell phone sensors and determine a safety measurement for drivers. HM's goal is ultimately to combine ride hailing and insurance platforms. HM provides insurance for its drivers for all types of accidents that occur while driving at an affordable rate. This combined platform creates a safer and more comfortable experience for both drivers and passengers.

### Business Model

Happy Mobility will monetize through ride-hailing and auto insurance services. Our company will also monetize by giving drivers the option of displaying ads for local businesses on their vehicles while they are driving for Happy Mobility. Our company takes some of the profits and then shares a portion of the advertising profits with the drivers.

### Innovative Advantages of Happy Mobility

The integration of artificial intelligence based on safety monitoring and ride hailing platform is synergistic. Competitors have not done this. People resort to using ride-hailing services such as UBER and LYFT, taxi services, driving themselves, or using public transportation. Happy Mobility will also use VR technology to train drivers better.

**Market:** According to Goldman Sachs, the total market for gross revenues is over \$49.3 billion in 2018 and is likely to reach \$285 billion by 2030. The number of ride-hailing trips per year is \$5.5 billion in 2018 and is likely to reach \$35.4 billion by 2030.

**Distribution Channels:** B2C-- Direct selling initially to demonstrate an ROI. B2B-- Getting royalty by selling our safety sensor to other ride-hailing services.

### Competition

Our competition includes UBER, LYFT, Root Insurance, and Metromile. Happy Mobility has better, faster, more effective, and less expensive alternatives to ride-hailing and insurance.

### Financial Projections (\$Million): (Subscription Models Based on Rides and Plans)

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	9	18	54	180	540
EBIT	(1.0)	3.6	10.8	36	108



**A Fully Reporting Publicly Traded Company on OTCQB Exchange Offering Patented FDA Registered Affordable Premium Direct-to-Consumer Hearing Aids & Hearing Solutions to Disrupt \$10 Billion Dollar Industry Market Challenges**

There is approximately 48 Million Americans with a hearing impairment but only about 7 Million are using hearing aids which represents \$5+ Billion Dollars in the United States. Only five hearing aid manufacturers control 98% of the global Hearing Aid market which is currently at over \$10 Billion Dollars. Due to high cost and lack of accessibility of affordable hearing aids, an untapped market of over 41 Million potential customers in the U.S. alone and 1.2+ Billion people worldwide is WORTH Tens of Billions of Dollars in Untapped Market Potential Annually.

**Solution: InnerScope's Direct-to-Consumer Hearing Products**

InnerScope provides many affordable hearing health solutions for the hearing impaired including the latest technology in FDA-Registered hearing aids offered Directly to the Consumer at up to 85% less than competitive products through Company owned websites, major "Big Box" retailers and large eCommerce sales portals, such as Walmart.com, Sears.com, Kmart.com, Amazon.com and others. InnerScope also offers factory direct pricing with professional hearing evaluations and fittings through its brick and mortar retail locations.

**Market Size**

**Hearing Impaired (USA):** 48+ Million People  
**Market Penetration:** 15% (7 Million People)  
**Hearing Industry (USA):** \$5+ Billion Dollars  
**Hearing Industry Globally:** \$10+ Billion  
**Untapped Market:** 85% of Total Market (Worth Tens of Billions)

**Company Profile**

Hearing Aid Manufacturer / Direct-to-Consumer Retailer / Wholesaler / Developer of Hearing Products

**Website:** www.INND.com

**Founded:** 2006

**Public:** July 2016

**Headquarters:**

2151 Professional 2<sup>nd</sup> Floor  
 Roseville, CA. 95661

**Employees:** 19

**Ownership Team**

**Matthew Moore, Co-Founder, CEO**  
 3<sup>rd</sup> Generation in Hearing Industry  
 Email: Matthew@innd.com

**Mark Moore, Co-Founder, Chairman**  
 30+ Years in Hearing Industry  
 Email: Mark@innd.com

**Kim Moore, Co-Founder, CFO**  
 50+ Years in Hearing Industry  
 Email: Kim@innd.com

**Amount of Financing Sought:**  
 \$8M to \$14M

**Current Investors:** GS Capital & Eagle Equities Thru Convertible Notes into Common Stock

**Use of Funds:** Big Box Retail Distribution, Product Development & Deployment, Brick & Mortar 116 Location Expansion, NASDAQ Uplisting, Acquisition Targets

InnerScope's Revolutionary Products & USP

- Direct-to-Consumer Self-Fitting Hearing Aid Called **Nexus** with iOS & Android APP
  - Consumer NEVER has to Visit an Audiologist to get Hearing Aids
  - Tele-Health Feature: InnerScope's Audiologist can REMOTELY Program hearing devices anywhere in the world using the Cloud and APP.
- Multiple Patented Hearing Devices
  - Price Points from \$499 to \$2,500 ea (Gross Margins 67% to 92%+)
  - Compared to Competitors that Cost \$2,000 to \$6,000 ea
- Premium Hearing Health Products
  - Doctor Formulated Hearing, Tinnitus, Memory Nutritional Supplements
  - CBD Oil for Tinnitus & Meniere's Disease Suffers
- Doctor Performed Treatment for Tinnitus
  - Currently in 510K FDA Market Clearance Trial (Est. Dec 2019 Approval)
  - Seeking to have the FIRST & ONLY FDA Cleared Treatment for Tinnitus
  - Multiple Billion Dollar Untapped Market as the ONLY FDA Cleared Treatment

InnerScope's Omni-Channel Current Distribution

- Distribution Agreements (Direct Ship Vendor)
  - Walmart & Walmart.com
- Marketplace Agreements
  - Amazon; Sears; Kmart; NewEgg; Wish; & More
- Direct Response Campaigns
  - Deploying Infomercial with Kevin Harrington the creator of "As Seen On TV" and the Original Shark on ABC's Hit TV Show "Shark Tank"
- Corporate Owned Brick and Mortar Retail Stores
  - Currently (9) Operating in San Francisco Bay Area and Northern CA
    - (4) Additional Locations in Build out Phase will be completed by June 2019 & July 2019

InnerScope's Omni-Channel Distribution in Progress

- Distribution Agreements (Direct Ship Vendor)
  - CVS Pharmacy, Walgreens, Rite Aid, Target
- Direct Response Campaigns
  - QVC & HSN
- Corporate Owned Brick and Mortar Retail Stores
  - 116 Store Expansion Plan on the West Coast
    - Locations between Seattle to San Diego (4 Year Strategic Plan)
- "Store-in-Store" Concept within Big Box Retailers
  - InnerScope Owns, Operates, & Manages Independent Retail Hearing Centers Inside the Following Retailers: **Walmart, Walgreens, Rite Aid**

**4 Year Financial Projections (000's):**

Year	2019	2020	2021	2022
Revenue	\$5,326	\$27,299	\$95,191	\$198,244
EBITA	\$293	\$8,402	\$36,359	\$77,047
Price Per Share (EST.)	\$2	\$4	\$15	\$31



**Nanochon**

**CEO Ben Holmes**

Address 1317 Shepherd St NW Washington DC 20011

Website [www.nanochon.com](http://www.nanochon.com)

Phone 703.994.6099

Email [ben.holmes@nanochon.com](mailto:ben.holmes@nanochon.com)

**Management**

CEO Ben Holmes

CTO Nathan Castro

CMO Chris Cannova MD

Financial Lead Matthew Scherer

Product development lead John Rodriguez

General Counsel Matt Cunningham

**Industry** Medical Devices, Orthopedics

**Number of Employees** 6

**Bank** SunTrust

**Auditor** Alan Gordon, CPA

**Law Firm** Crowell and Moring, WSGR

**Amount of Financing Sought**

\$2.0 million

**Current Investors**

POSNA \$39,000

NSF \$275,000

WSGR \$25,000

F&F \$40,000

**Use of Funds**

First in human clinical trial

**Business Description:** Younger and more active patients are usually under 55 years old and need/want to return to work, sports, and other strenuous physical activities. The present scope of treatment offered by sports medicine include a variety of surgical techniques, graft procedures, cadaveric tissue and some high-end cell-based therapies. All of these treatments have significant drawbacks and complications, either with effectiveness, invasiveness or cost.

**Company Background:** Nanochon was founded in 2016 as a spin-out from the George Washington University Tissue Engineering lab. Nanochon went through the NSF's I-cops program in 2016, and since then has gotten a series of grants, seed capital and a phase I SBIR.

**Management:** Dr.s Holmes and Castro have experience in the 3D printing and cartilage repair. Matthew Scherer is the CFO of another medical device company that is currently negotiating an exit. Matt Cunningham is in house general counsel, with expertise in life sciences. John Rodriguez is a medical product development executive and previously worked for Cytori, a cartilage therapeutic. Dr. Chris Cannova is an orthopedic surgeon, with commercial expertise.

**Products/Services:** The device is a permanent implant based on 3D printing and a novel nano-structured, and a synthetic polymer. The device works by replacing lost or damaged cartilage immediately, while also initiating new tissue growth and healing long term. This provides two key benefits: (1) patients are able to have shorter, less involved and more successful recoveries and (2) have an effective treatment with longer life span. Additionally the device is low cost and can be packaged and stored at room temperature, it can be purchased as a commodity, used as needed and be easily reimbursed by payers.

**Technologies/Special Know-how:** The Nanochon device is a combination of novel 3D printed structures and a unique nano-material polymer. These combine to make a device which 1) has cartilage like properties 2) is flexible and durable to facilitate arthroscopy and

3) recruit stem cells in the body and then guide cartilage growth.

**Market:** Nanochon is focusing of treating young and active patients who are not candidates for joint replacement. Based on annual procedures in this patient population and projected reimbursement, Nanochon anticipates a \$1 billion target market. We will focus on sports medicine surgeons who own their own surgicenters as a market segment to hit first, since they see the highest volume of these patients and make purchasing decisions in the practice.

**Distribution Channels:** Nanochon's business model is a license of the product to a strategic partner, for marketing and sale. Any strategic acquirer would engage in manufacturer of the final product, direct sales of the product, and potentially sales through a 3rd party purchaser.

**Competition:** The market is dominated by strong industry presence from Arthrex, Inc., Zimmer Biomet Holdings, Inc. RTI Surgical, Inc., Johnson and Johnson, Smith and Nephews and Stryker. These companies have large manufacturing and sales channels, and established customers and reputations. Existing products include the Arthrex Cartiform, The Zimmer De Nono implant, and allograft tissue from RTI.

**Financial Projections:** (unaudited, dollars in thousands)

	2019	2020	2021	2022	2023	2024
<b>Funding</b>	\$1,750,000	\$1,000,000	\$6,250,000	\$156,250,000	N/A	
<b>EBIT</b>	0	0	0	\$150,000,000		



**Resolvian** is a collaborative AI solution that reduces cost and time of regulatory compliance and risk management.

Resolvian Cognitive Assistants support automatic decision making, so humans can concentrate on resolving more complex and challenging tasks. Resolvian is a generic modern stack Explainable AI technology designed for development, training, and continued use of Cognitive Assistants. The Resolvian platform is centered on the Knowledge Graph technology that supports a multi-strategy approach to problem resolution and machine learning. The Resolvian interface seamlessly integrates conversational style with point-and-click visuals. Users can interact with Resolvians via semi-natural language dialogs, get responses composed of structured data with natural language narratives, demand explanations of decision made, and provide feedback.

### **Problem and Opportunity**

Regulated enterprises must reduce time and costs of compliance and risk management. Constantly evolving regulations and risk exposures, exponentially increasing amounts of data, fragmented and evolving knowledge, and manual, error-prone, time and resource intensive processes are the major headaches of back office operations of regulated institutions. The problem is especially painful in the domain of Financial Crime and Risk Management, Anti-Money Laundering.

Robotic Process Automation and Machine Learning methodologies are trying to disrupt the current status quo, but have not delivered yet on their promise. Their better version, the Cognitive Assistant technology has the potential to make regulatory compliance and risk management processes more efficient and cost effective.

### **Cognitive Assistant Technology Solution: RESOLVIAN**

- Performs actions based on regulatory knowledge, policies, procedures, and best practice prescriptive and predictive models.
- Automates routine investigations of alerts and cases delivering up to 80% increase of efficiency.
- Inspects decisions made in terms of applicable regulatory drivers, objectives, and facts. Provides an audit trail.
- Allows users to provide feedback and contribute to decisions made by the reasoning engine.

### **Commercial Development**

Resolvian platform is ready to be released for a commercial use. It includes the following proprietary knowledge bases:

- Amy – can assist with Anti-Money Laundering, regulatory compliance, and financial fraud investigations.
- Rick- helps with regulatory and model risk management tasks.

Pending discussions with three Tier 1 firms for pilot deployments. Submitted proposal to EU for development of European versions of regulatory knowledge and risk management knowledge bases.

**Exprentis, Inc.** is professional services firm specializing in Financial Crime and Risk Management, Anti-Money Laundering analytics, and advanced R&D projects. Exprentis developed Resolvian using NSF grants and investing its own internal funds for the overall seed funding of \$2 M.

### **Intellectual Property**

Granted US patent.  
Resolvian domain names.  
Software license agreements.  
Contractually preserved knowledge capital derived from services projects.

### **Financing Sought**

\$3.5 M Series A funds.

### **Use of Proceeds**

Finance a variety of pilot projects with early adopters. Hire key sales and marketing executives. Conduct direct sales to Tier 1, T2, and T3 financial institutions. Develop reseller relationships with large system integrators. Enlarge presence in the European Union.

### **Management**

Tom Dybala, President, Founder  
Ewa Grzybowska, VP, Co-owner

### **Offices**

Fairfax, VA, USA  
Krakow, Poland, EU

### **Contact**

email: [info@resolvian.com](mailto:info@resolvian.com)  
website: [Resolvian.com](http://Resolvian.com)  
phone: 571.933.6086

[ewa.grzybowska@exprentis.com](mailto:ewa.grzybowska@exprentis.com)  
phone: 571.236.6502



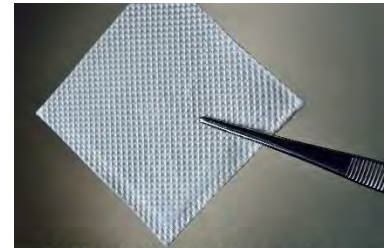
## OPPORTUNITY TO INVEST IN ST. TERESA MEDICAL:

### SOFT MATTER NANOTECHNOLOGY FIBERS FOR HEMOSTASIS AND BEYOND

St. Teresa Medical, Inc. (“STM” or “Company”), has developed proprietary technology that is the next generation of disruptive products to reduce hemorrhage (uncontrolled bleeding) in surgical procedures by combining biologic agents in a medical device. This solves the urgent unmet need of simultaneously: (1) eliminating bleeding without dressing swelling, (2) reducing post-operative fibrosis (scarring), (3) reducing the need for suturing, (4) eliminating operative site pre-closure removal, and (5) dissolving into a translucent clot permitting visualization of the intraoperative site. The company is poised to begin commercializing its medical devices once regulatory approval is received (Class III in the EU and combination device / biologic in USA).

The company’s fibrin hemostatic sealant dressings (SurgiClot®), using *CONTACT NANO-LIGATION™* technology, have been proven effective in two clinical trials in over 40 patients where hemostasis was required. Because STM doesn’t use foreign animal proteins or collagen, there are no legacy adverse immune responses, resulting in reduced inflammation.

The initial product launch will be for orthopedic and cardio-thoracic surgery on cut bone surfaces where instantaneous hemostasis and rapid healing are required for superior clinical outcomes. STM’s solution provides unique technology of cut-to-fit fibrin sealant dressings. Competitive solutions are plagued with a lack of innovation. The latest product was introduced in 2014, most use collagen or cellulose carriers that cause swelling and post-operative scarring. In addition, during delicate surgeries in and around neural elements, they must be removed prior to closing. Often, the result in incomplete hemostasis, more complications, impaired wound healing, increased risk of infection, and higher costs of care. STM devices are GMP manufactured in the USA.



**SurgiClot® Dressing**

STM has invested over \$27-million to develop its proprietary intellectual property, construct scalable pilot fabrication facilities, conduct human trials, and launch test sales in selected territories to evaluate product performance and appeal in the field.

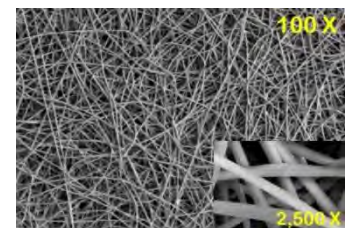
Investors in STM include more than 50 surgeons and medical professionals, many of whom have enthusiastically committed to multiple rounds of financing in recognition of the substantial unmet needs addressed by STM’s SurgiClot®.

**MARKET OVERVIEW** -- The global hemostasis market is estimated at over \$4.3 billion worldwide (with 10 million annual procedures), with one of the fastest growing segments being cancellous bone hemostasis - a \$1 billion market growing at a 5% CAGR. Market growth is driven by an increasing number of orthopedic, neurosurgery, and cardio-thoracic procedures.

Improved Clinical Outcomes: in routine use, it is anticipated SurgiClot will shorten surgical time, reduce the frequency of revision surgery and will reduce costs associated with surgical hemostasis.

**COMMERCIAL LAUNCH** -- Initial sales of SurgiClot are planned for international markets in Asia in 3Q 2019 and Europe, commencing after the issuance of the CE Mark in 3Q 2019. US sales will commence once FDA approval is in place, expected in 2020. Sales for the initial indications of SurgiClot are expected to exceed \$300-million by 2023 with gross margins of 70+%; additional indications with significant unmet demand are being considered for subsequent products including dural repair, vascular repair, trauma (1<sup>st</sup> responders & military), burn treatment, wound healing, prescription bandage targeting anti-coagulation patients and ultimately a consumer product.

**TECHNOLOGY** -- STM’s unique solution to fibrin sealant hemostasis is its *FASTCLOT®* technology consisting of proprietary electro-spun nano-fiber mats from USP grade dextran that are impregnated with freeze-dried human thrombin and fibrinogen clotting proteins. The manufacturing process layers the mats into dressings that are crimped, cut into various sizes, sterilized, and packaged. A engineering project to automate certain production processes driving down unit costs is in the planning stages. It will be implemented once financing is arranged.



**Dextran electro-spun nano-fibers**

**INTELLECTUAL PROPERTY** -- STM licensed the worldwide exclusive rights to the SurgiClot® technology from Virginia Commonwealth University. The primary U.S. patent, approved June 2016 and running through 2029, covers the use of electro-spun dextran, or any other sugar compound, which releases clotting proteins or any other therapeutic agents into a liquid. STM has 42 granted or allowed patents and has 34 patents pending. Current patents provide complete coverage in key geographies around the world.

**FINANCING SOUGHT** -- STM is seeking a \$25 million Mezzanine funding round (with a Bridge Financing entry vehicle for non-institutional investors) to begin commercialization in certain Asian and EU markets, automate manufacturing, begin its US clinical trial, and enhance its I.P. with a strategic acquisition in its supply chain. After receiving the CE Mark, STM intends to raise \$30 - 40 million, later in 2020 to expand European and begin US commercialization.

*For additional information or to schedule a discussion with STM management, please contact:*

**Andy Rock, Chairman & CEO** ([a.rock@stteresamedical.com](mailto:a.rock@stteresamedical.com)) - 410-303-5777

**Brian Jackson, CFO** ([b.jackson@stteresamedical.com](mailto:b.jackson@stteresamedical.com)) – 612-275-4318





*Introducing Micro Socialization to High School Sports.*

### **Overview**

SchoolDuels (SDI) connects high school sports communities through a forum that captures the digital conversation.

### **Problem**

If you've ever had a loved one play a high school sport, you know the trouble that goes in to staying up-to-date on the latest information. Schools and local media outlets don't have the resources to produce this information in a timely and efficient manner.

### **Solution**

SDI offers a micro social media software platform for high school sports. We are changing the way people consume content in this market.

### **Market Size**

There are over 16M high school students in the US. Well over 100M individuals are touched by high school sports, from players, parents, family, friends, coaches, school officials, and alumni.

### **Business Model & Financials**

Our baseline revenue comes from the freemium membership model and sponsors. We have several lucrative side streams of revenue: Hosting a used equipment marketplace to allow for buying, selling, and trading for members. We have an eCommerce platform where strategic partners use our space to sell directly to consumers. And we also provide schools and boosters a place to market their improvement and fundraising projects. We have licensed our API keys to allow a cost-effective way to sell our data. By Year 5, we project revenue of \$120M+ with EBITDA of \$50M+ with over 300 FTEs covering all 50 states.

### **Adoption Strategy**

We currently have a contract with the Maryland Public Secondary Schools Athletic Association that mandates Maryland public schools to deliver all scores and schedules from all sports to us at the end of every game. In the 2017-2018 school year, we had nearly 7,000,000 page views covering 190 public high schools. We have developed an expansion team to extend our geographic reach forming partnerships with new high school systems. Simultaneously, our development team is building the infrastructure and technology to host the influx of data and introduce automation workflows.

### **Competitors/Competitive Advantage**

Our biggest competitors in the high school sports media market are MaxPreps and USA Today High School Sports. We differentiate ourselves from these companies with our unique vision. We cover all sports at every level. Our platform is designed for the content to be provided by the users via social media communication techniques. This eliminates the costs needed to implore resources, mainly reporters and researchers, that would be providing such content. It also drives conversation and interaction about desirable topics that only the community itself would know to address.

### **Company:**

URL: [www.schoolduels.com](http://www.schoolduels.com)

Founded: December 2018

Employees: 9

### **Contact:**

Jake Shipley (443) 564-5686

[jake.shipley@schoolduels.com](mailto:jake.shipley@schoolduels.com)

8207 White Manor Rd.

Lutherville, MD 21093

### **Active Funding Round:**

Funding Stage: Seed

Debt: Convertible Note

Terms: 6% interest, 18 month maturity, \$9.95M Cap, 18% discount

Total previously invested: \$500,000

Total seeking: \$1.5M

### **Use of Funds:**

Finance purchase of subsidiary company. Hire key resources to support business growth including our management, engineering, marketing and sales teams. Complete our targeted product development milestones.

### **Leadership Team:**

John Steuart, Chairman

Jake Shipley, CEO

Jal Irani, CTO

Alla Leydiker, CFO

### **Milestones:**

- SchoolDuels, Inc. was formed November 27, 2018.
- We raised our first capital investment of \$500,000 on January 15, 2019.
- On February 25, 2019, we formalized a partnership with a media outlet, PressBox, to coordinate our sponsorship and advertisement sales.
- Purchasing of our subsidiary entity, County Sports Zone (CSZ), occurred March 4, 2019.
- Our target completion for the \$2M convertible note is mid-summer 2019.
- August 9, 2019 is our expected launch date for Version 1.0 of our application.





# SingleParentPower

*Making Single Parenting Easier*

## SingleParentPower Investor Executive Summary

Value Proposition	
<p>For single parents, SingleParentPower.(SPP) com provides a hyper-local social network and vertically integrated marketplace to locate affordable childcare, financial, nutritional, and other empowerment offerings, all to reduce the burden of raising children alone. While there are many products targeted at single parent needs, there is no single source to find these offerings or connect with other single parents locally.</p>	
Investor Highlights	Quick Facts
<p><b>Challenge &amp; Opportunity:</b> SPP will tap into a market of 12M+ single parent households in the United States that are limited in their ability to deal with child raising challenges, while 25 million children are living in single parent households, with 34% being under 18 years old. Children growing up in single-parent families typically do not have the same economic or human resources available as those growing up in two-parent families. Our customer, single parents, live in a multifaceted environment that requires unusually complex time management capabilities to securely obtain these critical services. Our market audience includes several types of single parents--widowed, divorced, unintended pregnancy, and single parent by adoption—all having at least one preschool to middle school child.</p>	<p><b>Website:</b> www.singleparentpower.com</p> <p><b>Launched:</b> June 2017</p> <p><b>Corporate Status:</b> Delaware LLC</p> <p><b>Headquarters Office:</b> 6425 14<sup>th</sup> Street, NW Washington, D.C. 240-413-2498</p> <p><b>Industry/Sub-Industry/ Domain/Software Category:</b> Information Technology/ Application Software/ Community &amp; Marketplace/ Single Parents Platform</p> <p><b>Law Firm:</b> McCarter &amp; English, LLP</p> <p><b>Executives:</b> Yurani Sandoval (Founder &amp; CEO) Jennifer Okuson (Program Director) Neil Kleinberg (Advisor Board Member)</p>
<p><b>Market Positioning:</b> According to the USDA, \$250B is spent annually on products for these children. Childcare costs in DC average \$2,597 per month, or \$31,158 per year. The DC/Metro area has 2nd-longest average commute in America. The market needs a multicultural community to support single parents by connecting them with each other and local businesses. Our mission is to become the only one-stop-shop for a bilingual, diverse, and inclusive online community for single parents in the area. Our long-term vision is to create a global, multicultural community to support and enable single parents to thrive.</p>	
<p><b>Intellectual Property:</b> The company maintains two trade secrets—the responsive code behind our calendar function and the algorithm we use to match users’ needs to available offerings. The company also protects all code produced through copyright laws.</p>	
<p><b>Solution Description:</b> SingleParentPower.com is calendar and GPS-based and natively viewable on all smart devices that connect users’ needs with the availability of other users, including options from local businesses. After validation, the company launched its MVP product in May 2019. For a small monthly fee, subscribers can use the calendar to input the date and time when they need something done, such as arranging for a babysitter, or when they are available to help other single parents, for example to give a student a ride home from school.</p>	
<p><b>Leadership Team:</b> SPP was launched in June 2017 as a Delaware LLC. Key members of our team include Yurani Sandoval (Founder &amp; CEO), Jennifer Okuson (Program Director), and Neil Kleinberg (Advisory Board Member).</p>	
<p><b>Traction:</b> To date, we have conducted preliminary market research on the following commercial for-profit companies and not-for-profit organizations—AGORA Partnership, MET Community US, Barwood, Colibrilife, WinWinParenting, SingleParentConference Montgomery College, and a variety of potential contractors for the educational classes and events.</p>	
<p><b>Business Model:</b> The company generates revenue through membership fees in a B2C model, and through advertising and sponsored content in a B2B model.</p>	
<p><b>Financials:</b> SPP’s financial projections call for \$22,443,010 revenue and \$5,967,156 EBITDA by Year 5. We are seeking a first seed round of \$250,000 in the form of a convertible note (valuation negotiable) to enhance our product; build a responsive, inbound digital marketing-savvy website; and to launch select marketing/sales initiatives.</p>	
<p><b>Exit Strategy:</b> After SPP gets traction through Year 3 as it executes its business plan, it will consider options for an M&amp;A transaction as part of its exit strategy, including a strategic acquisition, financial acquisition, or an initial public offering (IPO).</p>	

# OUR PARTNERS



## INOVA

Inova is Northern Virginia's leading nonprofit healthcare provider, employing more than 18,000 team members and serving more than 2 million individuals annually through an integrated network of hospitals, primary and specialty care practices, emergency and urgent care centers, outpatient services and destination institutes such as the Inova Heart and Vascular Institute, Inova Schar Cancer Institute and Inova Neuroscience and Spine Institute. Our mission is to provide world-class healthcare – every time, every touch – to each person in every community we have the privilege to serve. Founded in 1956 as the Fairfax Hospital Association, Inova has grown with its surrounding community and the region to provide a full spectrum of health services, including Northern Virginia's only Level 1 Trauma Center and Level 4 Neonatal Intensive Care Unit. Its hospitals have a total of 1,800 licensed beds.

Four of Inova's five hospitals have received five-star rankings from the Centers for Medicare and Medicaid Services; they are the only hospitals in the Washington, DC region to have earned the highest rating from the federal agency. To achieve its mission of providing world-class healthcare to a diverse community, Inova is home to prominent clinicians and scientists who drive innovation to improve patient care, prevent disease and promote wellness. More information and statistics about Inova can be found at [www.inova.org](http://www.inova.org).

## RICK GORDON, DIRECTOR, INOVA PERSONALIZED HEALTH ACCELERATOR

Rick is a Director of Inova Personalized Health Accelerator. He is responsible for identifying and investing in all IPHA companies and expediting their achievement of value creating milestones.



Rick is a proven leader with more than 25 years of experience in providing organizations with strategic growth direction. Prior to joining Inova, Rick served as founding managing partner of MACH37, a market centric cybersecurity accelerator supported by a community of hundreds of industry leaders who contributed to company development. During his tenure at Mach37, Rick led investments in 46 disruptive technology companies.

Prior to this role, Rick served as Vice President of Product Management at KEYW Corporation, COO of Lookingglass Cyber Solutions, Inc., Managing Director at The Civitas Group, CEO of Tovarix, and a technology investment banker at Bear, Stearns & Co. Rick served as a submarine officer in the U.S. Navy. He received his MBA from The Darden School at the University of Virginia and his BS in Engineering with Merit from the U.S. Naval Academy.

## MICHAEL THOMAS, DIRECTOR, INOVA PERSONALIZED HEALTH ACCELERATOR

A veteran med-tech CEO, Michael Thomas is an Investment Director for the Inova Health System. Prior to Inova, Michael was CEO of Appian Partners, an Annapolis, MD-based life sciences consulting practice. His med-tech experience spanned several early stage, growth stage, and turn-around ventures as CEO of Appian Partners, ReGear Life Sciences, NuSomnea, Tanzen Medical, Appian Medical, iSonea, and Sleep Solutions. He has raised over \$125 million in venture capital, private equity, public company, and angel funding for these startups. He has delivered shareholder returns ranging from 3x to 80x with three exits. Mr. Thomas was founder and CEO of Appian Medical, a digital health firm that developed an algorithm to diagnose Obstructive Sleep Apnea. Mr. Thomas spent 2.5 years as CEO of iSonea Ltd (ASX:ISN), a publicly traded global, asthma digital healthcare company. He raised \$25MM for iSonea and increased the company's market capitalization from \$4MM to \$250MM. He is a member of the Board of Directors for Circadiance. Earlier in his career, Thomas was CEO of Sleep Solutions, a VC-backed medical device manufacturer. He raised over \$50 million in VC funding. Prior to joining Sleep Solutions, Thomas was EVP of Sales and Marketing for National Sleep Technologies (NST), where he led acquisitions of more than 80 sleep labs, making NST the largest sleep testing company in the US. NST was later sold to a division of GE Medical. Earlier in his career, Thomas was Vice President of Sales at Patient InfoSystems (NASDAQ: PATI) and instrumental in taking that company public while delivering an 80 X return to shareholders. He began his career in sales and marketing at Merck and Glaxo. Thomas graduated from Cornell University with a degree in Microbiology.





## **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



## **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.



## **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.



## **BAKER TILLY VIRCHOW KRAUSE, LLP**

Baker Tilly Virchow Krause, LLP (Baker Tilly) is a leading advisory, tax and assurance firm whose specialized professionals guide clients through an ever-changing business world, helping them win now and anticipate tomorrow. Headquartered in Chicago, Baker Tilly, and its affiliated entities, have operations in North America, South America, Europe, Asia and Australia. Baker Tilly is an independent member of Baker Tilly International, a worldwide network of independent accounting and business advisory firms in 145 territories, with 34,700 professionals.

Baker Tilly's Transaction Advisory Services team brings a unique blend of experience, objectivity and creativity to each engagement. The transaction lifecycle and beyond – driving successful outcomes today, positioning you for tomorrow. Either as sellers, buyers, investors or lenders, you need solutions for transaction execution, value creation and protection. We serve as trusted partners and deliver results to our corporate, private equity and owner operators when the stakes are highest. Connect with us at [bakertilly.com](http://bakertilly.com)

## **FRANK J. WALKER, CPA, PARTNER BAKER TILLY VIRCHOW KRAUSE, LLP**

Frank Walker is a partner and East region leader of the transaction and financial advisory services practice for Baker Tilly. With more than 20 years of public accounting, industry (CFO) and consulting experience, Frank manages professionals in the DC, Philadelphia and NY metro areas providing transaction advisory and CFO support services. Baker Tilly's transaction services include financial and tax due diligence, quality of earnings, business valuations, seller preparation assistance, integration support, and structuring and negotiation in connection with mergers and acquisitions. The practice also serves the office of the CFO by providing interim management assistance, audit and accounting support, FP&A, and other special project assistance.

Frank started his career at an international accounting firm working in the audit and tax practices and also served as CFO for two businesses that he led through turnaround, growth, financing, acquisitions and eventual successful exits for shareholders. He has been with Baker Tilly since 2005. Frank has extensive experience providing financial and tax due diligence, quality of earnings, financial modeling, structuring and negotiation in connection with mergers and acquisitions, significant financing events and special situations. He has directly led or advised on several billion dollars in transactions in his career. He holds CPA, CFF and CVA certifications.

Frank is an active member of the Association for Corporate Growth, American Institute of Certified Public Accountants, and National Association of Certified Valuation Analysts. He is a frequent speaker on the topic of corporate growth, financing, acquisitions and accounting topics the Robert H. Smith School of Business at the University of Maryland, Greater Washington Society of Certified Public Accountants and the Association for Corporate Growth. He earned a Bachelor of Arts in accounting from The Catholic University of America.



## **ASSOCIATION FOR ENTERPRISE GROWTH (AEG)**

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

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

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





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## 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 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).



## RSM US LLP @RSMUSLLP

RSM is a leading provider of assurance, tax and consulting services focused on the middle market. We guide our clients through complex business challenges by understanding their needs and bringing together the right team to address them. With nearly 8,000 professionals and associates in 80 cities nationwide and access to more than 32,000 people in 110 countries through our membership in RSM International, we can meet your needs wherever in the world you do business.

## CHARLES G. CARR, CPA, ASSURANCE PARTNER, RSM US LLP

Chuck is the Assurance leader of the Washington Metro Offices, Technology and Life Sciences practice. This practice covers companies representing the technology services, software, SAAS, telecommunications, media, biotech, pharmaceutical, and medical device sectors. Many of these companies are backed by private equity and venture capital. Chuck has over 30 years of public accounting experience. Prior to joining McGladrey, he previously served as the Greater Washington Emerging Growth Company practice leader for Deloitte. Chuck has a strong working knowledge of the many issues public and private companies face, including accounting, reporting, and corporate governance. As a result of his experience, Chuck is familiar with technological changes, venture capital equity/debt accounting issues, accounting for acquisitions, SEC preparation and reporting, IPO readiness, global expansion issues, as well as working with complex stock-based compensation and revenue recognition issues. Chuck has worked with multiple companies as they moved through their IPO process and has worked with many other companies through their successful sale to either financial or strategic buyers. Chuck is passionate about working with high growth companies while guiding them through their ever-changing life cycle.





# OUR PARTNERS



## **NFP @NFP**

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

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

## **RICHARD DIPIPPA, PARTNER, NFP**



Rich DiPippo works with business owners, key executives, and families to help clarify their objectives and take action. Rich believes in a holistic approach to planning and works with many local attorneys, CPAs, and wealth management advisors to guide clients through the planning process. Rich is a 1979 graduate of The George Washington University. Following graduation, he served as the Academic Coordinator for GWU athletics and as an assistant baseball and wrestling coach. Rich joined New York Life in 1985 as an agent and became a member of the NYL Chairman's Council, representing the top 1% of all agents his last 11 years with the company. He was also chosen for the company's Agents Advisory Council and served as the Chairman of the Life and Long-Term Care Committee. In 1998, Rich formed RCD and Associates, a full-service insurance and planning firm. RCD then merged with The Meltzer Group in 2008. Rich and his wife Molly reside in Silver Spring, Maryland, along with their daughter Carmen. He is an active supporter of GWU athletics, and he enjoys golf, and coaching his daughter's basketball and softball teams. Rich has been a member of the Washington Wrestling Officials Association since the early 90s, officiating county, regional, and state tournaments.

## **CBRE @CBRE**



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

## **GREG CARPENTIER, SENIOR ASSOCIATE ADVISORY & TRANSACTION SERVICES, CBRE**



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

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

# OUR PARTNERS



## SUNTRUST BANK

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

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



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

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



## TRAVELBANK

TravelBank is the leading business travel management platform that uses a proprietary algorithm to predict travel costs and build budgets with real-time pricing. Designed for busy professionals and companies looking for simple travel management, the TravelBank platform offers a seamless and rewarding travel management experience with a curated bookings portal, a rewards program that incentivizes employees to choose more cost-effective options, and 24/7 concierge customer support.



## DUKE CHUNG, CO-FOUNDER AND CEO TRAVELBANK

Duke founded TravelBank to make expense and travel management easier and more efficient for business professionals worldwide. In the rare occasion. Duke provides thought leadership, serves as a chief evangelist and is an active angel investor. He has been widely recognized for his efforts in pioneering innovation and has been named to Fast Company's Fast 50, Washington Business Journal's 40 under 40, and Bisnow Media's 'Top 35 under 35 Entrepreneur' in the Washington, DC region. Prior to TravelBank, Duke founded Parature, a customer support solution acquired by Microsoft in 2014 and utilized by millions of end users in diverse industries from government and higher education to gaming and interactive media.



## THE BALTIMORE ANGELS

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group. Our investors are current and cashed-out entrepreneurs who have "done it" and can help other entrepreneurs advance to the next stage. We're looking for entrepreneurs with a strong vision and who are just beyond a friends-and-family round. We meet bimonthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area. <http://baltimoreangels.com>

# OUR PARTNERS

**startup  
grind**

COLUMBIA MD  
IN PARTNERSHIP WITH  
Google for Startups

## STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the the largest, most influential, independent innovation, entrepreneurship, and startup community, actively educating, inspiring, and connecting more than 1,3MM members in 365 cities, and 125 countries. We nurture startup ecosystems mentoring, advising, educating, inspiring, and connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. Our global sponsor and partner are Google for Entrepreneurs. We exist to help others before ourselves, give first not take, and make friends not contacts.

KEIRETSU



FORUM

## KEIRETSU FORUM

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities. Keiretsu Forum and Keiretsu Capital (the exclusive worldwide fund partner of Keiretsu Forum) are ranked as the most active venture investors in the USA. The Keiretsu community is also strengthened through its involvement in social and charitable activities.

StartUpHoyas.

## GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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



## JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, MCDONOUGH SCHOOL @HOYAPRENEUR

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. He previously held leadership roles at the Network for Teaching Entrepreneurship, Digital Bridge Communications, DLA Piper, & the University of North Carolina at Chapel Hill. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking & activities across Georgetown University and make a broader impact in the DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education. Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding. At UNC, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a # 1 national ranking by Forbes & Princeton Review. He earned a B.S. in business from Appalachian State & an MBA from UNC Chapel Hill.

## INSTITUTE FOR EXCELLENCE IN SALES @IESBD

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet, such as Neil Rackham, Challenger Sale author Matt Dixon, and The Referral Coach Bill Cates. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales. IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence for companies that have exhibited greatness in sales or BD. Past award winners include Everfi, DLT Solutions, Iron Bow and Deltek. For more info visit [i4esbd.org](http://i4esbd.org).

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excellence in sales

# OUR PARTNERS



## ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policy makers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high value, high impact resource for entrepreneurs, business executives, government officials and others dedicated to improving as leaders by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed. The Summit has attracted over 1,400 attendees (representing over 350 private and public organizations) who are eager to listen and interact at a full day of keynote and other sessions, networking breaks, and a concluding reception. The 2019 Summit was the best to date, and we're looking forward to an even better event in Spring, 2020. Learn more at [WhartonDCInnovation.com](http://WhartonDCInnovation.com).



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

At the Maryland Tech Council Venture Mentoring Services (MTC VMS,) we build Maryland based companies, educate CEOs and CEOs to be; attract capital; create new jobs and build the eco-system for the Maryland life sciences and technical community.



MTC VMS is a program of The Maryland Tech Council. The program is based on a team-mentoring approach used to teach/advise CEOs of tech and life sciences entrepreneurial endeavors how to grow their young companies. The companies must be Maryland-based with a successful proof of concept and scaling towards series A financing or similar. The program fills a gap in state-wide efforts to invest in and build both companies and talent in Maryland.

MTC VMS is modeled after the highly successful MIT Venture Mentoring Service, which has been implemented successfully in more than 85 communities around the globe. Mentors, largely already successful entrepreneurs and tech/life sciences business owners are recruited from our Maryland business community and trained in team mentoring. Entrepreneurs (mentee companies) from the Maryland technology and life sciences sectors who meet MTC VMS criteria noted above and selected by the program receive the mentoring services for as long as they can use the support. The mentee companies receive the services free of charge. For more information and to apply, visit our website at [marylandmentoring.org](http://marylandmentoring.org) or contact Pam Lubel at (240) 243-4049.

## SALLY STERNBACH, FOUNDER, MTC VENTURE MENTORING SERVICES

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



## DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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



ROBERT H. SMITH  
SCHOOL OF BUSINESS

DINGMAN CENTER  
for ENTREPRENEURSHIP

# OUR PARTNERS



## THE INFLUENCER COLLECTIVE

The Influencer Collective is a digital-first agency that specializes in leveraging next-gen digital marketing tactics to help companies increase their bottom line.

### JENNIFER SHERMAN, FOUNDER & CHIEF STRATEGIST, THE INFLUENCE COLLECTIVE

By pursuing her passions through her creativity and a digital-first mindset, Jenn Sherman founded The Influencer Collective. An agency that specializes in building the influence of thought leaders, executives, and small to mid-sized organizations through next generation digital marketing. Jenn's bread and butter lies within the business-to-business, business-to-consumer, technology and non-for-profit space. She has led integrated marketing and digital media programs to help companies increase their overall bottom line.

The Influencer Collective was established in 2017 to pursue Jenn's mission to educate businesses on how to embrace digital transformation and leverage social media to break through the noise and maximize their visibility online.

Jenn is the host of "A Dose of Your Future" - a podcast focused on creating a community of influencers who have a social impact driven mission to help fuel the global economy and to empower the next generation of our workforce.

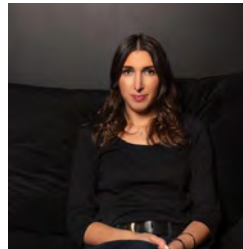
### RYAN & WETMORE, P.C. @RYANWETMOREPC

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

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

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

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





# ATTENDEES

## SPEAKERS

First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
Pete	Jobse	Managing Director	Inova Strategic Investments & Inova Personalized Health Accelerator
Julie	Coons	President & CEO	Northern VA Chamber of Commerce

## PRESENTERS

First	Last	Title	Company
<b>Alphyn Biologics</b>			
Neal	Koller	Chairman & CEO	Alphyn Biologics
Douglass	Goldstein	President	9zest, Inc.
Louise Yochee	Klein, PsyD	Principal	Courage Growth Partners
<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.
<b>Decipher Technology Studios</b>			
Chris	Holmes	CEO & President	Decipher Technology Studios
Jonathan	Holmes	CTO	Decipher Technology Studios
Brian	L'Italien	VP Product Research & Comms	Decipher Technology Studios
<b>GreenTec-USA</b>			
Steve	Petruzzo	President & CEO	GreenTec-USA
Keith	Melvey	Vice President	GreenTec-USA
General Mark	Beesley (USAF, ret.)	Board of Directors	GreenTec-USA
<b>Happy Mobility Inc</b>			
Hyunmin	Lee	Founder & President	Happy Mobility Inc
Chris	Giles	Lead Engineer	Happy Mobility Inc
<b>InnerScope Hearing Technologies</b>			
Matthew	Moore	CEO & Co-Founder	InnerScope Hearing Technologies
Mark	Moore	Co-Founder/ Chairman	InnerScope Hearing Technologies
<b>Nanochon</b>			
Benjamin	Holmes	CEO	Nanochon
Nathan	Castro	CTO	Nanochon
Matthew	Cunningham	General Counsel	Nanochon
<b>Resolvian</b>			
Tom	Dybala	Founder and President	Exprentis
Ewa	Grzybowska	VP Analytics and Operations	Resolvian
<b>St. Teresa Medical, Inc.</b>			
Andrew	Rock	Chairman & CEO	St. Teresa Medical, Inc.
Gil	Price, MD	Board of Directors	St. Teresa Medical, Inc.
Alex	Powers, MD	Scientific Advisory Board & Regulatory Cc	St. Teresa Medical, Inc.

# ATTENDEES

## PRESENTERS

First	Last	Title	Company
<b>SchoolDuels</b>			
Jake	Shipley	CEO	SchoolDuels
<b>SingleParentPower</b>			
Yurani	Sandoval	Founder & CEO	SingleParentPower
Jennifer	Okuson	Program Director	SingleParentPower

## ATTENDEES

First	Last	Title	Company
Marwa	Abdelfattah	Founder & CEO	CoAuthor, Inc.
Ahmad	Abdelramin, MBA	Student Entrepreneur	American University
Ricardo	Abella		
Ryan	Adams	Marketing Manager	The Mather Group
Jitin Miki	Ahuja	Dingman Angel	
Ali	Akbarpour, MBA	Student Entrepreneur	American University
Rakan	Akjumah, MBA	Student Entrepreneur	American University
Irfan	Ali	President & CEO	Recurrent Computing, Inc.
Blake	Allison	Founder & CEO	LifeCents
Nasser	AlYahya	Marketing Fellow	Unstuck Labs
Moss	Amer	Associate	Maryland Venture Fund
Jay	Anderson	Co-Founder & COO	Malwork
Spencer	Anderson	Associate Attorney	Wilson Sonsini Goodrich & Rosati
Walt	Anderson	Managing Director	Avealto
Jennifer	Andrews	VP Marketing	Kastle Systems
Lou	Aronson	CEO & Founder	Discourse Analytics, Inc.
Wa'il	Ashshowwaf	CEO & Co-Founder	Unstuck Labs
Wasim	Ashshowwaf	Marketing Associate	Unstuck Labs
Larry	Austin	Director	Starwalker LLC
Don	Baker	Chief Funding Guide	Funding Trek
Mark	Baldino	Owner	FireBot Inc
Shalyn	Bartelt	Director, Events	Northern VA Chamber of Commerce
Chuck	Bean	Executive Director	Metro Washington Council of Gov'ts.
Michael	Beirne	Managing Partner	TAG / Vetted Capital
Greg	Bell	Finance Consultant	Ryan & Wetmore, PC
Andrew	Berkowitz	Founder	Global Startup Media
Rick	Bernstein	President	Bernstein Solutions, Inc.
Wagish	Bhartiya	President	REI Systems
Steve	Bidinger	President	MK Life Inc.
Randy	Blake	VC Investor	Duncaster Investments
Mary Beth	Borgwing	President	Standishcorp.com
Clint	Brannon	Intellectual Property Attorney	Williams Mullen
Zachary	Braudy	Founder & CEO	Braudy Enterprises, LLC
John Preston	Brown	CEO	Blankit
Stefano	Brugnerotto	Chairman & CEO	Save Pharmaceutical
Tony	Burchard	Associate	Elevon Media
Martin	Cadirola	Director	Ecotronics
Brian	Caouette	CEO	OnFrontiers
Alison	Cardy	Executive Coach	Executive Coach
Adam	Carner	COO	Plutus Privacy
Greg	Carpentier	Senior Associate	CBRE

# ATTENDEES

ATTENDEES			
First	Last	Title	Company
Charles	Castelly	Partnerships & Business Dev.	Unstuck Labs
Javier	Castro	Founder & CEO	Gravatate, Inc
Deb	Chandler	CEO & Executive Producer	KF Media Group, LLC
Rene	Chaze	Managing Director	Edelman Family Office
Scott	Chen	Co-Founder & CEO	Plutus Privacy
Vishal	Chintawar	Founder	Givhero
Elizabeth	Cho-Fertikh	Co-Founder & Managing Director	MEDA Angels
Jaymes	Colinger	CEO	Motivf
Bill	Collins	Chairman	The Collins Companies
Jerry	Comanescu	Licensing /Intellectual Property Attorney	George Washington University
Jeff	Conn	Director	The McLean Group
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Lizeth	Cordova	Co-Founder	Lico Energy
Nan	Cox	Co-Founder	FlexProfessionals, LLC
Jim	Creighton	Business / Product Development	WorldStrides
John	Cronin	CEO	OpCenter, Inc
Jaian	Cuttari	CEO	Veltrust
Paul	Daddio	Director	Baker Tilly Virchow Krause, LLP
Tom	Dailey	SVP & General Counsel	Verizon
Hank	Dearden	Principal	Group 3D
Dennis	Defensor	President	Defensor Dynamics
Taylor	Devine	Founder & Managing Partner	The CDI Group
Cristian	Diaconu	Co-Founder	Aryia Tech
Sam	Diener	Investor	Baltimore Angels
Jim	Dinegar	Director, Business in the Capital	Kogod School of Business, AU
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Randy	Domolky	Managing Director	Private Access Network
Amy	Dunn	Business Development Manager	Ryan & Wetmore, PC
Thomas	Durrer	Senior Vice President	Atlantic Union Bank
Rachel	Everett	Founder & CEO	Viderity
Ron	Everett	Managing Partner	Business Valuation Center
Herb	Ezrin	CEO and President	Potomac Business Group
Richard	Faulkner	CEO	IQ Exchange
Ken	Fischer	Chief Innovation Officer	Atigro
Ric	Fleisher	COO	Manor
Ken	Fleming	Partner	Baker Tilly Virchow Krause, LLP
Brendan	Foley	Founder & CEO	Vennd.com
Lisa	Friedlander	Business Development Manager	NEXT, Powered by Shulman Rogers
Soto	Fujimoto	Software Development Fellow	Unstuck Labs
John	Funge	Chief Product Officer	DataTribe
Jeff	Furst	CFO	Sumner Financial
Karly	Garcia	CEO	Zoomee Rides
Rick	Gersten	Partner	PeakGersten Partners
David	Giannini	CEO	Cirrusworks
Andrey	Gidaspov	Founder	Fundrzr TV
Mark	Gilbert	Private Investor	
Glenn	Giles	CEO	PramRides
Griffin	Giles	Associate	PramRides
Sara	Gilgore	Innovation & Health Reporter	Washington Business Journal

# ATTENDEES

ATTENDEES			
First	Last	Title	Company
Joe	Golden	Partner & Sr. Managing Director	The McLean Group
Rick	Gordon	Director	Inova Health System
Tyler	Gray	Principal	Gray Street Solutions
Ellen	Grealish	Co-Founder/Partner	FlexProfessionals, LLC
Ingar	Grev	CEO	The Strategy Tank
Glen	Gulyas	CEO & Co-Founder	Onclave Networks, Inc.
Jeff	Guzy	Business Consultant	Grace McLain Capital
Mark	Haas	Board Chairman & Co-Founder	Association for Enterprise Growth
Quame	Hamlin	Director/Producer	Breathe Media Group
Brian	Han	Sr. Manager, Int'l. Investment	Korea Trade-Investment Promotion
Ken	Harvey	President	The KRH Company
Chris	Haug	Founder & CEO	Startup Grind
Yusuf	Henriques	Founder & CEO	TruGenomix, Inc.
Laura	Hill	VP Product	EquiFi
John	Holaday	Chairman & CEO	DisposeRX Inc.
Alyse	Holstein	Principal	HPG Partners
Alex	Hughes	Student Entrepreneur	George Mason University
Aliya	Hulse	Founder & Owner	MWM Systems, LLC
Tim	Hylton	Co-Founder	Engaged
Crystal	Icenhour	CEO and Co-Founder	Aperiomics
Gloria	Jacobovitz	Investor	Baltimore Angels
Moe	Jafari	CEO	CORAS
Vinod	Jain	Strategy Consultant	
Sam	Jazzo	CEO	Kinometrix
Nate	Jenkins	President & CEO	XR Technology, Inc.
Tisha	Jepson	CEO	True Bearing
Hubin	Jiang	President & CEO	ECOMPEX, INC.
Neha	Jodhun	Student Entrepreneur	George Mason University
John	Jolly	President & CEO	Syncurity
Woodrow	Jones	Co-Founder	TaDaah
Jiemin	Jordan	CEO	Decisive Investments
Kash	Kabaria	COO & Co-Founder	marGenius
Jessica	Kaing	Director of Events & Programming	1776
David	Kalbnik	Software Development Fellow	Unstuck Labs
Steve	Kantor	President	Lifebushido
Mark	Kay	President	BlockSafe Technologies, Inc.
Julia	Kent	Chief Development Officer	Urban Alliance
Joe	Kessler	Managing Partner	Next-Stage Development Group
Carma	Khatib	Partner	OneVim
Thomas	Killiam	Vice President	3 Ridge Organics LLC
Charlie	Kiser	Director	Griot Inc.
Neil	Kleinberg	Founder & CEO	DiliVer
Mark	Kontos	Chief Financial Officer	Petra Power
Michael	Labriola	Partner	Wilson Sonsini Goodrich & Rosati PC
Dr. Olena	Lar	Founder & CEO	Molecular Tools LLC
Paul	Latchford	CEO	Spencer Trask Ventures
Tony	Lau	Private Investor	
Linh	Le	Student Entrepreneur	George Mason University
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Esther	Lee	President & CEO	Refraction

# ATTENDEES

ATTENDEES			
First	Last	Title	Company
Kathleen	Lee	CEO	Lee Media Strategies
Reid	Lewis	Partner	Yabusame Partners
Gareth	Lewis	CEO	Sekoyia
Henry	Li	CEO	eSat Global
Xiaonao	Liu	CEO	Nanobiofab
Gary	Loberg	Managing Director	Mameluke Ventures
Brad	Love	Partner	ID Private Equity
Jet	Lu	Director, Digital DevOps	City of Baltimore
Mary Rose	Luceri	Paralegal	George Washington University
Tessa	Lucero Bennett	CPA	Ryan & Wetmore, PC
Dennis	Lucey	Vice President	TKC Global Solutions, LLC
Matthew	Lumb, PhD	Founder	Polaris Semiconductor LLC
Marcela	Maamari	Vice President	United Medical Center
Sean	Mallon	AVP Entrepreneurship & Innovation	George Mason University
Ghazenfer	Mansoor	Founder & CEO	Technology Rivers
Bill	Marvel	CEO	Canada Streaming inc
Rob	Mason	CEO	Pro Sports Outlook
T J	Master	Founder	NextEdge
Neha	Mathur	Student Entrepreneur	George Mason University
Claudia Borba	Matos, MBA	Student Entrepreneur	American University
Lucas	McCanna	Sr. Director of Sales & Marketing	1776
Christine	McCurdy	Executive Director	Urban Alliance
Marianne	McGinley	Founder & CEO	Lokalphoto.com
Tom	McMillen	President & CEO	LEAD1 Association
Greg	McPhail	COO	XR Technology, Inc.
Jeannine	Melican	Founder	Data Yield
Natalia	Micheletti	CEO	Engaged
Stefan	Midford	President & CEO	Natural Insight
Anthony	Millin	Partner	NEXT, Powered by Shulman Rogers
Shafer	Minnick	Owner	Pulse House of Fitness
Chris	Moore	Chief Marketing Officer	XR Technology, Inc.
James	Moore, Jr	President & CEO	The Washington Institute
Terry	Moraska	Partner	Pan Pacific Finance Group
Rick	Morgan	CEO	Sunset Learning Institute
Codi	Morton	Social Media Marketing	Unstuck Labs
David	Myers	CEO	DMedia Associates, Inc.
Silvana	Nani	Director	Tellson Holdings, Inc.
Sundi	Natarajan	Board Member	TiE DC
Victor Cora	Nazario	COO	SOAR Community Network
Erik	Neighbour	Sr. Financial Services Consultant	EY
Hang	Ngo, MBA	Student Entrepreneur	American University
Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC
John	Nolan	Partner	TechCXO
Ron	Novak	Executive Vice President	Segue Technologies, Inc.
Paul	Opalack	CEO	Noblestar
Hakan	Ozsancak	Director of Communications	The Washington Institute
Jhon	Pacheco	Associate Broker	CBRE
Nick	Perdikis	CEO & Chief Revenue Officer	Devensoft
Mali	Phonpadith	CEO	SOAR Community Network



# ATTENDEES

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First	Last	Title	Company
Aprile	Pilon	CEO	Trove Therapeutics, Inc.
Sanjay	Prasad	Founder & CEO	SurgiPrice
Dilan	Prasad	Entrepreneur	
Amit	Puri	Investment Associate	Dingman Angels
Rob	Quartel	Executive Chairman and Founder	NTELX
H W	Radin	Investor	
Jim	Rallo	President & CFO	Liquidity Services, Inc.
Michael	Riemer	Entrepreneur in Residence	ABJJ Digital + IIoT Labs
Jim	Ries	Director of Business Development	Offit Kurman
Caroline	Robinson	Senior Manager, Innovation	LifeBridge Health
Alex	RocheGude	Director	The Vault
Matt	Rodgers	Partner	Baker Tilly Virchow Krause, LLP
Nicholas	Rogerson	Co-Founder & Owner	Lico Energy
Anne	Rosenblum	Marketing Manager	Fairfax County EDA
Chris	Ross	Managing Director	SunTrust Bank
Michael	Ross	Chairman and CEO	Euclid Systems Corp.
Timothy	Ross	Tax Partner	BDO, LLP
Steven	Rowe	Founder	MyBuzz
Dietrich	Ruehlmann	Partner	Oscamo LLC
Daniel	Ryan	Portolio Manager, CCO	Alikos
Max	Safavi	Principal & CFO	MI Senior Living
Ruwan	Salgado	Principal	Strat8gy International, LLC
Nav	Sandhu, MBA	Student Entrepreneur	American University
Dave	Sandrowitz	Owner & Principal Consultant	Sandrobotix
John	Saunders	SVP, Divisional Sales Manager	Oppenheimer Funds
Rosemarie	Savino	COO	Gravatate, Inc
Chad	Scarborough	Founder & CEO	The Jet
Victoria	Schaar	Manager, Events	Northern VA Chamber of Commerce
Brock	Schaffner	Volunteer	CONNECTpreneur
Drake	Schaffner	Student Entrepreneur	Dartmouth College
Justine	Schaffner	Chief Business Development Officer	The Washington Institute
Scott	Schedler	Co-Founder & Managing Director	Private Access Network
Alan	Schlaifer	President	Wharton Club of Washington, DC
Mary	Schmidt, MD	Research & Training	Inova Fairfax Medical Campus
Robert	Schwartzberg	Special Advisor	National Capital Companies
Scott	Semple	President & COO	Dynamic Integrated Services
Enrico	Serafini	Managing Partner	pExchange, LLC
Elizabeth	Shea	EVP, Public Relations	REQ
Jim	Shea	CEO	DeepSig Inc.
Bobby	Sheppard	Co-Founder & CEO	Malwork
Jennifer	Sherman	Founder & Chief Strategist	The Influencer Collective
Vince	Sica	Private Investor	
David	Siegel	Managing Director	LLR Partners
Gus	Simão	Entrepreneur in Residence	Data Point Capital
Sanjee	Singla	CEO	Automatic Technologies
Saad	Sliem	Founder	OneVim
Collin	Smith	Director of Business Development	Aperiomics
Eshauna	Smith	CEO	Urban Alliance
Stephen	Smith	Founder & Chief Strategist	Elevon Media
Amir	Soltanianzadeh	Co-Founder & CTO	Spine Align

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First	Last	Title	Company
Pamela Lynne	Sorensen	Founder & President	High Frequency Consulting, LLC
Angela	Sparrow	Managing Partner	ARA Investors, LLC
Tony	Stahelin	Founder & CEO	Beneble
Jason	Stanford	Executive Director	Northern VA Transportation Alliance
Stacy	Stathopoulos	Business Development Executive	Pillsbury
Sally	Sternbach	Managing Committee	MD Tech Council Venture Mentoring Svcs
Graham	Stinchcomb	Enterprise Account Executive	TravelBank
Bill	Stokes	Chairman	Washington Network Group
Zahava	Stroud	Founder	AngleLaunch
Todd	Stump	Director	Talk Media News
Christian	Surak	Analyst	DataTribe
Tony	Surak	Chief Marketing Officer	DataTribe
Calvin	Sze	Student Entrepreneur	George Mason University
Troy	Taggart	President	Troy Taggart
ChaMei	Tang	President & CEO	Creatv MicroTech
Adam	Teitelman	New Ventures	Unstuck Labs
Mike	Thomas	Director	Inova Health System
Tom	Thomson	Mentor	MD Tech Council Venture Mentoring Svcs
Lilian	Ting	Partner	Select Venture Partners
Tom	Trexler	President	Corporate Finance, Inc.
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Andy	Tucker	Partner	Nelson Mullins
Michael	Violette	Director	American Certification Body
Khang	Vuong	Founder & CEO	TalktoMira, Inc.
Frank	Walker	Partner	Baker Tilly Virchow Krause, LLP
George	Waller	CEO	Blocksafe Technologies, Inc.
Dr. Jun	Wang	Founder & CEO	Phycin
Rose	Wang	CEO	Binary Group
Allen	Waziri	CEO	ICE Neurosystems Inc
Hong Le	Webb	Partner	Murphy & McGonigle
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Barrett	Wellman	Managing Partner	Grace McLain Capital
Clair Marie	Wholean	Founder & Director of Research	Archneura
TJ	Wilkinson	Attorney	NEXT, Powered by Shulman Rogers
Jennifer	Williamson	Senior Director, Member Engagement	Northern VA Chamber of Commerce
Steve	Wiltse	Private Investor	
Jason	Winterburn	Senior Manager	Baker Tilly Virchow Krause, LLP
Morgan	Wortham	Intern	Halycon Incubator
Zhiyong	Yang	CEO	FZata Inc.
Aubery	Yeboah	CEO	BatteryXchange
John	Yetman	Co-Founder	Association for Enterprise Growth
April	Young	Managing Director	Hercules Technology Growth Capital
Dendy	Young	Managing Partner	McLean Capital, LLC
Ross	Youngs	CEO & Founder	Biosortia Pharmaceuticals, Inc.
Lina	Zdruli	CEO	DAFERO
Dariusz	Zdziebkowski	Director IT	ABC Birds
Ling	Zhang	Manager, Audit & Advisory	RyanSharkey LLP

# OUR COACHES



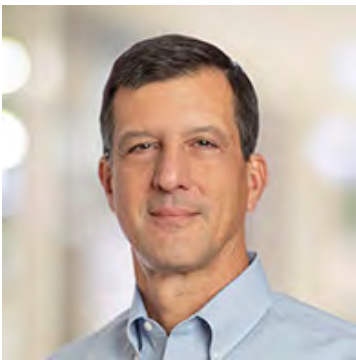
**DAVID GIANNINI**  
CEO  
CirrusWorks



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



**INGARGREV**  
Managing Director  
The Growth Coach  
@ingargrev



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



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



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



**INES LEBOW**  
CEO  
EnterpriseTransformation  
Solutions



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



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

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PROFESSIONAL CORPORATION



ROBERT H. SMITH  
SCHOOL OF BUSINESS  
DINGMAN CENTER  
for ENTREPRENEURSHIP

