

Hyatt Regency Bethesda

March 14, 2019



Big Idea
CONNECTpreneur



SCHEDULE

THURSDAY, MARCH 14, 2019

7:00-8:20am

REGISTRATION & NETWORKING

8:20 - 8:25am

WELCOME

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

8:25 - 9:10am

FIRESIDE CHAT WITH ROCKSTAR CEO & ENTREPRENEUR



RICK WEIDINGER
Chairman & CEO
Robotic Vision
Technologies

9:10 - 10:10am

COMPANY SHOWCASE

1. **Canduit** - Greg Lewin
2. **Goefer** - Michael Herod
3. **Incidr** - Henry Hunter
4. **Nanobiofab** - Xiaonao Liu
5. **PramRides** - Glenn Giles
6. **Sun City SmartTech** - Charles Schwab
7. **Valaurum** - Adam Trexler

10:10 - 11:10am

PANEL: "HOW TO DRIVE INNOVATION ACROSS THE GREATER WASHINGTON REGION"

Moderator: **JONATHAN ABERMAN**, Managing Partner, Amplifier Venture Partners
BOB BUCHANAN, Chairman, Montgomery County Economic Development Corp.
ESTHER LEE, CEO, Refraction
BRIAN PARK, Managing Partner, SparkLabs Cyber + Blockchain

11:10am

NETWORKING

OUR SPEAKERS



RICK WEIDINGER, CHAIRMAN & CEO, ROBOTIC VISION TECHNOLOGIES

Mr. Weidinger is the Founder and majority owner of RVT. Previous to his decade of management and investment in the software industry, Mr. Weidinger created a legacy of innovation and technology success stories, serving as a chief architect behind the emergence and growth of such highly regarded fiber-optic telecommunications organizations as the Institutional Communications Company, MFS Communications Company (MFS) and Pontio Communications. At Pontio, he was Chairman, CEO and majority shareholder of the local fiber-optic company, which he sold to a Fortune 50 company in 2001.

Prior to Pontio, Mr. Weidinger served as a founding member and Vice President of Corporate Development for MFS, where he was responsible for over twenty-five roll-up transactions in the fiber-optic industry as well as building new businesses representing over \$25 billion dollars including the acquisition of UUNET in 1994 and the sale of MFS in 1996.

Mr. Weidinger has been owner and co-owner of Indy 500 cars from 2004 to 2007 as well as the owner of A1 Team USA representing the United States of America in the Open-Wheel Formula Series A1 Grand Prix World Cup of Motorsports from 2005 to 2008. Mr. Weidinger holds both Juris Doctor and MBA degrees from Creighton University and a Bachelor of Science degree in Finance from the University of Nebraska. He lives in Great Falls, Virginia with his wife and three children.



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

Tien is Chairman of Tech 2000, a Northern Virginia based leader in technology training, mobile e-learning, and mobile content management platforms. He is also Chairman of Lore Systems, a provider of network engineering, cloud computing, VCIO services 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 over \$2 billion in revenue as a division of Xerox Corp. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest growing private companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

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



@tienwong



@stienwong



@stienwong

OUR SPEAKERS



@jaberman

JONATHAN ABERMAN, MANAGING PARTNER, AMPLIFIER VENTURE PARTNERS

Jonathan started Amplifier Ventures in 2004 to help entrepreneurs launch technology businesses, and has since seeded 16 startup technology businesses in internet, nanotechnology, energy conservation, mobile and cybersecurity sectors. An affiliated consulting business, Amplifier Advisors followed in 2009, to allow Jonathan to apply his expertise to entrepreneurial approaches to innovation creation and commercialization, working for a wide range of government, for profit and not-for-profit ventures. In 2013 he formed TandemNSI, a public private partnership that has created a large and growing community of entrepreneurs and national security agencies to address advanced technology challenges of national importance.



BOB BUCHANAN, CHAIRMAN, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Bob Buchanan is a third-generation builder/developer involved in office, retail, industrial, residential, and large mixed-use planned communities. He is a Principal of Buchanan Partners, a full service real estate development company, and also President of the 2030 Group, an association of Washington metropolitan area business leaders focused on regional long-term decision-making and solutions.

In 2015 Bob was elected Chair of the Montgomery County Economic Development Corporation. In 2017 and for several years now, in recognition of his work, Bob has been included in the Power 100 List of the region's most influential business leaders. He was also selected as the 2017 Regional Leader Honoree by Leadership Fairfax Northern Virginia Leadership Awards. In addition to these awards, he received the 2015 Arts Patron of the Year Award, Montgomery County's prestigious County Executive's Award for Excellence in the Arts and Humanities and the 2015 Signatures of Loudoun Vision in Design Excellence Award.

Mr. Buchanan's current memberships and affiliations include; Advisory Board, Ruppert Companies, Board of Directors, Metropolitan Center for the Visual Arts (VisArts), Board of Directors, Washington Airports Task Force. Bob Buchanan holds a B.A. Degree from Yale University.



@refractionpt

ESTHER LEE, CEO, REFRACTION

Esther Lee is the President and CEO of Refraction, an innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies, responsible for economic development, job creation, innovation and entrepreneurship, small business, tourism, trade, housing, community development, and labor policies for the state. In that role, she led Virginia's successful bid for Amazon's second headquarters.

Esther also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, one of the world's largest strategic communications firms. As a member of the firm's Executive Committee, she led its marketing, thought leadership, and new business strategies and advised major clients like Coca-Cola, Marriott, and AIG.

In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship (co-chaired by AOL founder Steve Case). She also launched the White House “Startup America” initiative, organized the Presidential Summit on Entrepreneurship, and served on the White House Urban Policy Council and Middle Class Task Force. Before her government service, Esther was a seasoned executive with over 15 years of experience in technology, media, and finance. She served as Chief Marketing Officer for half of CIT Group (Fortune 500 financial services firm) and led strategic marketing and business development at AOL/Time Warner and Siemens. She started her career as a business and technology journalist at CNN.

Esther has been Vice Chairman of the Fairfax County Economic Development Authority, member of the Fairfax County Economic Advisory Commission, board member of Virginia Is for Entrepreneurs, term member of the Council on Foreign Relations, Aspen Ideas Festival Scholar, and co-founder of the Council of Korean Americans. She received an A.B. in economics from Harvard and an MBA from MIT’s Sloan School of Management.



BRIAN PARK, MANAGING PARTNER, SPARKLABS CYBER + BLOCKCHAIN

Brian is a startup evangelist, advisor, and angel investor. He is the Managing Partner at the SparkLabs Cyber+Blockchain (Formerly Fishbowl Labs), which is the premiere startup accelerator in the Washington DC area. He is also the Director of Technology for Curator Solutions, which is an Edtech SaaS startup that creates interactive tools for trainers and instructional designers.

He was also formerly the global COO of Startup Grind, which is the one of the largest hi-tech startup communities in the world with over 1,500,000 startup entrepreneurs in 600 cities.

Prior to Startup Grind, he has over 18 years professional experience in web/online/mobile product development. He has experience in developing innovative consumer and enterprise products and services. Brian has started three previous startups. He has previously worked at AOL as a senior software developer and Merrill Lynch as a software developer for hi speed trading platforms.

He has been featured in Forbes as “17 Top Business Gurus to Follow” and other publications such as Washington Post, Huffington Post, Politico, TechCrunch, VentureBeat, and Washington Business Journal.

He has a BS in Information Systems/Policy & Management from Carnegie Mellon University.



@brianbpark

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Executive Summary

Tagline: Gain Experience without Experience

Vision: Canduit wants to democratize applied learning and enable anyone who wants to develop job skills to do so in a virtual environment with real companies.

Problem: Recent graduates face a high barrier to success and an uncertain future. 60 percent of entry-level jobs require 1-3 years of experience. More than 50% of recent graduates are underemployed and working in jobs not requiring college education.

Product: Canduit is a recruiting tech with an edtech operating system which bridges the gap between the classroom and the workplace making the transition for recent graduates entering the workforce frictionless while capturing skill and psychometric data so companies can make better hiring decisions.

Founders: founding team from Georgetown, Penn, and Stanford. Combination of recruiting, growth, and full-stack software development experience in growth-stage and large F500 tech/companies

Early hires: Sales leader w/10+ years in enterprise sales and Full Stack Developer w/10+ years

Competitive advantage:

Data science technology, partnerships with job boards, and scalable model of working across multiple universities

Business Model: Subscription-based/licensing model

Customers: Universities and Enterprises

Primary drivers of value are based on these 4 areas:

Applied Learning, Recruiting & Employer Branding, College Marketing, Premium Subscription

Traction: \$4000/MRR; 250+ projects completed; 30+ universities; 50+ enterprise partners, 2000+ students, \$50k+ in grants/equity-free funding

Market: Students: US 21M students; LATAM 17M

Market Size: \$150B

Financing:

Pre-seed raise: \$100k

GOEFER Executive Summary

118 N. Market St., Ste 100, Frederick, MD 21701

michael@goefer.com 240.457.6997 GOEFER.com



Team

CEO-Michael Herod
3 PT-Developers

Industry

Energy and Technology

Amount of Financing Sought

\$1M+ Seed-Round

Current Investments

\$218k, includes \$50k founder, \$85k angel investors, \$25k TEDCO and \$25k Bethesda Green. \$33k pitch wins.

Use of Funds 12-month runway to hire key staff, sales & marketing, build inventory.

Exit Acquisition by data management firm.

Business Description: More than half of all electricity is used by plugged-in devices and there is little known about how they are used or perform, creating an energy problem plagued with inefficient or wasted electricity usage. We combine commodity hardware embedded with micro-smart meters that on the surface look like a traditional power outlet or strip, but when connected to our proprietary energy management cloud platform creates a 100% wireless solution that fits any customer's office or home. Every device connected to GOEFER provides millions of data points a week, each one providing an opportunity for control, insight, savings. Future value is powered by the GOEFER Electronic Eco-System, the world's first energy data marketplace to provide a globally accessible resource for consumer electronics energy analytics and usage trends.

Revenue Model: Subscription for Commercial and Direct Sales to Residential

Company Background: GOEFER Inc. became a Delaware C-Corporation in 2016 and has completed beta tests, market and customer investigation, back-end and UX software, and currently has over 70 customers.

Management: Michael Herod-22+ yrs. in construction and facilities industry, 13+ yrs. sustainability consultant. Currently we're using (3) part-time developers, each have been developing software solutions for over 20 years and have been involved in several successful startups. Five-person Advisory Board.

Products/Services: GOEFER generates savings and creates value by unplugging any wasted energy with control and scheduling and empowers customers through detailed analysis of the electronics they use every day. GOEFER works in the office or at the home. Each customer segment uses the same GOEFERstrip and cloud-based analysis but it's the volume of devices that dictates the different user experience. Commercial customers use the GOEFERportal combined with the GOEFERapp for managing hundreds of employees and thousands of electronics whereas homeowners or small business have access to their devices and insight through the GOEFERapp. GOEFERING it is easy by design, plug in the GOEFERstrips, download the app, connect them to your WiFi, set up your account and you're go-to-go.

Technologies/Special Know-how: We've combined our expertise in construction with big data processing and machine learning to create GOEFER's proprietary solution that is unique and patentable in its ability to provide real-time control, data analytics, and intelligence of plugload energy at massive scale.

Market: Each year \$300B+ spent worldwide to lower energy consumption. The US market has 9B+ things plugged in, contains 87.4B sqft of commercial buildings and 135+ million households. The average office worker uses 7 plugged-in devices and the average home has 65 plugged-in devices. Every day more electronics are being plugged in, the Department of Energy predicts an increase of 49% by 2030.

Distribution Sources: Energy Rebates, Commercial Sale Partners, Ecommerce (website, Amazon).

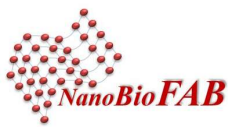
Competition: The known competitors are BOSS Controls, Keewi, Bert, Ibes, and Wemo. Only accommodate 30% of a customer's needs, offer no analysis, are not scalable, or do not generate future value.

Financial Projections:

	2019	2020	2021	2022	2023
Revenue	\$1.2M	\$12.6	\$26.6	\$37.8	\$43.6
Headcount	5	16	33	47	67



Value Proposition	
<p>Incidr is a social network for collaborative business development that helps you find companies, then people, and makes it possible for you to build a sales network in the pursuit of closing deals.</p>	
Investor Highlights	Quick Facts
<p>Challenge: Getting the first meeting with a decision maker is hard.</p>	<p>Website www.incidr.com</p> <p>Founded August 2016</p> <p>Corporate Status Delaware C corp.</p> <p>Headquarters Office 3100 Clarendon Blvd Suite #200 Arlington, VA 22201</p> <p>Industry/Sub-Industry/Domain: Information Technology(IT)/ Application Software/ Social Sales Networking</p> <p>Management Team Henry Hunter (Founder & CEO) Jordan Dalton (Co-Founder & CTO) <i>* In process of searching for other CXOs</i></p> <p>Advisors: Rosemarie Truman Neil Kleinberg William Davis Charles Botchway Caroline Holt Per Jacobsen</p>
<p>Opportunity: Sales is changing, and networks will have a significant impact on how businesses approach random prospects at the top of the funnel. The modern seller must think and work like a network to outshine competitors. The next generation of business tools must support this shift and deliver a new way to generate sales.</p>	
<p>Vision and Mission: Our vision is to help the modern seller achieve results that are more accurate than either people or computers could produce alone. To fulfill this vision, Incidr is on a mission to help sales professionals navigate companies and land meetings with decision makers quicker.</p>	
<p>Market: We believe there is a huge market for people whose job is to identify prospects and close deals. The revenue for our social networking software will be generated inside a global addressable market that we estimate to be \$78 billion. This number is based on successfully selling one hundred percent of our product within a horizontal market for \$600 ARPU, across one hundred and thirty million businesses worldwide.</p>	
<p>Prospects: Our target customer is the individual contributor on a sales team who is motivated by hitting a quota, constant uncertainty, and competition. Other targets within a company include business owner, Vice President of Sales, and Sales Managers.</p>	
<p>Competitors: Our competitors have been around for years and gives them an advantage in terms of a large customer base. We think about LinkedIn, Refer, Alignable, and Opportunity. However, we also risk new entrants into the market like Emissary and Cross Beam.</p>	
<p>Intellectual Property: Incidr developed unique algorithms as intellectual property for the software's business logic.</p>	
<p>Product Roadmap: We released a soft launch of our product on January 1, 2017. Our plan is to continue to find product/market fit before making it widely available for a fee.</p>	
<p>Leadership: Our founder/CEO studied sales tools and techniques for fifteen years. The cofounder/CTO has more than ten years developing web applications and had a successful exit with another software product.</p>	
<p>Traction: Incidr has achieved small-scale user adoption. Penetrating more than fifty percent of Cogent Communications has been our biggest achievement to date.</p>	
<p>Business Model: Recurring SaaS subscriptions (Basic, Premium, Enterprise).</p>	
<p>Financial Projections: <u>2019</u> <u>2020</u> <u>2021</u> <u>2022</u> <u>2023</u> >> Revenue \$20K TBD TBD TBD TBD</p>	
<p>Exit Strategy: The most likely exit for Incidr will come from a strategic acquisition.</p>	



Management Team

Xiaonao Liu (CEO, Founder)
Ruoting Yang (COO, Co-Founder)
Frank Roys (VP Business Development)

Industry

Healthcare IT/ Nanotech

Number of Employees

4

Law Firm

Cooley, Fredric D. Abramson Law Offices

Amount of Financing sought

\$ 1.1 M

Current Investors

TEDCO \$25K

Use of Funds

Beta Prototyping,
Sales & Marketing

Business Description:

Nanobiofab uses its patented nanotechnology to develop the world's first "skin breathprint" wearable body metabolic tracker iNose™. iNose™ provides personalized guidance of exercise and nutrition for postpartum women by 24/7 efficacy tracking of body fat burning. The immediate feedback helps users validate fitness and diet plans, identify efficient work load/rhythm, and visualize the daily progression.

Company Background:

Found in 2016, Minority women-owned, TEDCO portfolio company, First Place Award in the 2018 US Eastern Entrepreneurship Contest, collaboration with NCI, built high-throughput nanomaterial discovery platforms, developed alpha prototypes with associated app.

Management:

CEO: Xiaonao Liu, PhD, former material specialist at Cal Tech. COO: Ruoting Yang, PhD. Clinical systems biologist, Business development: Frank Roys, Former VP of Cisco and Rockwell.

Products/Services:

iNose™ wearable with Fit2Fast fitness APP. iNose™ tracks fat-burning efficacy from "skin breathprint". It provides a powerful tool to compare fitness and diet plans, suggest efficient exercise load, and visualize the daily progression.

Technologies/Special Know-how:

First-to-market advantage; Advanced Nanotech and AI; IP protection and trade secrets; Rapid scale-up R&D pipeline for multiple skin breathprints.

Market:

54 M potential mom-to-be aged 20-44 in U.S.; 6.8 M postpartum women in U.S. in 2018. Women contributed 56% of the 6.2B global wearable market.

Distribution Channels:

- a. Licensing: Charge the fitness and wearable device vendors for usage or for revenue generated. They will get benefit from iNose™ technology as a value-added to existing wearable products.
- b. Sell: iNose products are sold from the Nanobiofab using online retailing websites such as Amazon, and iNose™ website. iNose™ can also be sold from local gym trainers, coaches and gym owners.

Competition:

Calipers, Body fat weight scales, Sports bracelet (Apple Watch, Fitbit), Acetone breathalyzer. iNose™ will be the only wearable skin breathprint tracker in the market.

Financial Projections:

	2019	2020	2021	2022	2023
Revenue	\$32,000	\$104,000	\$1,570,991	\$3,012,350	\$7,520,000
EBIT	(154,980)	(265,723)	\$1,169,717	\$2,578,930	\$6,541,400

OVERVIEW

Pram Solutions, LLC is a Maryland-based technology company that connects independent providers (drivers) with busy parents to deliver protected ridehailing solutions for their children (8-18, riders). With PRAM, parents feel that their children are being transported as safely as they were when parents were pushing them in their baby carriage (i.e., the British term “perambulator” or “PRAM”).

Our proprietary technology and security features give the parent and child remote visibility and control, as if they were riding together in the vehicle. Through the app, available in both iOS and Android versions, account users authorize PRAM to match a rider(s) with a driver based on factors such as their location, estimated time to pick up, destination(s), user preferences, and platform efficiency, and to cancel an existing match and rematch based on the same considerations.

MARKET OPPORTUNITY

According to the US Census Bureau, 57% of 53.9M children in the US between 6 and 17 years old participate in at least one after-school extracurricular activity. Busy parents with hectic schedules struggle to get children to their many academic and extracurricular activities (school, practice, clubs, tutoring). Carpool scheduling is complicated and can strain relationships. Parents won't send their children in a car with someone they don't trust. Children end up missing activities and the entire family suffers the stress of running from place to place, with less time at home.

COMPETITIVE ADVANTAGE

PRAM fills an identifiable void in the ridehail market. The terms and conditions of the well-known ridehail providers do not allow a child to ride alone in one of their supported vehicles. There is a tremendous risk and liability associated with a minor using a parent's account on those platforms. PRAM fills this void with our app and service that provides a safe, secure, trackable, and viewable ride for a child/loved one using: background-checked and in-person interviewed driver, in-person driver training, certified vehicles, trackable/viewable rides, push notifications to multiple people, and emergency contact buttons to PRAM and 911.

TRACTION

PRAM has completed development of a minimum viable product (MVP) on iOS and Android. An early survey of regional parents indicates 50% are open to using a service like PRAM.

USE OF FUNDS

PRAM is seeking a \$0.5M investment for rapid acceleration of a pilot program in Anne Arundel County, MD. Upon successful completion of the pilot, PRAM will expand initial operations to the greater Baltimore/DC/NoVA region in 2019.

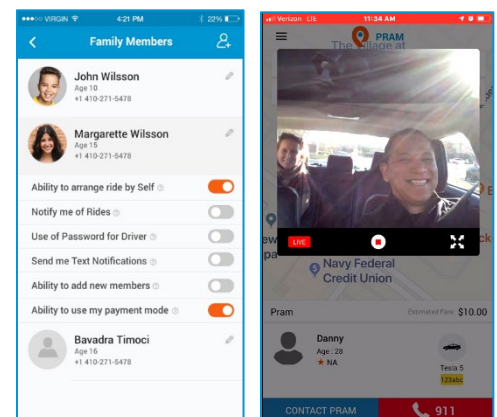
MANAGEMENT TEAM

Glenn Giles, CEO, is a widely known for delivering results with a leadership style combining imagination and vision, while providing a balance of ethics, logic, and passion for over thirty years and three successful startups. Additionally, he managed the project to hire over 67,000 security screeners for the TSA and was previously the COO of the District of Columbia. Gilbert Hernandez, COO, has over 25 years of product and business management experience including driver recruitment and retention at both Uber and Lyft. Robin Dvorak, CMO, has over 25 years of strategic marketing experience in both B2B and B2C, with a background in technology, telecom, financial services, nonprofits, and e-commerce.



At A Glance

Corporate Status	Delaware LLC
Solution	Safe and Secure Ridehail Platform for Loved Ones
Market Opportunity	Transportation serving 30.7M US school-aged children who participate in extracurricular activities
Management	Glenn E. Giles, CEO Gilbert Hernandez, COO Robin Dvorak, CMO
Industry	Ridehail
Counsel	McCarthy Int'l Law Group
Funds Sought	\$0.5M
Use of Funds	Pilot Program Anne Arundel County
Contact	Glenn Giles mobile: 410-271-5814 email: glenn@pramrides.com web: www.pramrides.com





EXECUTIVE SUMMARY

www.suncitysmarttech.com
team@suncitysmarttech.com
315-771-8701

RELIABILITY WHEN IT MATTERS.

Problem Electrical wiring faults are a serious concern for many industries. Defective or damaged wiring can lead to shorts or opens, which can cause fires and catastrophic failure in systems. There are numerous accidents in the aerospace, maritime, automotive and industrial spaces that have occurred as a result of faulty wiring. Existing technology detects electrical faults in a system, but cannot autonomously reroute power or prevent catastrophic failure.

Solution Our patented solution was specifically developed by NASA engineers to detect wire faults during operation and autonomously reroute power to prevent catastrophic failure. This is transparent to the operator, pilot, driver, etc. We can deliver smart wiring harnesses and control cables that will improve reliability, efficiency, and safety and will significantly reduce maintenance costs in utility control systems, air and ground transportation platforms, and defense equipment. When used in conjunction with wires that use a conductive detection layer, the system can detect and limit damage to the insulation layer before the core conductor becomes compromised. SmartTech will advance our technology by enhancing its predictive capabilities as well. Handheld wire fault detectors are currently our only competitors, but they cannot detect faults and reroute power during operation like our device. NASA has used this proven technology in rocket launches. We are the only ones with this capability now.

Market Opportunity

Oil Industry The global oil industry is worth trillions of dollars. Saudi ARAMCO, the state-owned Saudi Arabian National Oil Company, is the second largest oil company in the world earning \$540 billion of revenue in 2017. Saudi ARAMCO reached out to SmartTech saying that they would like to pilot test our technology in their Gas Oil Separation Plant control systems.

Defense Industry The United States spent \$462 Billion dollars on maintenance, procurement, and R&D in 2017. The U.S. Army Program Executive Office Ground Combat Systems (PEO-GCS) and General Dynamics both expressed interest in our work. PEO-GCS advised us to reach out to General Dynamics, who invited us to join their innovation center to explore the possibility of integrating our fault detection technology into their M1 Abrams main battle tank. Our smart wiring harnesses would replace outdated technology and allow General Dynamics to keep the M1 Abrams in the U.S. Army's operational ground combat fleet through 2050, possibly beyond.

Automotive Industry The U.S. auto industry's motor vehicle and parts manufacturing gross output was \$750 billion in 2017. Ford alone spent \$157 billion on cost of goods sold in 2017. We intend to become a supplier to a major auto manufacturer like Ford. Supplying Ford alone with our wiring harnesses would bring in over \$5 billion in revenue in one year. Ford, Toyota, GM, Chrysler, and Aptiv (formerly Delphi's automotive wiring division) have all expressed interest in our solution.

Management Team

Charles Schwab, CEO - 24 years experience in defense, financial services, and project and program management.

Greg Baine, President - Over 30 years experience in the defense industry and business strategy.

Keith Q. McGuire, COO - Contracting expert with 24 years experience in federal acquisition and foreign military sales.

Will Hammond, CTO - Electrical Engineer with 11 years of experience in the utility industry and turnkey projects.

Gary Hedrick, Advisor - Professor of Business at UTEP; Former CEO and CFO of El Paso Electric.

Investment Opportunity The company seeks **\$2 million** for use in the following manner:

- **40% (\$800,000) for indirect costs** to include marketing, utilities, salaries, recruitment, and labor.
- **50% (\$1 million) for direct costs** to include custom prototype design and engineering and new product development.
- **10% (\$200,000) contingency reserve** to be used towards any unexpected costs.

Offer: Investors will receive equity in the form of preferred stock. Advisor roles and board seats are negotiable.

Valaurum, the Aurum®, and KiBills™: Executive Summary

Valaurum is a technology company that has become the market leader in secure, affordable value storage products. The Company's first product, the Aurum®, is a 'bill' that contains a precise and verifiable amount of 24k gold encapsulated between layers of strong and durable polymer. Valaurum produces increments of gold valued between \$2 and \$50 in a "bill format". In order to manufacture the Aurum, a clear polymer is bombarded by gold atoms in a vacuum chamber, building up a precise, thin film. This gold layer is far more exact than gold leaf, more efficient in mass production, and far more durable for circulation. The Aurum incorporates proprietary nanotechnology and government-level security features, making it the most secure physical gold product in the world. Every batch of Aurum is subject to multiple quality assurance processes, and the gold in Aurum products is also recoverable. The divisibility, beauty, security and precision of the Aurum make it a highly desirable item for collectors and investors.

The Aurum is unique in the wider world of gold. Traditional coins and bars are unaffordable and require professional expertise to accept. Even with these challenges, the gold investment market has an estimated capitalization of \$3tn, with an average daily turnover of \$67bn to \$224bn. Valaurum wishes to democratize gold ownership by making affordable, secure, standardized increments of precious metal available worldwide.

In 2018, Valaurum began to address serious issues in the cryptocurrency space with new technology. Last year, cryptocurrency exchanges had an average of \$100m stolen per month from online accounts. Many exchanges have no better solution than storing printed receipts in physical vaults. The demand for physical, fiat currency in the world continues to increase, with over \$1.7tn in paper USD and a similar value of Euros in circulation.

Valaurum's KiBills™ will address this market need by embedding private keys between layers of atomically deposited metal, wrapped in government-level security features. A scannable, secure QR code will allow anyone to verify a bill's value directly on the blockchain, and will also directly link to dealers offering a buy-sell spread. To use the currency digitally, a user would have to break every layer of the bill, including the mirror-like metal surface, making tampering obvious. Secure manufacturing processes, performed in accredited vaults, will ensure no operator or third party will be able to read the codes. Valaurum believes that the first product to market with a serious, trustworthy offering in physical cryptocurrency may become the standard for public investment.

Valaurum is a privately-held Delaware (US) corporation founded in August 2012. The Company is organized as a technology company and is positioned for growth. The Company experienced 100% revenue growth in the last year. Aurum products appear regularly on national television channels like HSN, and the Company has established partnerships some of the largest precious metal dealers in the world. Legal tender currency has been manufactured for the Cook Islands, and Valaurum expects to reach legal tender status in several other countries in 2019. All of Valaurum's products are manufactured in the United States.

OUR SPONSORS



TECH 2000, INC @TECH2000INC

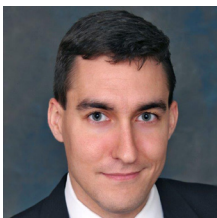
Tech 2000 is an educational technology company, based in the Washington, DC metro area, with offices in Atlanta, Los Angeles, and soon, London. Their core offerings are in instructor-led training (ILT), the creation and offering of digital learning, and the provision of instructors in state-of-the-art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



Wilson Sonsini Goodrich & Rosati
PROFESSIONAL CORPORATION

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

Michael Labriola is a partner in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where he works with public and private technology companies through all stages of their growth. Michael also frequently represents investment banks, venture capital funds, and private equity firms in a broad range of investment transactions. Michael's practice focuses on corporate and securities law, including general corporate representation, IPOs, VC financings, and M&A. He has assisted clients with matters ranging from formation and early-stage venture financing to IPOs on U.S. and foreign exchanges. He also has considerable experience in counseling publicly held companies on disclosure matters, SEC compliance, NASDAQ and NYSE listing matters, and other securities laws issues. Prior to law school, Michael was a senior auditor with Arthur Andersen LLP's Chesapeake-region growth, services, and products assurance practice and later with Ernst & Young's assurance and business advisory division. While at Arthur Andersen and EY, Michael audited public, private, and not-for-profit entities in several sectors. Michael is a CPA in Virginia.

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SHULMAN ROGERS

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

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

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



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

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

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

is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy.

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.



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MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH

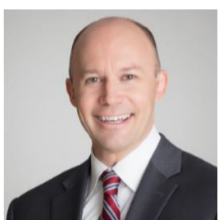
Mark Haas is President of Research and Organization Management, a strategy development and performance management consulting firm based in Washington, DC. He advises executives and Boards on diagnostics, strategy, business models and performance management aimed at growth, strengthening operations and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



THE MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP.

@thinkmoco

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



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

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

 RSM US LLP @RSMUSLLP

RSM 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.

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CHARLES G. CARR, CPA, ASSURANCE PARTNER

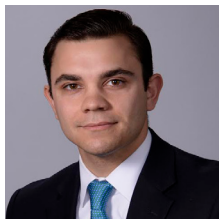
Chuck is the Assurance leader of the Washington Metro Ofces, Technology and Life Sciences practice. This practice covers companies representing the technology services, software, SAAS, telecommunications, media, biotech, pharmaceutical, and medical device sectors. Many of these companies are backed by 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.



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, CBRE

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

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

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NFP @NFP

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

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



RICHARD DIPIPPA, PARTNER, NFP

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

SUNTRUST BANK

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

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

CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

Chris Ross is a Client Advisor with SunTrust Private Wealth Management. Chris offers clients more than 25 years of comprehensive wealth management experience, leading a team of specialists in 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.



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ENTORO CAPITAL

Entoro Capital is a Houston based technology-enabled investment bank and advisory group. Entoro uses its proprietary online private securities syndication platform OfferBoard® for accredited Investors to review and analyze projects and opportunities. Securities are offered through Entoro Securities, LLC, member FINRA/SIPC.



Entoro is one of the leading financial groups utilizing the power of Blockchain and new methods for digital financial innovation. We have partnered or aligned with many of the top digital asset advisory groups, digital exchanges and technology groups and work with federal and state regulators to advance the use of digital assets for appropriate and quality transactions. Our business model drives the capital raise function to be nearly 100% digital, impactful, trackable. It is FINRA-compliant, human resource efficient, profitable and most importantly, creates a solution to the 80% of transactions overlooked by major investment banks as being too small or too difficult.

The combined Entoro team of investment professionals have closed \$100+ Billion of financial transactions. Our investment bankers and experts focus on Technology, Healthcare, Real Estate, and Energy verticals. Entoro Securities has processed over \$13 Billion on 32,000 separate transactions with Offer Board. Currently, Entoro has over \$1 Billion of digital security transactions in its active pre-offering (go-to-market) portfolio and approximately \$500 Million in current (non-digital-asset) transactions scheduled.

RYAN & WETMORE, P.C. @RYANWETMOREPC



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

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



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

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

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MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

The MTC VMS program has provided over 700 hours of volunteering and free mentoring. We have ongoing partner relationships with CONNECTpreneur and the Montgomery County Economic Development Corporation. For more information, go to <http://www.mdtechcouncil.com/careers/mentor-opportunities-new.php>



SALLY STERNBACH, FOUNDER, MTC VENTURE MENTORING SERVICES

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



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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



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

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative. He has previously held leadership roles at the Network for Teaching Entrepreneurship, DigitalBridge Communications, DLA Piper, and the University of North Carolina at Chapel Hill. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial

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thinking and activities across Georgetown University and make a broader impact in the DC entrepreneurial community. In 2012, Georgetown was recognized by the Global Consortium of Entrepreneurship Centers as a global leader in entrepreneurship education. Reid was also the founding director of the McDonough School of Business Real Estate Finance Initiative, where he helped raise over \$6 million in seed funding. At UNC, Reid was the founding executive director of the Center for Entrepreneurship, which he grew to a No. 1 national ranking by Forbes and Princeton Review. He earned a B.S. in business from Appalachian State and an MBA from UNC Chapel Hill.

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

@UMD_DINGMAN

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

HOLLY DEMARMOND, INTERIM DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP



Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects and celebrate entrepreneurs. Key responsibilities include oversight of the event and marketing strategy; student venture creation programming; and integration with Smith School entrepreneurship curriculum and research activities. Holly also develops and maintains relationships with donors, board members, entrepreneurs-in-residence, the Smith School community and other campus and regional partners.

Holly earned a Bachelor of Science degree in communications from the University of Tennessee at Knoxville and an MBA from the Robert H. Smith School of Business at the University of Maryland.

THE INSTITUTE FOR EXCELLENCE IN SALES (IES)

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet. The workshops are held at the USA Today Building. The IES runs sales programs for companies, Women in Sales, and Millennials in Sales.



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The IES also holds the Mid-Atlantic region's only award program that recognizes corporate and organization sales excellence. This year's event was on June 3, 2016 and recognized companies that have exhibited greatness in sales or BD such as Everfi, DLT Solutions, Iron Bow and Deltek. This year's Lifetime Achievement Award winners were immixGroup leaders Art Richer, Steve Charles, and Jeff Copeland. Our website is i4esbd.org

ANNUAL WHARTON DC INNOVATION SUMMIT

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

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

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



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SPEAKERS

First	Last	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Rick	Weidinger	Founder & CEO	Robotic VISION Technologies
Jonathan	Aberman	Managing Partner	Amplifier Venture Partners
Brian	Park	Managing Partner	SparkLabs Cyber + Blockchain
Bob	Buchanan	Chairman	Montgomery County Economic Development Corp
Esther	Lee	CEO	Refraction

PRESENTERS

First	Last	Title	Company
Canduit			
Greg	Lewin	Founder & CEO	Canduit
Goefer			
Michael	Herod	Founder	Goefer
Andrew	Green		Goefer
Incidr			
Henry	Hunter	Founder	Incidr
Nanobiofab			
Richard	Taylor	President	BrandCriterion
Ruoting	Yang	Co-Founder & COO	Nanobiofab
Xiaonao "Nao"	Liu	CEO	Nanobiofab
Pram Rides			
Robin	Dvorak	CMO	Pram Rides
Glenn	Giles	CEO	Pram Rides
Jess	Maier	Director, Digital Marketing	Pram Rides
Sun City SmartTech			
Charles	Schwab	Founder & CEO	Sun City SmartTech
Keith	McGuire	COO	Sun City SmartTech
Gregory	Baine	President	Sun City SmartTech
William	Hammond	Founder & CTO	Sun City SmartTech
Valaurum			
Tom	Trexler	President	Corporate Finance Inc.
Adam	Trexler, (PhD)	President & Co-Founder	Valaurum

ATTENDEES

First	Last	Title	Company
Ryan	Adams	Marketing Manager	The Mather Group
Patrick	Adler	Interim Executive Assistant	Junior Achievement of Greater Wahsington
John	Aggrey	Chairman & CEO	The Unicorn Group
Amit	Agrawal	Sr Software Development Engineer	Fiserv Inc
Jitin	Ahuja	Biz Dev	Spacejete Media
David	Aiken	Partner	VentureCount LLC
Steve	Alexander	CEO	Scaled Markets
Kyrah	Altman	CEO	LEAD, Inc.
Moss	Amer	Associate	Maryland Venture Fund
David	Anderson	President	Prestructure
Rob	Anderson	Principal	Anderson Consulting
Dave	Anderson	Principal	Anderson Consulting
Adam	Ashley	Founder & CEO	Plus Up, LLC
Eric	Ashman	Founder & CTO	AlemaTech Consulting
Larry	Austin	Director	Starwalker LLC
Michael	Avon	Founder & CEO	ICX Media
Nikhil	Baddam	Student	Johns Hopkins University
David	Bain	Chairman	Technology Safety Council
Allison	Bajger	CEO & Founder	Millennial Motivation Advisors, LLC
Mark	Baldino	CEO	FireBot Suppression
Jason	Bamford	Founder	GeoSwap
Michael	Barnett	CEO	InGo
Andrew	Barnett	Consulting Supervisor	RSM
Angelo	Baskaran	Executive	eKuber Ventures Inc
Will	Baughner	Development Director	The Howard Hughes Corporation
Greg	Bell	Finance Consultant	Ryan & Wetmore, PC

First	Last	Title	Company
Tyson	Bellamy	President	FEFA, LLC
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Marshall	Besch	COO	SurgiPrice
Christina	Betancourt Johnson	Principal	Rooted Therapeutics
Tracy	Betts	CEO	Boldr Strategic Consulting
Douglas	Black	Partner & COO	Cyber Capital Partners
Randy	Blake	Principal	Duncaster Investments
Robert	Braden, Jr.	VP of Business Development	SHINE Management
Callahan	Brady	CEO	FITCI
Anita	Brooks	Private Investor	
Ken	Brooks	Private Investor	
Damien	Budnick	CEO & Founder	Tbudx
Mark	Bulkeley	Managing Director	Dean Capital Investments
Bill	Bunting	Senior Managing Director, Private Capital Markets	Stifel Financial Corp.
Lang	Campbell	Client Partner	3Pillar Global
Leslie	Canavera	CEO	PolArctic LLC
Alison	Cardy	Coach	To a Billion with Joy
Greg	Carpentier	Senior Associate	CBRE
Seth	Carpin	Senior Client Partner	3Pillar Global
Chuck	Carr	Assurance Partner	RSM
Manny	Carrero	Financial Services Professional	New York Life Insurance Company
Alex	Castelli	Partner	CohnReznick
Javier	Castro	CEO, Co-Founder	Gravata
Rob	Cerbone	Principal	Cerbone & Co, LLC
Hanna	Chakarji	COO	ACExplatform.inc
Cort	Chalfant	Managing Member	Nexus Private Capital
Jonathan	Chashper	CEO	WolfPack Systems, Inc
Lynne	Cheng	Head of Operations	OmniVis
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Stewart	Christ	Director	Mirtech
Gabe	Chung		
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Katherine	Clayton	Co-Founder & CEO	OmniVis
Alexander	Cohen	CEO	TwentyTables
Buff	Colchagoff	CEO	RosettaHealth
Chris	College	Managing Partner	TCP Venture Capital
Bill	Collins	Chairman	The Collins Companies
Heather	Combs	Chief Revenue Officer	3Pillar Global
Matthew	Condy	Partner	Cyber Capital Partners
Sue	Coots	Financial Services Professional	New York Life Insurance Company
Judy	Costello	Managing Director, Economic Development	BioHealth Innovation
John	Culbertson	CEO	Catalyst
Chip	Cunningham	Business Development	New Zealand Trade & Enterprise
Bobby	Cunningham	Legislative Assistant	VH Strategies
Brian	Darmody	Associate VP Corporate Relations	University of Maryland
Gordon	Davidson	Chairman	Lightsense Technology, Inc.
Hank	Dearden III	Principal	Groud 3D
Ella	Decker		
Margot	DeFrance	Managing Director	Entoro Capital
Jaap	Dekkinga	Founder	TuneURL
Miriam	Dellisola	CEO	Dellisola Family Office
Paul	Dellisola	Sr. Managing Director and Head, Capital Markets	Stifel Financial Corp.
David	DeWolf	CEO	3Pillar Global
Scott	DiGiammarino	CEO	MovieComm
Gian	Dilawari	President	Dilnet, Inc.
Jim	Dinegar	Director, Center for Business in the Capital	American University, Kogod School of Business
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Lisa	Donnan	Managing Director	Option3Ventures
Ollen	Douglass	Managing Director	Motley Fool Ventures
Doug	Duncan	President & CEO	Leadership Greater Washington
Eva Andura	Dunlap	Cyber Security Specialist	Fannie Mae
Tom	Durrer	Senior Vice President	Union Bank & Trust

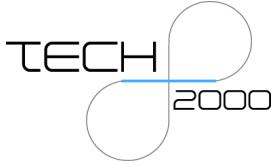
First	Last	Title	Company
Thomas	Egan, Jr.	Partner	Baker & McKenzie LLP
Howard	Eisenberg	Founder & President	WealthTec
Herb	Ezrin	President	Potomac Business Group
Mohid	Farazi	Founder & CEO	Yaylo Inc
Nicholas	Fett	CEO	Daxia
Zach	Ficklin	Senior Finance Consultant	Ryan & Wetmore, PC
Ken	Fischer	CEO	Atigro
Julian	Flores	Financial Advisor	Morgan Stanley
Karyn	Folan	Producer/Writer	Rock Creek Content
Tom	Fong	Director of Business Development	MYTA Technologies
Diana	Foster	Recruiting Manager	Apptad Inc.
Evangelos	Fotopoulos	President	VFI Corporation
Marc	Freedman	CEO	Expense To Profit LLC
Howard	Freidman	Managing Director	Bluechip Jets
Lisa	Friedlander	Business Development Manager	Shulman Rogers
Owen	Friese	Student	Johns Hopkins University
Kelvin	Fu	Vice President	Interprise Partners, LLC
Joe	Fuld	President	The Campaign Workshop
John	Funge	Chief Product Officer	Data Tribe
Jeff	Furst	CFO	Sumner Financial
Danielle	Gallo	Senior Manager	Ryan & Wetmore, PC
Brian	Galvin	Founder	CuriPow
Rick	Gersten	Managing Partner	Urban Igloo
Ali	Ghaed	Founder	XFI
Neila	Gharsallah	Angel Investor	Dingman Center for Entrepreneurship
Mark	Gilbert	Angel Investor	
Dan	Gorman	MBA Candidate	American University
Natalie	Gosnell	Advisor	Cresa
Michael	Gottlieb	Founder	Momentum Law Group
Tyler	Gray	Principal	Gray Street Solutions
Travis	Gray	Founder	Food Chain
Joshua	Greene	CEO	The Mather Group
Ed	Grenier	President & CEO	Junior Achievement of Greater Wahsington
Fred	Gumbinner	Managing Partner	G2 GEM Finance LLC
Cynthia	Gurne	CEO	The Workforce Show
Mark	Haas	Board Chair & Co-Founder	Association for Enterprise Growth
Kristy	Halderman	Founder	Blue Crate Oat Milk
Brent	Halliburton	Director, Product	National Student Clearinghouse
Quame	Hamlin	Director/Producer	Breathe Media Group
Brian	Han	Sr. Manager, International Investment	KOTRA
Hammond	Han	Managing Director	The Han Group at UBS
Jacob	Harless	Solution Engineer	Oracle
David	Harrington	President & CEO	Prince George's Chamber of Commerce
Stacey	Harvey Reid	Program Manager	Maryland Department of Commerce
Chris	Haug	Chapter Director	Startup Grind
Jeffrey	Hausfeld	Chairman of the Board & CMO	BioFactura Inc.
Tricia	Homer	Faculty	UMD Robert H. Smith School of Business
George	Hondros	Director	BDO
Sarah	Hostyk	Founder & CEO	Place Tempo
Zhensen	Huang	CEO	Precise Software Solutions, Inc.
Alex	Hughes	Student	George Mason Entrepreneurship Club
Aliya	Hulse	Business Owner	MWM Systems, LLC
Neha	Husein	CEO & Founder	Just Drive, Inc.
Timm	Hwang	MBA Candidate	Georgetown University
Leif	Jackson	VP of Product	Cybrary
Gloria	Jacobovitz	Technology Manager	Johns Hopkins University Applied Physics Lab
Tushar	Jethani	Student	American University, Kogod School of Business
Rahul	Jindal	CEO	Hyde Closet
Timm	Johnson	Director	Mason SBDC
John	Jolly	CEO	Syncurity
Nigel	Jones	CEO	KoolSpan
Woodrow	Jones	Co-Founder	TaDaah, LLC
Katie	Jordan	Principal	Verasolve
Adam	Joseph	Managing Director	ACJ Advisors
Mohamed	Kamara	Co-Founder	InovFit Health
Stephen	Kann	Managing Director	Paulson Investment Company
Andy	Kapit	CEO	WillU2
Anil	Karmel	Co-Founder & CEO	C2 Labs

First	Last	Title	Company
Afrika	Kathuria	Event & Media Producer	WashingtonExec
Stephanie	Katz	Owner	CETA Benefit Consulting Group, LLC
Mark	Kay	CEO	StrikeForce Technologies
John	Keeling	SVP, Business Development	The Motley Fool
Tim	Keough	CEO	Sympli
Raj	Khera	Executive VP	WealthEngine, Inc.
Neil	Kleinberg	Founder & CEO	DiliVer
Eric	Koefoot	President & CEO	PublicRelay
Tom	Kohn	Professor/Executive-in-Residence	American University
Neal	Koller	President & CEO	PGT Holdings, Inc.
John	Kolm	CEO	Team Results USA
Nick	Kovacic	Partner	The Nicholas Companies
Justin	Label	Seed Investor	Inner Loop Capital
Barbara	Landes	Co-Founder & Partner	Landes Strategy
Mark	Landes	Co-Founder	Landes Strategy
Carmen	Larsen	CEO	AQUAS, Inc.
Jamie	Latham	Assistant Marketing Manager	The Howard Hughes Corporation
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Martin	Leclerc	Managing Director	Pickwick Capital Partners
Lucy	Lee	Partner	Greenberg Traurig, LLP
Paul	Legrady	Founder	UniVerity
Julie	Lenzer	Chief Innovation Officer	University of Maryland
Mark	Levine	Managing Director	Core Capital Partners
Reid	Lewis	Co-Founder & Senior Vice President	Proxidyne
Gary	Lipsky	CEO	Galactica Labs
Edita	Lobaciute	Global Community Lead	Mindspace
Maureen	Loftus	Manager, Partner	Miratech
Brent	Lorenz	Vice President	Bowen Advisors
Brad	Love	Senior Financial Analyst	ID Private Equity
Jet	Lu	Director, Digital DevOps	City of Baltimore
Tessa	Lucero-Bennett	CPA	Ryan & Wetmore, PC
Dennis	Lucey	Vice President	TKC Global
Chris	Lucey	Managing Director	Newmark Knight Frank
Elliot	Lum	VP Talent & Program Development	ANA's Educational Foundation
Casey	Lynott	Client Partner	3Pillar Global
Tai	Mai	VP, Finance	Startup Hoyas MED
David	Mamiye	Managing Director	Analk America
Bob	Manavi	Founder	B2Bid
Janice	Mandel	Communications Consultant & Writer	
Ghazenfer	Mansoor	Founder & CEO	Technology Rivers
Danny	Marske	Director of Client Services	Robotic Vision Technologies
Bill	Marvel	Managing Director	Baldwin Brothers
Teshter	Master	CEO	QuantaHub
Meghan	Maupin	CEO	Atolla
Karen	McCord	CEO	Breezio
Erik	McLaughlin	Senior Vice President	CBRE
Mark	McLindon	CEO	Menokadu
Mark	McLinkdon	President	PeopleXR
Terrance	Melcher	Founder & CEO	Wellpreneur LLC
Peter	Mellen	Board of Directors	Tides
George	Men	Commercial Real Estate Advisor	Cresa
Beth	Mendelson	Senior Executive Producer	Voice of America
Michael	Meyers	COO	REsimplifi, Inc
Peter	Michel	Operating Partner	Seguin Partners
Anthony	Millin	Partner	Shulman Rogers
Kenon	Mitchell	Co-Founder & Chief Creative Officer	RapReprise
Terry	Moraska	Partner	Pan Pacific Finance Group
Jeff	Mund	Founder & Managing General Partner	MVC Partners
Charlie	Nahabedian	CEO	VideoKall, Inc
Neal	Naito	Medical Advisor	Ruth Clinic
Silvana	Nani	CEO	Korabi Consulting
Daniel	Neal	Founder & CEO	Kajeet
Catherine	Nguyen	Founder	Wild Willett Food
Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC
John	Nolan	CFO	Determine Inc
Judy	O'Connor	Founder	Like Neighbors
Paul	Opalack	Managing Director	Noblestar
Kristi	Otto	Partner	In2Capital

First	Last	Title	Company
Brig	Owens	Partner	Bennett Group
Ilbay	Ozbay	CEO & Founder	HomeNovator Inc.
Betul	Ozyilmaz	Research Assistant	American University
Doug	Palley	Principal, Regional President	Granite Realty Partners
Daniel	Pannell	Sales Manager	MindSpace
Lawrence	Parham	Co-Founder	LPJ & Company
Alyssa	Parham	Co-Founder	LPJ & Company
Sophia	Parker	CEO	DSF Federal
Daniel	Parra	Director Small & Minority BD	Montgomery County Economic Development Corp
Sanders	Partee	President	Repeat Technology
Ryan	Pearre	Student	American University
Minh-Quan	Pham	Attorney	Berenato & White, LLC
Federica	Polato	Research Associate	National Institutes of Health
Suzanne	Pollak	Writer	Montgomery Sentinel
Brandon	Poteet	Financial Advisor	Merrill Lynch
Corinne Marie	Pouliquen	Partner	Berenato & White, LLC
Bhavesh	Pranav	Co-Founder and CEO	Phylomics
Sanjay	Prasad	CEO	SurgiPrice
Amit	Puri	2019 MBA Candidate	University of Maryland
Ali	Qureshi	COO	NuAxis Innovations
Harley	Radin	Investor	
Pramod	Raheja	CEO	Airgility
Janelby	Ramirez	Community Manager	MindSpace
John	Reardon	Chairman	BiTSR, Inc.
Claudia	Recchi	Co-Founder	EdSights
Nona	Richardson	Co-Founder & Chief Strategist	RapReprise
Andrew	Richman	BizDev	WolfPack Systems, Inc
Michael	Riemer	EIR	IloT Labs
Marty	Rosendale	CEO	MD Tech Council
Larry	Rosenfeld	CEO	Sage Communications
Chris	Ross	Managing Director	SunTrust Bank
Mark	Rothman	President	MYTA Technologies
James	Row	Managing Partner	Entoro
Todd	Rowley	Senior Vice President	United Bank Inc
Frank	Roys	Business Development	Nanobiofab
Michael	Ruff	CEO	Creative Biopeptides
Jeremy	Ruroede	CEO	S.E.R.R.I Technologies
Wolf	Ruzicka	Chairman	EastBanc Technologies
Daniel	Ryan	Portolio Manager, CCO	Alikos
Pete	Ryan	Partner	Ryan & Wetmore, PC
Ola	Sage	CEO	CyberRx
Ruwan	Salgado	Business & Finance Professional	
David	Samuels	CFO	DrFirst, Inc.
Michael	Santella	CEO	Agilion, Inc.
Rosemarie	Savino	COO	Gravatate
Devin	Schain	Executive Chairman	T-Worx
Alan	Schlaifer	Chairman	Wharton Club of Washington, DC
Alan	Schulman	Senior Advisor	NFP
Ben	Schuster	Co-Founder	Sheep
Michael	Script	CEO	vClick3d
Steve	Seiden	CEO	Acquired Data Solutions
Sean	Semmler	Associate	Wilson Sonsini Goodrich & Rosati
Manan	Shah	Partner	Focus Investment Banking
Ren	Shan	CEO	Linkgear Foundation LLC
Parag	Sheth	Director & CMO	Maryland Venture Fund
Michael	Shor	Commercial Broker	LNF
Garrett	Shuster	MBA Candidate	American University
Marcy	Silbert	Personal Stylist/Custom Fit Specialist	J.Hilburn Custom Menswear
Gus	Simao	Partner	Data Point Capital
Patty	Simonton	Director, Be Green Hub	Bethesda Green
Manjit	Singh	President	Agilious
Collin	Smith	Director of Business Development	Aperiomics
Stephen	Smith	Founder	Logicea
Stan	Smith	Venture Investment Manager	UMD Dingman Center for Entrepreneurship
Jeff	Smolley	Managing Partner	713 Consulting LLC
Patrick	Soltis	Research Manager	seedsprint
Pamela Lynne	Sorensen	Founder & President	High Frequency Consulting LLC
Ajay	Srivastava	Managing Partner	eKuber Ventures Inc

First	Last	Title	Company
Anita	Srivastava	Managing Partner	eKuber Ventures Inc
Sally	Sternbach	Managing Committee	MD Tech Council Venture Mentoring Services
Tambra Raye	Stevenson	Founder	WANDA
Nathan	Stratton	CEO	Vocinity
Bob	Sweeney	Director Corporate Partnerships	American University - Kogod School of Business
Cabral	Sylvester	Founder	TheBigPicture
Brian	Taff	CEO	Streetsense
David	Taylor	Attorney	Berenato & White, LLC
Jimi	Tele	Founder	Chekmate
Jeff	Tennery	CEO & Founder	Moonlighting
Manish	Thakur	Managing Partner	Option3Ventures
Bill	Tompkins	COO	MDEDC
Bill	Tompkins	COO	Montgomery County Economic Development Corp
Paulo	Torres Diaz	Solution Engineer	Oracle Corporation
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Chris	Tully	Chief Sales Officer	Sales Xceleration
Bill	Van Dyke	Partner	Obsidian
Alyssa	Vasquez	Founder	YouBelong, LLC
Nick	Vico	Student	Christopher Newport University
Allen	Waziri	CEO	iCE Neurosystems
Amy	Weidinger		
Paul	Weidinger	VP Engineering	Robotic VISION Technologies
Anna	Weidinger	Student	University of Illinois
Tim	Weidinger	Project Manager	Robotic VISION Technologies
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Skip	West	Owner	MAXSA Innovations
Faraji	Whalen-Robinson	Co-Founder and CEO	Southbanc
Clair Marie	Wholean	Founding Principal	Archfina
Stephen	Wiggington	Founder	Cartwheel
Jason	Wilcox	Special Counsel	Baker Botts LLP
Zach	Wilson	Managing Partner	New City Energy
David	Wilson	Associate	Franklin Advisory Group
Tim	Winkler	CEO & Founder	Hatch IT
Andrew	Winslow	Vice President	Grotech
Jim	Wolfe	President	FirstGuard Technologies Corporation
Michael	Wolk	Principal	Expense Reduction Analysts, Inc.
Dean	Xenos	Managing Director	Exogent LLC
Christopher	Xenos	Vice President	Personify
Frank	Yang	Associate	Wilson Sonsini Goodrich & Rosati
Andrew	Yu	Business Development Manager	Fairfax County Economic Development Authority
Elliott	Zaresky-Williams	Lead Machine Researcher	S.E.R.R.I Technologies
Haiwang	Zheng	MBA Intern	Georgetown Venture Lab
Danqing	Zhu	Team Lead	World Bank Group
Ben	Zimmerman	Associate Director	Georgetown Entrepreneurship
Adam	Zuckerman	Founder	Fosterly

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