

ECVC EAST COAST VENTURECON

Marymount University at Ballston Center • March 21, 2019

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MARYLAND
TECH COUNCIL



AGENDA

7:30 - 9:00am

REGISTRATION/NETWORKING BREAKFAST

Lobby & 2nd Floor Foyer

9:00 - 9:20am

WELCOME REMARKS Auditorium

Opus8
Arlington County
Marymount University
Maryland Tech Council

9:20 - 10:00am

VENTURE CAPITAL PANEL - Latest trends in the VC markets

MODERATOR: **MARTY ROSENDALE** - CEO, Maryland Tech Council
OLLEN DOUGLAS - Managing Director, Motley Fool Ventures
LENARD MARCUS - General Partner, Edison Partners
ANNA MASON - Partner, Rise of the Seed Fund at Revolution
JONATHAN PERL - General Partner, Boulder Ventures

10:00 - 10:45am

SEED & EARLY STAGE PANEL

MODERATOR: **ANTHONY MILLIN, ESQ.** - Chair, NEXT; Venture Partner, Urban
Us; Partner, Shulman Rogers
CHRIS COLLEGE - Managing Partner, TCP Venture Capital
MARK GROVIC - General Partner, New Markets Venture Partners
SHELLY PORGES - Founder & Managing Partner, The Billion Dollar Fund for Women
PARAG SHETH - Director and CMO, Maryland Venture Fund / TEDCO

10:45 - 11:15am

NETWORKING BREAK

11:15 - 12:30pm

COMPANY SHOWCASE / ROCKET PITCHES

(2 concurrent showcases)

HEALTHCARE & EDUCATION SHOWCASE

2nd Floor Large Conference Room

Adaptive Phage Therapeutics - Greg Merrill
 Alma Mater - Neill Frazier
 ALPHYN Biologics - Neal Koller
 Beautiful bioSolutions - Martin Erim
 DeepLook - Greg Belanger
 IQYOU - Marc Isaacson
 Laughing Fish Sunscreen - Chip Martella
 Nanochon - Benjamin Holmes
 Ortus Academy - Aaron Velky
 SmartLink Health - Siu Tong
 SurgiPrice - Sanjay Prasad MD FACS
 True Bearing - Tisha Jepson

TECH SHOWCASE

Auditorium

Airgility, Inc. - Pramod Raheja
 Automatic Technologies - Dennis Defensor
 Avealto - Walter Anderson
 Drop Dead Life Insurance - Derryn Shrosbree
 HydeCloset - Rahul Jindal
 King & Union - Chris Clark
 misellf - James Knupfer
 MovieComm - Scott DiGiammarino
 PramRides - Glenn Giles
 Salamandra Zone - Gil Tomer
 Sioneer, Doug Jackson
 Totem Systems, Inc - PJ Harris

12:30 - 1:15pm

NETWORKING LUNCHEON 2nd Floor Foyer & Large Conference Room

1:15 - 2:00pm

CYBER INVESTMENT PANEL Auditorium

MODERATOR: DAVID PETR - President & CEO, Montgomery County
Economic Development Corporation

BILL CROWELL - Partner, Alsop Louie Partners

JIM HUNT - Managing Partner, Lavrock Ventures; Founding Principal, BluVenture Investors

JIEMIN JORDAN - Managing Partner, Decisive Investment Group; Stars
Mentor, MACH37 Cyber Accelerator

JEN O'DANIEL - Investment Director, CIT GAP Funds; Investment Director,
MACH37 Cyber Accelerator

MANISH THAKUR - Managing Partner, Option3 Ventures



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2:00 - 2:45pm CONCURRENT PANELS "A" HEALTHCARE INVESTMENT PANEL – A1

Auditorium

MODERATOR: **ELIZABETH CHO FERTIKH** - Co-Managing Director, MEDA Angels, LLC; Professor, The Johns Hopkins University

RICK GORDON - Director, INOVA Personalized Health Accelerator

ROSEMARIE TRUMAN - General Partner and Founder, Gazelle Futures LLC: CEO And Founder, The Center for Advancing Innovation

OPPORTUNITY ZONES AND TECH COMPANIES - A2

2nd Floor Large Conference Room

MODERATOR: **SARA GIBSON** - Co-Founder & CEO, 20 Degrees

BRIAN GAISTER - Co-Founder & General Partner, SaaS Ventures; CEO, Pennington Partners & Co.; Principal, PTM Partners

GERRY REIHSEN - Founder & CEO, Coasis Coalition Companies PB LLC

TOM WEITHMAN - Chief Investment Officer, MACH 37 Cyber Accelerator; Vice President and Managing Director, Center for Innovative Technology GAP Funds

2:45 - 3:30pm CONCURRENT PANELS "B" ANGELS AND ACCELERATORS - B1

Auditorium

MODERATOR: **ESTHER LEE** - President & CEO, Refraction; Former Secretary of Trade and Commerce, Commonwealth of Virginia

JEFF CHERRY - CEO and General Partner, SHIFT Ventures; CEO, Conscious Venture Lab

FRED GUMBINNER - Angel Investor; President, Keiretsu Forum DC; Managing Partner, G2 GEM Finance

JEFF MUND - Founder & Managing General Partner, MCVV Partners

RYAN ROSS - Chief Innovation Officer, Halcyon

TOKEN OFFERINGS – Alive or Dead? - B2

2nd Floor Large Conference Room

MODERATOR: **ANDREW BERKOWITZ** - CEO/Founder, Global Startup Media

GERRY REIHSEN - Founder & CEO, Coasis Coalition Companies PB LLC

CAROL VAN CLEEF - Blockchain and Crypto expert; CEO, Luminous Group; Partner, LeClairRyan

3:30 CLOSING NETWORKING RECEPTION

SPEAKERS



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

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

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

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

ANDREW BERKOWITZ - CEO/FOUNDER, GLOBAL STARTUP MEDIA



Since launching The Global Startup Movement podcast, Andrew has interviewed leading entrepreneurs and venture capitalists in dozens of startup markets around the world. He's traveled the world launching white-label podcast series for brands ranging from Web Summit in Lisbon to the iHub incubator in Kenya. He now runs Global Startup Media, a podcast media network, creating content in the cryptocurrency, venture capital, and startup space and producing white-label podcast content for brands.

SPEAKERS



JEFF CHERRY - CEO & GENERAL PARTNER, SHIFT VENTURES; CEO, CONSCIOUS VENTURE LAB

Jeff is the Founder/Executive Director of Conscious Venture Lab, and CEO of SHIFT Ventures, an accelerator and venture capital fund for companies that are operating at the inter-section of profit and purpose. He is an evangelist for the transformation of capitalism, attempting to reshape cities and lives through a more human-centered form of work.

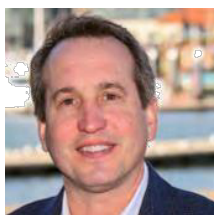
The fund invests in companies that use societal purpose as the foundation for long-term sustainable value. Jeff is a frequent speaker on the topic of impact investing and new models of business. He has recently had the honor to present at The University of Maryland, The Darden School at the University of Virginia, Yale University, Columbia University, The Booth School at the University of Chicago, and The University of Baltimore.



ELIZABETH CHO FERTIKH - CO-MANAGING DIRECTOR, MEDA ANGELS, LLC; PROFESSOR, THE JOHNS HOPKINS UNIVERSITY

Elizabeth Cho-Fertikh, PhD, is a cancer biologist turned healthcare advisor & investor. She has 25 years cross-functional biotech expertise spanning translational drug research, clinical trials and regulatory affairs; and funding/investing experience as a grants review officer and angel investor. She is the Founder of ECF Biosolutions, a healthcare advisory practice that serves startups, investors & biotech/pharma companies, based on the collective experiences of the team's medical, scientific, industry & financial experts. She is also Founder of Venture Corner, an educational nonprofit organization that provides intro & advanced instruction to entrepreneurs & angel investors and recently established MEDA Angels, a healthcare-focused angel investor group, along with physician-investor colleagues. Elizabeth is actively involved in the entrepreneur community, mentoring startups at the Halcyon House and those based throughout the WSH, DC - Baltimore area, and an Instructor at Johns Hopkins Carey Business School. She received her BA from Johns Hopkins University, her MS from Georgetown University, PhD from Thomas Jefferson Medical College and completed her postdoctoral training at the NIH & Harvard Medical School.

SPEAKERS



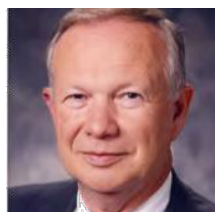
CHRIS COLLEGE - MANAGING PARTNER, TCP VENTURE CAPITAL

Chris College is an experienced capital markets professional with deep expertise in structuring, negotiating, and executing transactions. Mr. College has successfully raised over \$1.6 billion in over 60 transactions during his career.

He is currently responsible for the strategic and operational leadership of the TCP Venture Capital family of funds. Prior to joining TCP Venture Capital, from 2006 to 2012, Mr. College was Head of the Private Finance Group at Stifel Nicolaus. From 2001 until 2006, Mr. College held various titles of increasing responsibility in the Private Finance Department of Legg Mason Wood Walker. Mr. College joined Legg Mason Wood Walker in 1999 and from 1999 until 2001 was a member of the investment banking team focusing on mergers and acquisitions and initial public offerings (IPOs) in the technology and government services industries. Prior to joining Legg Mason, from 1992 to 1997, Mr. College was an investment banker with Robert W. Baird & Co.

Mr. College holds BA in economics from Northwestern University and an MBA degree from Emory University.

BILL CROWELL, PARTNER, ALSOP LOUIE PARTNERS



Bill Crowell is a Partner at Alsop-Louie Partners in San Francisco, which invests in the foundation of emerging Internet ecostructure. He is also a consultant specializing in IT, security, and intelligence systems. He is a director in a number of data protection and internet security companies, and has served as Chairman, President or CEO of a number of security product or services companies.

Prior to the private sector, Mr. Crowell held a series of senior positions in the National Security Agency. He was Deputy Director of Operations running its core signals intelligence mission, and from 1994 until his retirement in 1997 was Deputy Director of NSA. In 1999, he was appointed to the President's Export Council, which advised the administration on trade and export policy.

After 9/11, he served on the Markle Foundation Task Force on National Security in the Information Age and has also served on numerous panels to investigate and improve military command and control, intelligence and security systems. In 2007 he was named Chairman of the Director of National Intelligence (DNI) Senior Advisory Group. Mr. Crowell is an expert on network and information security issues. In 2008, Security Magazine selected him as one of the 25 most influential people in the security industry. In 2007 he co-authored the book, Physical and Logical Security Convergence, published by Elsevier. He has been quoted in many trade and business publications including the Wall Street Journal, Business Week, USA Today, Information Week, and others. Crowell has also appeared on CBS, CNET, and CNBC.

SPEAKERS



OLLEN DOUGLASS – MANAGING DIRECTOR, MOTLEY FOOL VENTURES

Ollen Douglass is the Managing Director of Motley Fool Ventures, a new early stage venture capital fund. Prior to the venture fund, Ollen was CFO of The Motley Fool Holdings, Inc. for 14 years. During that time, he was responsible for the overall financial health of the Fool and helped guide the company through periods of major growth, contraction and market volatility. As CFO, Ollen led the Finance and Accounting teams, but also had periods of managing a broad range of groups including Legal, Benefits, Sales, Business Development, Real Estate, Business Intelligence, Asset Management, International and a corporate venture capital pilot program. Ollen currently serves on the board of portfolio companies Eyrus and InHerSight, and is on the board of the nonprofit organization, Young Artists of America. Prior to joining The Fool, Ollen worked in mortgage banking, and was also an auditor for KPMG. Ollen is a graduate of the University of Baltimore, with a degree in Accounting.



BRIAN GAISTER - CO-FOUNDER & GENERAL PARTNER, SAAS VENTURES; CEO, PENNINGTON PARTNERS & CO.; PRINCIPAL, PTM PARTNERS

Brian is Co-Founder and CEO of Pennington Partners & Co., a private investment and strategic advisory firm based in Bethesda, MD. He is also a Principal and Co-Founder of PTM Partners, a real estate private equity firm, and Co-Founder and General Partner of SaaS Ventures, a VC firm focused on early stage enterprise technology companies.

Brian is a serial entrepreneur and active investor. Prior to founding Pennington Partners & Co, Brian spent 8 years at leading investment banks. Brian holds a Certified Investment Management Analyst® designation, as well as a Certified Private Wealth Advisor® designation. Brian earned a B.S. in International Business from the University of Maryland Robert H. Smith School of Business.

Brian serves on the investment committee for the Bender JCC of Greater Washington, and he is a committee member for the Investment Management Consultants Association. He is also a member of The National Young Leadership Cabinet through JFNA.

SPEAKERS



SARA GIBSON - CO-FOUNDER & CEO, 20 Degrees

Sara Gibson is Co-Founder and CEO of 20 Degrees, an impact investing firm based in Washington, D.C., dedicated to connecting nonprofits to impact capital. Sara is a strategic, collaborative and high-energy social investment broker skilled in securing the necessary resources, relationships, and systems to create meaningful change.

An innovator within the development field, Sara creates a culture of fearlessness around revenue within organizations and brings deep technical knowledge of fundraising and a record of success to her work in impact investing. Sara has deep nonprofit governance experience, serving as a former chair of Jubilee Jumpstart's Board of Directors, current chair of Sitar Arts Center Leadership Council and member of numerous other community boards.

Sara's 20-year career spans service in the corporate and nonprofit sectors, having worked at the Advisory Board Company (later Corporate Executive Board) and award-winning service organizations, including Miriam's Kitchen, AppleTree Institute for Education Innovation, Sitar Arts Center, and Samaritan Ministry of Greater Washington, as well as L'Ecole Koenig in Paris. Sara's issue expertise includes homelessness, early learning, arts, youth development and District of Columbia politics. Sara's work has been highlighted as a best practice in the book *Engaging Your Board in Fundraising: A Staff Guide* and in the Washington Business Journal. She is an EnVest Foundation 40 Under 40 honoree and a proud member of the Leadership Greater Washington class of 2015. Sara hails from Indiana and graduated from Saint Mary's College in Notre Dame, Indiana.



RICK GORDON, DIRECTOR, INOVA PERSONALIZED HEALTH ACCELERATOR

Rick is an expert on technology investing, business strategy and early-stage venture development. He is a proven leader with more than 25 years experience in providing organizations with strategic growth. He serves as a Director at Inova Health System's Personalized Health Accelerator, the health system's seed investment organization.

Rick formerly was founding Managing Partner of the MACH37 cybersecurity accelerator supported by a community of hundreds of industry leaders who contribute to company development. Rick was previously CEO of Tovarix, a specialized encryption software development company, and was also a technology investment banker at Bear, Stearns & Co., serving many emerging tech companies and participating in several IPOs. He 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.

SPEAKERS



MARK GROVIC - GENERAL PARTNER, NEW MARKETS VENTURE PARTNERS

Mark Grovic is Co-Founder and General Partner of New Markets Venture Partners. He has served on the Board of Directors for The American Academy, Innovative Biosensors, Lightningcast (sold to NYSE: TWX), Moodlerooms (sold to Blackboard) and Workspace.com. Mark has also served as a board observer for Aldagen (sold to NASDAQ: CMXI), OvParatek Microwave (sold to NASDAQ: RIMM), and many other leading tech companies. Mark also co-founded LifeJourney, an online educational company that allows students to test drive real life careers in specific corporations.

Prior to New Markets, Mark was a Portfolio Manager for the Small Enterprise Assistance Funds, a \$200 million emerging market VC company, Director of Estonia-based Baltic Small Equity Fund, a Co-Founder and Principal of the Templeton Emerging Europe Fund, and a Portfolio Manager of Private Equities at the Calvert Group.

Mark is a VC in Residence and Professor of Venture Capital and Ethics at the R.H. Smith School of Business at the University of Maryland. Mark helped to found and served as Board Director of the Baltimore Chapter of the Network for Teaching Entrepreneurship, is Board Chair at Emerson Preparatory H.S. in Washington, D.C. and is Chair of the Business Advisory Board of Venture Philanthropy Partner's Youth Connect program.

Mark graduated with Honors from the University of California, Berkeley and received a J.D. from Georgetown University.



FRED GUMBINNER – ANGEL INVESTOR; PRESIDENT, KEIRETSU FORUM DC; MANAGING PARTNER, G2 GEM FINANCE

Mr. Gumbinner is a serial investor/executive/advisor. He has been in Micro-Cap Private Equity and Angel Investing for over 30 years. He has extensive experience in finance and capital-raising matters, having participated in over US\$30 billion of successful financings and corporate transactions.

Mr. Gumbinner has also been a consultant and advisor to several early stage technology and real estate ventures, and has served as an executive, board member or advisor to over 75 companies. He currently is a Managing Partner of several Creative Financing firms, a GP in a SaaS Venture Fund and is the President of the DC Metro Chapter of Keiretsu Forum, the largest and most prevalent Angel Investor Group on the planet.

Mr. Gumbinner received his BA from Colgate University and his JD degree from The University of Michigan Law School.

SPEAKERS



VICTOR HOSKINS - DIRECTOR, ARLINGTON ECONOMIC DEVELOPMENT

Victor Hoskins was appointed Director of Arlington Economic Development (AED) in early 2015. Prior to this appointment, Victor served as Deputy CAO for Economic Development and Public Infrastructure of Prince George's County. As head of AED, Hoskins leads a staff of 80+ who work to promote high-quality economic development in Arlington and manage Cultural Affairs.

At Prince George's County, Victor set the County's vision and strategic direction, and marketed the County regionally, nationally and internationally overseeing a cluster of agencies with 1,100+ employees and a \$250 million operating budget.

Victor has 25 years of diverse management experience, much of it related to economic development and planning. Mr. Hoskins was previously Deputy Mayor for Planning and Economic Development for Washington, D.C. where he began construction on or completed 87 public-private partnership projects, with a total development value of \$7.5 billion. He provided executive leadership for 12 agencies with 1,300 employees and more than \$1.3 billion in operating and capital budget authorization. He is a graduate of Dartmouth College.



JIM HUNT – MANAGING PARTNER, LAVROCK VENTURES; FOUNDING PRINCIPAL, BLUVENTURE INVESTORS

Jim Hunt began his career in Washington in the mid 70's as a U.S. Government scientist. After 8 years with the government, Hunt founded "BDS, Incorporated" where he served as CEO for 10 years. In 1991, BDS was merged with BTG, Incorporated and Hunt assisted in the integration of the two companies, which conducted a successful IPO. Hunt was Board member and second largest shareholder in BTG. After leaving Cap Gemini Technologies, with two colleagues, Hunt founded "The MITA Group" a Washington-based consultancy focused on public affairs and business strategy.

Hunt has been an active angel investor since the mid 1990's after the successful BTG IPO, with five investments in area companies. After over 25 years of seed stage investing, Hunt expanded his portfolio since the early 2000's to the present with 100 early stage investment. He has 8 co-investments with In-Q-Tel, the US Intelligence Community's VC arm. He has exited 27 investments over the past 10 years. Hunt's investments are in the area of cyber and physical security, Internet-of-Things, data center management, social media, analytics, and mobile applications. As an active member of multiple angel groups and managing partner of "Lavrock Ventures", a recently formed early stage VC firm, Hunt spends a significant amount of his time scouting for world-class, game changing technology.

SPEAKERS



JIEMIN JORDAN – MANAGING PARTNER, DECISIVE INVESTMENT GROUP; STARS MENTOR, MACH37 CYBER ACCELERATOR

Jiemin Jordan is Managing Partner of Decisive Investment Group. She is a seasoned entrepreneur and an angel investor, and a mentor and an investor of Mach37, a cyber security accelerator. Currently, she is working on setting up the CONNECTpreneur Investment Network.

She was the founder and CEO of Endeavor Systems, Inc., a cyber security firm providing products and solutions to the US market since 2003. Endeavor was recognized by Entrepreneur Magazine as one of the 100 fastest growing companies in America. In 2012, Endeavor Systems was acquired by Telesis Corporation. In 2005, Endeavor Security Inc., a cyber security subsidiary of Endeavor Systems was spun off and sold to McAfee in 2009.

Jiemin has more than 20 years experience in the IT industry. She led the engineering department at Orbcomm, a Low Earth Orbit (LEO) satellite communication company and helped to grow the organization from 40 people to 400 people. She managed multiple development projects for Sprint & Nextel, and, she launched the email services offering at VeriSign. Jiemin received her bachelor's degree in Electronic Engineering from Shanghai Jiaotong University, and received a Master degree in Computer Sciences from George Mason University. She is a graduated member of MindShare Executive Management Program.

ESTHER LEE – PRESIDENT & CEO, REFRACTION; FORMER SECRETARY OF TRADE AND COMMERCE, COMMONWEALTH OF VIRGINIA



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

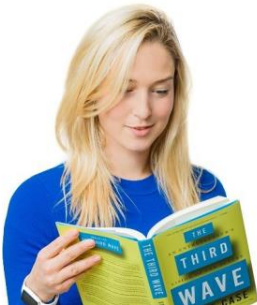
SPEAKERS



LENARD MARCUS – GENERAL PARTNER, EDISON PARTNERS

Lenard is responsible for leading Edison investments in companies primarily located in the mid-Atlantic area. Lenard co-leads Health Care IT investments and leads Edison's Security practice. Lenard is active in the mid-Atlantic venture community serving as a board member for the Virginia's Center for Innovation and Technology, which focuses on investing in early stage companies in the Virginia Commonwealth. He is also a member of the Mid-Atlantic Venture Association (MAVA), Deloitte & Touche Technology, the Greater Baltimore Technology Council, and the Northern Virginia Technology Council.

Lenard began his career at IBM where he worked as a Financial Analyst for IBM Global Services. His main responsibilities were overseeing a budget of \$80 million and partnering with international locations to decrease the project costs of IBM Global Services West. Later, Lenard worked for Princeton eCom—an online bill payment company—where, as Manager of B2C Implementations; he oversaw one of the largest joint ventures in the company's history. Lenard also worked in health-care investment banking for Wachovia Securities.



ANNA MASON – PARTNER, RISE OF THE REST SEED FUND AT REVOLUTION, LLC

Anna Mason is a Partner on Revolution's Rise of the Rest Seed Fund. In this capacity, she leads the investment process for select deals in the fund across a variety of industries including logistics, e-commerce, and B2B SaaS. Anna also leads strategy and execution for the Rise of the Rest Network Platform, including the annual Rise of the Rest Tour and annual Network Summit.

Anna brings over 10 years of experience in finance, startup operations, and venture community programming to Revolution. Prior to joining Revolution, she co-founded a fitness-community app that was acquired by Beachbody in 2015. Before that, she began her career on Wall Street, where she spent seven years as a distressed bond and private equity trader, most recently as a Vice President at The Seaport Group.

Given her passion for helping early stage startups, since November 2015 Anna has volunteered as the Co-Director of the Washington Chapter of The Vinetta Project, a North-American organization that helps early-stage female founders in tech access capital and network connections. She is also on the advisory board of BEACON DC, a community-led campaign to make Washington, D.C. one of the most influential and supportive cities in the country for women entrepreneurs.

Anna received her BA in Government from Harvard College and her MBA from the NYU Stern School of Business. Anna is also a certified health coach. She serves on the Board of Trustees of the National Children's Museum in Washington, D.C.

SPEAKERS



ANTHONY MILLIN, ESQ. - CHAIR, NEXT; VENTURE PARTNER, URBAN US; PARTNER, SHULMAN ROGERS

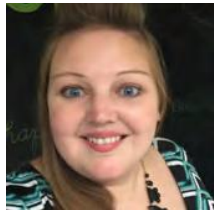
Anthony Millin is the Chair of **NEXT** and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising 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. and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, edtech, 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.

SPEAKERS



JEFFREY MUND, FOUNDER & MANAGING PARTNER, MCVV

Jeff is a Venture Investor, Advisor, and Entrepreneur. In the public sector, Jeff served on active duty as a Naval Officer. He worked in surface warfare and aviation operations, and represented the USA as a member of the All-Navy and All-DOD volleyball teams. In the private sector, as General Manager Jeff led the Mid-Atlantic (USA) for Deutsche Post. As a Management Consultant Jeff has led engagements with leading firms in supply chain, cyber, medicine, and television. Leading MCVV Partners' investment practice, Jeff helps leaders and organizations focus, execute, and celebrate their vision. Jeff graduated from The Naval Academy with a degree in Economics and earned his MBA at the Wharton School.



JEN O'DANIEL – INVESTMENT DIRECTOR, CIT GAP FUNDS; INVESTMENT DIRECTOR, MACH37 CYBER ACCELERATOR

O'Daniel joined CIT in 2004 to help start the GAP Fund, where she leads seed and early stage investments in tech companies. O'Daniel also leads investments at MACH37, a cyber security accelerator. O'Daniel holds a biweekly roundtable for female founders and a biweekly roundtable for startup founders. She is also the co-founder and managing director of VT Investor Network (VTIN) a 75+ member angel group that invests in Hokie-led startups.



JONATHAN PERL – GENERAL PARTNER, BOULDER VENTURES

Jonathan Perl joined Boulder Ventures in 2002 and has over 19 years of venture capital experience focused exclusively on early-stage information technology companies. Mr. Perl currently sits on the boards of Stardog, SurfWatch Labs, Zenoss, Terrago Technologies, eMinor, Adwerx, and Dynamite Labs. In addition, he is a board observer at Clarabridge and MediaMath. Representative recent past investments include iLumin Software Services, Inc (sold to CA), ERA Corporation (sold to SRA International), Metron Aviation, Inc. (sold to Airbus), RedCloud Security, Inc. (sold to Avigilon), FlybyMedia (sold to Apple), and Intellinote (sold to Broadsoft.)

Mr. Perl also serves on the Executive Committee of the Board of the Mid-Atlantic Venture Association. Prior to Boulder Ventures, Mr. Perl joined Intersouth Partners in 1997 as a member of the third class of Kaufman Fellows and in 1999 became a Partner. He was responsible for the sourcing, due diligence, structuring and negotiation of more than a dozen early stage investments, including several highly successful companies. He led Intersouth's investments in InvoiceLink Corporation (sold to BCE Emergis) and Extensibility, Inc. (sold to TIBCO Software). Mr. Perl is a past board member of the North Carolina Council for Entrepreneurial Development and served on the executive committee of the Board of Trustees and was Treasurer of National Child Research Center, a preschool in Washington, DC, from 2008-2012. Mr. Perl holds an MBA from the Amos Tuck School of Business at Dartmouth College (1997) and a BA (magna cum laude) in classical history from Tufts University (1988).

SPEAKERS



DAVID PETR – PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORP.

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.



SHELLY PORGES – FOUNDER AND MANAGING PARTNER, THE BILLION DOLLAR FUND FOR WOMEN

K. Shelly Porges is Co-Founder and Managing Partner of The Billion Dollar Fund for Women, a global consortium of venture funds pledged to invest in women-founded firms. She is also a Board Member of the Global Banking Alliance for Women and on the Advisory Board for Cornerstone Capital, Mindshift Capital and Different Funds. Ms. Porges also serves as an Expert on Call for Georgetown University's Entrepreneurship Program.

Ms. Porges also served as President of the North American Jury for the Cartier Women's Initiative Awards and as the former Senior Advisor, Global Entrepreneurship Program (GEP) at the U.S. State Department, a program she expanded to almost 150 countries, under Secretary Hillary Clinton. Before joining the State Department, she had a distinguished career in the private sector, including both corporate and entrepreneurial ventures. She served as executive head of marketing for American Express Canada and as chief retail marketing officer for Bank of America during a historic turn-around. Ms. Porges then founded or co-founded a number of start-up ventures including one sold to Wachovia Bank; Third Age Media, the leading Internet portal for baby boomers; Scudder Weisel Capital LLC, a joint venture between Thomas Weisel Partners and Zurich Scudder Investments; and Global Payments Experts LLC, a payments industry advisory firm. Ms. Porges is a compelling speaker who has inspired audiences globally at such gatherings as the Gender Smart Investing Summit (London), High Water Women Investing for Impact Symposium, the World Bank THK Blended Finance Forum (Bali), Web Summit (Lisbon), Inspirefest (Dublin), WOMEN UP/McKinsey (Stockholm), The Global Entrepreneurship Summit (Istanbul, Dubai and Kuala Lumpur), Disrupt Conference (Athens), The Women's Forum on the Economy (Deauville), WEConnect International (London), UnConference (Israel) and at universities such as American, Babson, Columbia, Cornell, Georgetown, George Washington and Harvard in the U.S. and others outside the U.S.

Ms. Porges holds both a BS with Honors and MPS degree from Cornell University.

SPEAKERS



GERRY REIHSEN, FOUNDER & CEO, COASIS COALITION COMPANIES PB LLC

Gerry Reihsen (<https://www.linkedin.com/in/gerry-reihsen>) is a corporate/securities attorney with the law firm of Reihsen & Associates and the founder and CEO of Coasis Coalition Companies PB LLC.

Mr. Reihsen represents clients in forming businesses, creating investment funds, raising capital, making investments, mergers & acquisitions, licensing technology and undertaking other business and transactional matters in the areas of blockchain, cryptocurrency, Qualified Opportunity Zone funds and other Opportunity Zone focused activities, as well on other industries and businesses.

His Coasis Coalition Companies PB LLC is a public benefit company that provides support, services and products to the Opportunity Zone ecosystem, including its (a) investment and other economic participants, (b) agencies and organizations that are historically dedicated to assisting under-optimized communities, (c) state and local economic development agencies, and (d) residents of those communities.

Gerry was a co-founder of Behringer Harvard Funds, a platform built from the ground up that generated more than \$5 billion in equity investment capital and over \$11 billion in global assets under management over a decade in various innovative investment products, and Xybridge Technologies, a telecom software enterprise also begun as a startup that developed the essential software technology/soft switch for mobile and other networks that achieved an exit at a valuation of over \$400 million.

Gerry accesses a 35-year foundation of high level international corporate-securities law and global entrepreneurial dynamics to build innovative businesses. He is uniquely suited through expertise and experience to build an ecosystem that can optimize the Opportunity Zone program for his companies and those he serves, whether through his law firm or through Coasis.



MARTY ROSENDALE - CEO, MARYLAND TECH COUNCIL

Martin is currently the Chief Executive Officer of the Maryland Technology Council, a partner with Newport LLC., and a partner at WMCS Investments. An engineer turned microbiologist and industry leader, Martin is passionate about the human and business value of technology, life sciences, and biotechnology. A five-time CEO and twice company founder, his experience spans public, private and not-for-profit businesses. He has launched, branded, acquired or commercialized more than 10 products and companies. Over 30 years of experience, and a strong drive to achieve and help, enable Martin to work through complexity toward insight and solutions to grow businesses.

Martin has raised equity capital for public and private companies and non-dilutive capital through strategic partnerships. He led a biotherapeutics company through a period of hyper growth taking the company from first sale to \$200 million in annual revenue in three years. He worked with the Centers for Medicare and Medicaid Services to establish Medicare reimbursement for a complex product category. He also facilitated the merger of the two largest technology industry organizations in Maryland forming the Maryland Technology Council and strengthening its industry presence.

SPEAKERS



RYAN ROSS – CHIEF INNOVATION OFFICER, HALCYON

Ryan helped launch the Halcyon Incubator in 2014 and with an incredible team, helped develop it to become one of the leading incubators for social entrepreneurs in the world. In his role as Chief Innovation Officer for Halcyon, Ryan supports the development of the Incubator fellows' ventures and establishes collaborative relationships and partnerships in support of the Incubator, contributing to the creation, growth, and sustainability of the program.

Prior to joining the Halcyon Incubator, he was the Director of Business Development for Democracy.com, the first social platform for politics. Ryan's past experience further includes work at the Aspen Institute's Impact Economy Initiative, Jefferson Government Relations, and Americans Elect, a national start-up with a mission of re-imagining the U.S. presidential primary system. He holds a Master's in Public Policy from the Harvard Kennedy School and Bachelor's degrees in Political Science and Economics from the University of Florida. Ryan has been recognized as a Forbes 30 Under 30 for Social Entrepreneurs.

Ryan is an avid board game enthusiast, an amateur cook, and a giant sports nerd.



PARAG SHETH – DIRECTOR AND CMO, MARYLAND VENTURE FUND / TEDCO

Parag joined Maryland Venture Fund in 2016. He focuses on investment opportunities across sectors and stages. Parag brings significant operational expertise to MVF.

He is an entrepreneur at heart. For the past 20 years, Parag has successfully led sales and marketing efforts for several venture-backed startups and multi-nationals. He has time and again built multi-million dollar businesses starting from scratch as well as rapidly grown existing businesses across the globe. Parag understands the challenges entrepreneurs face, having run his own software company that he bootstrapped through consulting and built it into a successful business.

Parag is well known as a connector in the Mid-Atlantic community. He holds a Bachelors in Electrical Engineering from the State University of New York at Buffalo and has a MBA from the Robert H. Smith School of Business at the University of Maryland.



MANISH THAKUR – MANAGING PARTNER, OPTION 3 VENTURES

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

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

SPEAKERS



ROSEMARIE TRUMAN – GENERAL PARTNER AND FOUNDER, GAZELLE FUTURES LLC; CEO AND FOUNDER, THE CENTER FOR ADVANCING INNOVATION

Rosemarie is a Growth Strategist, Entrepreneur, Venture Fund Partner and Startup Catalyst. Rosemarie's 25+ year career has focused on creating investment/growth strategies and driving subsequent transformations that result in sustainable, profitable growth within industries including High Tech, Life Sciences, Private Equity, Financial Services, and more. Rosemarie has led over 200 strategy engagements for more than 50 of the Fortune 100 and over 75 startups spanning 15 countries and 24 states resulting in ~\$210B in top-line growth through strategy realization. Having started her career at Goldman Sachs, Rosemarie's most recent corporate role was at IBM where she led IBM's Innovation Strategy Practice area globally. Now Rosemarie runs the largest accelerator program in the world and been the catalyst for 200+ startups over the last 4 years.



CAROL VAN CLEEF – BLOCKCHAIN AND CRYPTO EXPERT; CEO, LUMINOUS GROUP; PARTNER, LECLAIRRYAN

Carol Van Cleef, CEO of Luminous Group and a partner in NuArca, is a lawyer and consultant who specializes in Blockchain and Cryptocurrencies. Carol is a FinTech lawyer by background, having worked with various payment technologies from more than 20 years. She has been immersed in digital and virtual currencies for more than 10 years. She represents clients throughout the cryptocurrency ecosphere, including exchanges, miners, software development companies, private equity and venture capital firms as well as banking organizations. She has been actively working with clients on designing and implementing ICOs and token offerings. Carol advises clients on a full range of legal and regulatory issues impacting this space including state money transmitter licensing, anti-money laundering and compliance, consumer protection, privacy and data security. Carol is a Certified Anti-Money Laundering Specialist (CAMS) and created an AML compliance bootcamp for virtual currency related companies. She is launching in late May a compliance bootcamp for companies that have completed or are contemplating ICOs. She sits on the advisory board of several Blockchain related companies including Securrency.

Carol is a graduate of Georgetown University's School of Foreign Service and American University's Washington College of Law.

SPEAKERS



TOM WEITHMAN – CHIEF INVESTMENT OFFICER, MACH 37 CYBER ACCELERATOR; VICE PRESIDENT AND MANAGING DIRECTOR, CENTER FOR INNOVATIVE TECHNOLOGY GAP FUNDS

Tom serves as the President and Chief Investment Officer for MACH37 and the Managing Director of the CIT GAP Funds. Beginning in 2004, Tom Weithman has established and grown CIT GAP Funds, a family of seed-stage venture funds focused on making equity investments in the Commonwealth of Virginia's most promising tech, life science and clean tech companies. In forming GAP Fund I, Weithman brought together initial investment capital, developed and implemented all deal sourcing, due diligence, and portfolio management processes, and recruited all members of the investment team and GAP Fund board. Building on the success of GAP Fund I, Weithman launched the GAP BioLife Fund and the GAP Tech Fund in 2007. Through CIT GAP Funds, Weithman's team has placed more than 200 seed-stage equity investments and attracted more than \$600M of private equity investment to the balance sheets of CIT GAP Funds portfolio companies. Weithman maintains leadership for all day-to-day fund operations, investment strategy, and portfolio management activity for CIT GAP Funds. Under Weithman's leadership, CIT GAP Funds and MACH37 have gained national recognition as one of the nation's most active early stage venture funds and a premiere provider of capital to cybersecurity startups.

Business Description:

Adaptive Phage Therapeutics, Inc. (APT) is a clinical-stage company founded in 2016 to provide an effective therapeutic response to the global rise of multi-drug resistant (MDR) pathogenic bacteria. We are advancing personalized phage therapy from NICHE to BROAD USE for a variety of clinical indications representing critical un-met needs. Since 2016 APT's technology has been used to rescue numerous critically ill patients for which standard-of-care antibiotics had failed. The story of our first patient is subject of a best-selling book, *The Perfect Predator*, and a Hollywood film is in the works. Market research firm CB Insights selected APT as one of the **high-momentum world-changing startups of 2019**.

APT has built the world's first FDA cGMP manufacturing facility dedicated to personalized phage therapy. We have US Military Biodefense contracts funding clinical trails and operations over the next 2 years.

Problem:

MDR bacteria are becoming an enormous problem worldwide. According to the World Health Organization, by 2050 these infections are on track to become the leading cause of death with costs estimated to reach \$100 trillion world-wide.

The use of bacteriophages or "phages" (viruses that attack specific targeted bacteria) to treat bacterial infections dates back 100 years. In early clinical applications problems arose due to lack of knowledge concerning the bacterial host range for specific phage strains and methods to purify phage to reduce endotoxin levels. In 1941 the success of penicillin resulted in abandonment of phage as an antimicrobial. Today the US FDA believes that phage therapy represents our best hope at addressing the MDR crisis.

Market:

Addressable market for initial clinical indications in the US and EU market exceeds \$2 billion. Expansion of clinical indications and pathogens, in combination with projected market growth further expands the opportunity.

Solution:

APT's approach addresses past limitations of phage and has been developed to be commercially scalable for broad market adoption. The result is a rapidly deployable, cost effective treatment for otherwise recalcitrant infections. Our **PhageBank**[®] approach required breakthroughs in several areas including genomics, virus purification, automated phage-bacteria matching, and years of phage collection by the US Military. In 2017 APT secured worldwide exclusive rights to the PhageBank and related technologies and entered into a collaborative R&D agreement with the US Navy.

Leadership:

Greg Merrill, CEO: Founding CEO for three prior VC-backed fast growth health and medical product companies, including Immersion Medical (NASDAQ: IMMR). Recognized as a Regional Ernst & Young Entrepreneur of the Year ('07).

Carl R. Merrill, MD, CAPT USPHS (ret), Chief Science Officer: NIH Emeritus Scientist with 200+ scientific publications. Recipient of USPHS Distinguished Service Medal for "outstanding contributions to the health of the nation."

Jesse Baumgold, PhD, COO: Prior CEO, Receptor Biology - sold to Perkin Elmer Inc (NYSE: PKI). Prior CEO, Applied Cell Sciences - sold to ChanTest Corp.

Michael Brownstein, MD, PhD – Chief Medical Officer: Prior NIH Scientific Director. Prior Director of functional genomics, J. Craig Venter Institute. Co-founded several successful biotech companies.

Industry: Biotechnology

Number of Employees: 15

Investors: NYSE-listed Pharma (confidential), TEDCO, angels, management

Amount of Financing Sought: \$5,000,000 (\$4.2M closed. \$800K remain available as of 15 MARCH 2019)

Use of Funds: Complete Phase II clinical trail (a significant value inflection point). Operating capital.



Patient #1, Tom Patterson (left) critically ill with superbug *A baumannii* at UCSD Med Center, March 2016. Day of discharge (right), following PhageBank therapy.

Contact: Pramod Raheja, CEO

Patapsco Building, 5201 Paint Branch
Pkwy, College Park, MD 20740

Tel: 703-798-7850

Fax: 703-766-6501

E-mail: pramod@airgility.co

Product: Unmanned Aircraft Systems
VTOL Hardware/Software Platform

Location: College Park, MD

Number of employees: 5

Total Funds raised to date:

\$565K non-dilutive funding

Financing sought: \$1.5M seed round,
\$300K committed

Current investors: TEDCO, Maryland
Momentum Fund, \$300K committed

Use of funds: to accelerate our product
development and subsequent go to market

Exit: 3 to 5 years via acquisition.

Candidates include large integrators and
aerospace

Founding Team & Key Employees:

Pramod Raheja, CEO is Aerospace
Engineering grad, UMCP, entrepreneur of
20+ years, 30 years of aviation operations
experience, graduate/mentor of Founder's
Institute, Member of Mindshare, currently
enrolled in Entrepreneurial Master's
Program at MIT.

Evandro Valente is the CTO/Inventor &
leads product design, manufacturing, &
Testing. He has M.S. and B.S. from
Aerospace Engineering UMCP ('06 and
'03), Professor, Clark School of Engineering

James King, Flight Controls & Autonomous
Systems Engineer

Ashwin Kuruttukulam, A/I & Autonomous
Systems Engineer

Technical & Business Advisors:

Navin Ganeshan, Product, Amazon

Dr. Inderjit Chopra, rotorcraft. UMCP

Dr. Jewel Barlow, aerodynamics UMCP

Darrin Auito, ESQ, IP & Tech Strategy

Dr. Tim Horiouchi, A/I, UMCP

Glen Hellman, EIR, UMCP

Stan Smith, UM Ventures, UMCP

Problem: Traditional limitations in current UAS prevent widespread adoption for critical missions due to platforms lacking in mission flexibility, range, endurance, VTOL agility, cost and field serviceability. Airgility combines the best characteristics of fixed wing, helicopter and quad-copter UAS for a solution that can meet a range of needs.

Solution: Airgility has built one platform that has three derivative models, each tailored for specific mission critical use cases. Our first product to market is the DS-1 that offers VTOL, hover, independent tilting thrust, ability to hover at any body angle, ability to dash up to 50 mph at the touch of a button and autonomy. We are currently working with Partners to address search & rescue and security related missions in GPS denied environments. We are also developing a counter UAS drone interceptor kinetic solution. In the near future, we will be working with Partners to address problems such as delivery of organs and delivery of crucial supplies to remote parts of the world.

Target Market: Government and commercial entities. We currently work with customers developing solutions for public safety and security with outdoor GPS flight and indoor GPS denied flight in confined spaces

Market Size: From extensive customer discovery through hundreds of discussions with potential clients and partners, we have found an enormous need for a US based hardware manufacturer with an effective design that blends the advantages of payload, and distance combine with the speed of a fixed-wing drone with a small footprint. Goldman Sachs, Accenture and other studies predict that UAS alone could add \$100B to the US Economy by 2025. Drones will be ubiquitous worldwide, whether in communications, energy, medicine and of course defense/security and public safety. Our early beachheads of public safety and counterUAS are \$1B and \$2B, respectively.

Sales and Marketing Strategy: We currently work with three customers developing solutions for public safety and security with outdoor GPS flight and indoor GPS denied flight in confined spaces. Our current strategy employs working with government stakeholders and a system integrator ultimately also working with service providers such as PrecisionHawk and Measure and a network of resellers and distributors.

Competition-Market Positioning: We are 100% made in the USA and the vast majority of the competition generally falls into two categories: quad copters and fixed wing drones. Fixed wing drones, like the Reaper and Predator used by the US military, are generally larger, more expensive and designed for distance and large payloads like munitions. Some are used for delivery of critical products to remote locations but require skilled pilots, landing infrastructure and significant capital. Quad copters range widely in size and capabilities from toys to photo/video specific versions like DJI's Phantom line to prototypes for delivery of goods by Amazon. However, quad copters are slow, typically cannot travel long distances, and usually lack the ability to carry significant payloads. Our main competitors are sellers of other USA built hybrid VTOL solutions that are not as versatile as Airgility's solutions such as the Advanced Aircraft Company and Vertical Technologies.

IP & Advantage: Exclusive license on international (PCT) patent application (No. 16/49429). The International Search Report issued by patent authority on 15 Nov 2016 is favorable and does not indicate major patentability issues. While there is a plethora of drone related patents, none combines exoskeleton, lifting wing and vectored thrust to produce a combination of payload weight and volume with long range, high speed, and overall practicality of the solution that the market demands. Provisional application filed July 2018 for a "System of Play Platform for Multi-Mission Application Spanning Any One or Combination of Domains or environments."

Business Model: Airgility's Co-Founder & CEO has over 20 years of sales experience and the Co-Founders as a whole have 60+ years of aerospace/aviation and with this experience and knowledge are developing a complete solution for security/public safety and counterUAS kinetic solution that involves one-time purchase and recurring revenue.

Summary: Working at the intersection of aerodynamics, advanced manufacturing, electric propulsion and artificial intelligence we have evolved from just an idea to rapid R&D and testing and an expanding portfolio of Partners and joint ventures. Airgility's mission is to provide the best VTOL unmanned aircraft systems (UAS) for situational awareness and decision making.

Alma Mater

Connect | Engage | Fundraise



“ Empowering student organizations by helping them communicate and fundraise with their alumni. ”

Thesis: We believe that student organizations are the basis of engagement throughout education. We also believe that alumni are more likely to engage and give back to the student organizations they were involved in rather than the university as a whole.

Problem: It's extremely difficult for student organizations to keep in touch with their alumni. Managing ever changing alumni contact info is difficult, communicating with alumni is timely and raising money is not as easy as it should be.

Solution: A web based platform for student organizations to upload and organize their alumni, design and send good looking email newsletters and create easy to use fundraising campaigns.

Traction: September 2018 launch with fully functional platform. 55 organizations signed up from 20+ different universities. 1000+ alumni. \$10,000+ raised. 3 university department partnerships.

Revenue Model: Transaction based, taking 3% of the donations raised on the platform. We are actively seeking university partnerships in order to license our software for all campus orgs to use.

Market Size: 5,300 colleges in U.S. / 350 - 1000 orgs per campus / 600,000 to 1.8M college organizations nationwide. Estimated \$3B - \$9B in yearly donations (\$5,000 per org). Plans to enter high school market (133,000 schools).

CEO: Neill Frazier: Former Freddie Mac financial trading analyst with experience running large and innovative organizations. Personally financed 4 years of college with no debt. Virginia Tech Alumni.

Dev Team: Talented group of Virginia Tech developers who have a combined 25 years of experience. Jared Cooper, Saket Mandhata, Reilly McLaren, Aryan Kumar.

Investment Opportunity: Seeking \$250,000 investment for marketing / customer acquisition / development.

Alma Mater Solutions Inc.

URL: www.alma-mater.co

Contact: neill.frazier@alma-mater.co
(703) 431-8113

Date Launched: 9/2018

Team Size: 5

Legal: Geller Law Group

Past Capital Raised: \$55,000

Current Raise: \$250,000

Use of Funds: Marketing / Customer Acquisition / Development

Financial Projections

Year	2019	2020	2021	2022
Donations through AM	250,000	1,000,000	5,000,000	10,000,000
Donation Revenue (3%)	7,500	30,000	150,000	300,000
University Contracts Rev.	\$50,000	\$250,000	\$1,000,000	\$5,000,000



Alphyn Biologics Executive Summary

Successfully Treated Basal Cell Carcinoma & MRSA Infection

Improving
Therapy
for Skin Diseases™

MANAGEMENT TEAM

Neal Koller - CEO

President & CEO, Board of Directors, PluroGen Therapeutics, LLC; developed & exited 4 life science businesses; Sr. Exec. Wyeth Pharma

Steven Pentelink - President

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

Gary Pekoe, PhD - Chief Scientific Officer

Director multiple pharma product development programs (eg Bactroban)
Founder of clinical / regulatory company focused to early stage innovations

Jazmyne Mink - Scientific Researcher

Center Director, Ailie Wellness Center
Client Services Director, Ailie BioDerma

SCIENCE ADVISORY BOARD

James Zalla, MD -

Associate Clinical Professor of Dermatology, University of Cincinnati Medical Center
Vice Chair, Ob/GYN, W. Penn Allegheny Health System

William Eaglstein, MD -

Chair in Wound Healing, University of Miami

Prof. Dr. med. Joachim Drevs -

Adjunct Professor, University Clinic Freiburg, Germany;
Medical Director, Unifontis Clinic for Integrative Oncology, Sickinge, Germany

Dennis P. West, PhD -

Vincent W. Foglia Family Research Professor of Dermatology, Professor of Dermatology and Pediatrics, Director of the Clinical Dermatology Program, Northwestern University

INDUSTRY

Life Science –

Infectious Skin Disease
Skin Cancer

CURRENT INVESTORS

Founders

FUNDING TO DATE

Common Stock (Founders): \$ 500,000

FINANCING SOUGHT

Preferred Convertible Note: \$ 2.0 million

USE OF PROCEEDS

\$ 350,000 Clinical
\$ 238,000 Regulatory
\$ 671,000 Formulation, packaging, testing
\$ 741,000 G&A (IP, accounting, legal salaries, consulting)

BANK

Bank of America

LAW, IP FIRM

Pepper Hamilton

ACCOUNTING

Molaro Accounting

COMPANY DESCRIPTION

Alphyn Biologics (Alphyn) is a life science company whose platform technology is **solving** two of the largest medical challenges to human kind - **infectious skin diseases including drug resistant infections and skin cancer** - with combined market potential of \$11.6 billion.

Alphyn has proof of principal and validation of:

- Alphyn is effective
 - Successful patient pilot in basal cell carcinoma
 - Successful patient pilot in MRSA drug resistant infection
- Alphyn eliminated competitor's problems with
 - No pain
 - No redness
 - No scabbing
 - No scarring
 - No scarring
 - No disfigurement
 - No permanent change in pigmentation

Alphyn's technology platform is plant-derived providing competitive, efficacy and regulatory advantages:

Competitive Advantages:

- Topical application
 - No effective topical options in years
- Elimination of competitor's secondary problems
- Reduction in need for surgery - which is painful & disfiguring
- Reduction in need for tissue destruction technologies - which are painful & disfiguring

Efficacy Advantages:

- Applied directly to disease tissue
 - Greater efficacy
- Not exposing entire body
- Because Alphyn's platform is plant-derived
 - Has multiple chemical components, therefore multiple different ways to fight infection & cancer

Regulatory Advantages:

- Botanical path has multiple benefits
 - Not required to do animal studies
 - Not required to have in-depth understanding of mechanism of action
 - Faster to FDA approval
 - Lower cost
- 505(b)(2) path allows use of published data
 - Not required to repeat previous work
 - Faster to FDA approval
 - Lower cost

Alphyn's management team has multiple successes in bringing new life science products through regulatory approvals to exit. Alphyn's business model is to bring its drugs through Phase II clinical trial where exit is historically the highest compared to investment.

MARKET OPPORTUNITY

Alphyn's first two products target **global \$11.1 billion markets.**

The Skin Infection Market is reported at **\$2.5 billion** worldwide, with many critical segments. One critical segment of this market is MRSA drug resistant skin infections which are reported at 2 to 10% of the U.S. population, equal to 6.4 to 32 million patients.

The Skin Cancer Market is estimated at **\$8.6 billion** worldwide. The pre-cancerous skin lesion and nonmelanoma skin cancer markets are large, affecting more than 62 million people, or 19% of the total US population. Mirroring the US pre-cancerous and nonmelanoma skin cancer market segments, the non-US patient population for those patients capable of paying or have an insurance system is estimated to be 282 million patients annually.

COMPETITION

In the Infectious Skin Disease Market, since 1995, only 6 new drugs have been approved for the treatment of acute bacterial skin infection. Of these 6, only 1 is a topical (for a specific pediatric infection) with the rest being intravenous drugs of which 2 are also oral. Mupirocin (trade name Bactroban) is the major topical antibacterial drug and its approval is over 20 years ago. **Alphyn provides an important and needed new tool to fight bacterial skin infections.**

In the Skin Cancer Market, competition falls into three categories: (1) Surgery, (2) Skin destruction technologies which include burning, freezing and light technologies to destroy the skin cancer, and, (3) topical drugs which include 5-fluorouracil Cream, Imiquimod Cream, Diclofenac Gel and Chemical Peel. **All competitors have the problems outlined elsewhere which Alphyn overcomes.**

REGULATORY PATH

Botanical drug & 505(b)(2) paths which are advantageous because they allow **faster and lower cost to reach regulatory approval to market.**

PROTECTIONS

- 2 patent applications filed
- Patent pipeline in place
- GAIN Act (Drugs for Infectious Disease)
 - 10 year exclusivity after FDA approval

ACHIEVEMENTS

Alphyn achieved critical business milestones in a short period of time, significantly reducing risk and enhancing exit opportunity and value:

- 2 patent applications
- Patent plan in place
- 2 successful basal cell carcinoma patients
- 10 successful MRSA patients
- Pepper Hamilton Seed Stage Company



Automatic Technologies Universal RPA

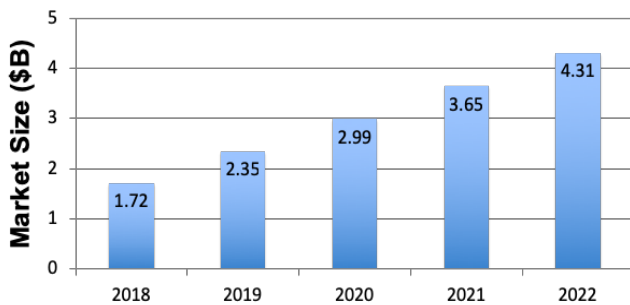
Contact: Dennis Defensor
dennis.defensor@gmail.com
(703) 409-8136

What is RPA? (Robotic Process Automation)

RPA technology automates computers to perform repetitive tasks otherwise done by humans. RPA customers expect RPA could automate 20-52% of total capacity, based on the Deloitte 2018 Global RPA Survey. RPA high-value benefits include increased speed, accuracy, and scalability of operations.

RPA Market Growth

- \$2.3B in 2019 growing to \$4.3B by 2022.
- 40% Compound Annual Growth Rate (CAGR).



AT Team

Dennis Defensor, CEO

- Over 25 years executive management experience in both commercial and government markets
- B.S. Beloit College
- J.D. Catholic University Law School

Sanjee Singla, President

- Over 15 years experience conceiving, inventing, and developing complex technology products
- B.A. Economics, Minor in Physics, Stanford University
- M.S. Management Science and Engineering, Stanford University

AT's Major Differentiators vs. Other RPA

- AT supports nearly all computers built in the last 25 years
- AT does not install software on customers' computers
- AT cannot see internal client data or activity
- AT can operate in air-gapped and isolated environments

AT is positioned to be the best RPA solution for legacy, multiplatform, dynamic, and secure environments.

AT has completed the core technology, which took 3 man-years of development.

AT can arrange a demo of the core technology to interested investors.

AT's RPA Global Markets

Areas with high concentrations of legacy, multiplatform, secure/sensitive and large-scale dynamic environments include:

- Government Agencies (Federal, State/Local)
- Financial Institutions
- Insurance Companies
- Healthcare Organizations

Initial Funding \$ 3.0 Million

Planning a second round of funding for expansion

Projected Revenue and Profit

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Revenue	\$ 500 K	\$ 6 M	\$15 M	\$ 45 M	\$ 120 M
Net Profit	(\$ 3 M)	\$ 350 K	\$ 5 M	\$ 12 M	\$ 30 M



AVEALTO Ltd

5 St Johns Lane – London –

UK

CEO – Walt Anderson

waltanderson@avealto.com

Industry	Use of Funds	Amount of Financing Sought
Telecom	Completion of Development	US\$ 700,000

Business Description: Avealto Ltd., a United Kingdom company, has completed the feasibility testing to create a viable High Altitude Platform (“HAP”) designed to support high value telecommunications payloads. The successful completion of this development will open markets valued at over US\$121 Billion.

A HAP vehicle can place broadband capacity exactly where it is needed at a much lower cost than satellites and serve remote areas that traditional ground-based infrastructure cannot easily reach.

A high capacity telecommunication satellite can cost more than US\$ 300 to launch and any failure must be resolved with another massive investment and years of delay. Each individual Avealto HAP can be deployed quickly at a much lower cost and will not require years of planning.

Company Background: Founded in 2013. Avealto has completed extensive feasibility testing using actual hardware. System components have been tested balloon flights to the edge of space.

HAP Background: A large number of HAP studies and research have been funded by the European Space Agency and European Union governments for the last 15 years. All the studies showed a positive outlook for using HAPs for telecom services. Only in the last few years have all the technologies been available to allow the creation of a commercially viable HAP vehicle.

Board of Directors: Walt Anderson – Chairman – former Esprit telecom (NASDAQ-ESPRY), David Chambers – Formerly senior executive at Inmarsat and Larry Austin – Harvard law & former President of Natwest Leasing.

Products/Services: Avealto will manage and operate the HAP platforms they develop. Markets include, Maritime, Mobile backhaul, Direct to Office or home, Aviation Communication and Disaster recovery services.

Technologies/Special Know-how: Avealto is far ahead of other companies to be the first company to develop a Geostationary, Lighter than Air, High Altitude Platform (“HAP”). Avealto has completed extensive development at a very low cost. A 92 foot test vehicle has received a Certificate of Airworthiness from the FAA and now performing flights in the Black Rock Desert, Nevada

Market: the existing geostationary satellite market is over US\$121 billion annually. Avealto expects to be able to create completely new markets since it will provide service at a much lower cost than satellites. A HAP vehicle will also be able to provide a higher service than satellite.

Distribution Channels: Avealto will sell directly to existing telecom providers on a wholesale basis. Avealto is working with Maritime operators, satellite operators, VSAT operators and some national governments. Over 4 Billion people worldwide do not have access to quality internet and telecom services. Satellite services are too expensive for many users.

GAME CHANGER: A major maritime operator, one of the largest VSAT operators in Europe and a Mobil telecom operator are working with Avealto to test services in various markets. **These organization are ready to use AVEALTO service once it is ready.**

Competition: Avealto is years ahead any other competitor. The only other organization that we are aware of now building a Lighter than Air HAP is Aleania Thales. They have received 20 million Euros from the French Government and now projects having a prototype vehicle ready by year 2023. Avealto plans to complete its prototype by May of 2020.

Financial Projections: Avealto management will be happy to discuss our projections and the overall opportunity with interested invest



Primary Contact
Martin Erim, J.D.
martin.erim@beautifulbiosolutions.com
(703) 408-6961

COMPANY SUMMARY

Beautiful bioSolutions is dedicated to bringing science-based nutritional products to market for communities that require tailored nutrition approaches to optimize treatment for health conditions. Through advanced scientific research collaborations and community engagement initiatives, Beautiful bioSolutions aims to develop products that will elevate the health of 1,000,000 children with special care needs.

EXECUTIVE SUMMARY

Business Overview

Beautiful bioSolutions develops products for communities with health challenges which can be positively impacted through nutritional solutions. Chronic health problems along with learning and developmental disorders in children is on the rise. Improved nutrition and early intervention can be key in preventing the exacerbation of many childhood health challenges.

Beautiful bioSolutions is initially focused on supporting the Autism Spectrum Disorder (ASD) community by developing a nutritional product that supports improved physical health and social connectivity capabilities in children with ASD. There are currently no pharmaceutical drugs to treat the debilitating social deficits of ASD. However, recent research has shown that nutritional therapy can play a significant role in managing symptoms that prevent ASD children from living fully productive lives.

Beautiful bioSolutions recognizes the need and the opportunity within the ASD community to develop a natural nutritional solution in beverage form tailored to the needs of the ASD community.

Market/Opportunity

The market for nutritional products is skyrocketing. The global nutraceuticals market is expected to reach \$578 billion by 2024, growing at a CAGR of 9%. The global health and wellness functional drinks market is projected to reach \$91 billion by 2023, growing at a CAGR of 7%.

For the initial product launch, the target market will be narrowed to high-functioning children with ASD. Of the approximately 580,000 U.S. children with autism, 62% are high functioning. This presents a market opportunity of 360,000 U.S. consumers. Our portfolio is expandable to include additional behavioral disorders such as the 6 million children diagnosed with ADHD, as well as the population of adults that suffer from such conditions.

Customer Problem

Children with ASD face challenges acquiring key social skills and developing social bonds, and also may face anxiety, sleep deprivation, and speech issues. These challenges present daily frustrations for children with ASD as well as their families that work relentlessly to support their health and abilities to build social connections.

Many children with ASD have unique dietary needs further complicated by challenging eating behaviors such as aversions to colors or textures, as well as an intolerance to artificial substances preventing children from getting the nutrients they need.

Product

Beautiful bioSolutions is currently developing a natural nutritional product in beverage form that will help alleviate symptoms for children with high-functioning ASD. Based on cutting-edge scientific research, the nutritional solution will hold a unique blend of nutrients aimed at improving children's physical and psychological health and enhancing their ability to foster social connection. This nutritional solution will be the pilot product in what will be a line of concept beverages that contain different amounts of supplements and vitamins that tailor to ASD consumers, as well as additional communities that face challenging health conditions that can be remedied through nutrition.

Value Proposition

The ASD community is eager for natural, evidence-based solutions that will help improve the nutrition as well as cognition and communication skills of children with ASD. Beautiful bioSolutions' science-based nutritional products will translate to improved health and social skills and a better quality of life for these children and their families.

Funding Requirements

We are raising \$900,000 to further develop and launch our first beverage concept. Funds will be used for sponsored research, additional scientific validation, final product refinements, as well as business and team development.

Team

Our leadership team has decades of experience driving the design and launch of innovative nutritional products that solve pressing social challenges. We have a powerful combination of research, business development, product development and market entry expertise with proven results. We partner with professionals from medical centers, wellness programs and academic institutions and collaborate with researchers, geneticists, nutritionists, toxicologists, and medical physicians to advance the frontier of specialized health solutions for an array of challenging health conditions.

Company

Beautiful bioSolutions, LLC
www.beautifulbiosolutions.com
Founded: 2019
Stage: Product Development

Contact Information

Beautiful bioSolutions, LLC
PO Box 2247
North Bethesda, MD 20847

Management

Martin Erim, J.D.
Chief Executive Officer

Lindsay Fairman
Chief Operating Officer

Marielle Walter
Chief Communications Officer

Jack Vanden Heuvel, PhD
Chief Science Officer

Advisors

C. Daniel Azzara, Ph.D.
Product Development

Steven D. Hicks, MD, PhD
Pediatric Clinician and Researcher

Funding

Stage: Seed
Convertible Note into Series A
18 months, 20% discount, 5% interest

Capital Seeking: \$900,000
Lead: \$250,000
Minimum: \$50,000



Every year, 40 million Americans receive mammograms but proper diagnoses in nearly half the cases can be hindered by dense breast tissue. The consequence for women is additional testing and anxiety – and millions of unwarranted biopsies and maiming surgeries. The consequence for health systems is billions in unnecessary spending, wasted resources and missed diagnoses. Virginia, Maryland, the District of Columbia and 34 other states have passed legislation requiring density warnings on mammography reports sent to women. Just last month, the U.S. Congress directed the Food and Drug Administration to craft a uniform national response.

DeepLook's image analysis software addresses the density challenge by revealing the underlying morphology hidden in mammograms. For the first time, radiologists can see beyond the density – and then measure the shape of tumors, highlighted in color by DeepLook, with key metrics displayed directly on the mammogram. This means more informed decision-making and the ability to visually monitor cancer treatment in individual patients and across therapeutic clinical-study populations, regardless of density.

DeepLook is an early-stage company created to commercialize this software. The company has received an initial investment from Inova Health System's start-up accelerator and is now planning a technology validation pilot in coordination with the Clinical Trial Office of the Inova Schar Cancer Institute. The company currently is seeking additional funding for regulatory clearance and future commercialization.

Contact: Gregory Belanger, President

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www.deeplook.co

DROP DEAD

LIFE INSURANCE

MANAGEMENT

Derryn Shrosbree,
Founder & President

Sarah Makhomet,
CEO

Martin Hutnik,
VP Operations

INDUSTRY

Life Insurance Services

PARTNERSHIPS

Berkshire Hathaway Inc.

Assumption Life

Red Peg

Miratech

Breezemaxweb

NO. OF EMPLOYEES

3

AMOUNT OF FINANCING SOUGHT

5 Million Dollars

CURRENT INVESTORS

Derryn Shrosbree,
Sarah Makhomet

BUSINESS DESCRIPTION:

Simple online Life Insurance platform with an exceptional user experience. The application process is easy to understand, asks only the necessary questions and motivates the consumer to complete the process.

COMPANY BACKGROUND:

Founded in 2017. Developed relationships with global re-insurer GenRe and Berkshire Hathaway. Canadian partnership with Assumption Life Co. Second MVP going into market June 5, 2019.

MANAGEMENT / PARTNERS BIOS ATTACHED.

PRODUCTS/SERVICES:

Best priced Term 25 and Term 30 life insurance.

TECHNOLOGIES/SPECIAL KNOW-HOW:

Only ever broker-to-market advantage with massive barrier to entry. Myopically focused on customer experience. No channel conflict with reinsurance and insurance companies. The most simple, flexible and responsive underwriting engine in the market.

Large Distribution relationships in the Canadian Mortgage industry.

Pricing advantages with ability to discount.

MARKET:

CANADA: 450,000 @ \$623 = \$280,650,000

US: 4,500,000 @ \$400 = \$1,800,000,00

G7: 14,000,000 @ \$385 = \$5,390,000,000

DISTRIBUTION CHANNELS:

Relationships with mortgage agents and mortgage distribution companies. The entire life insurance broker channel. Digital - SEO, SEM and social media platforms.

GAME CHANGER:

Our mission is to eliminate global reinsurance arbitrage.

COMPETITION:

Banks and insurance companies

FINANCIALS ARE ATTACHED.

LET'S
CHAT
TODAY

Derryn Shrosbree
Derryn@33seven.ca
647.966.5755

120-2005 Sheppard Ave. East, Toronto ON M2J 5B4



Juniper_LI



Juniper Life Insurance



Juniper_LI



Juniper Life Insurance



Business Description: Hyde is a clothing rental service that gives men access to professionally styled outfits for a flat fee. We make premium style accessible to all men.

It's a concept similar to "Rent The Runway" - we rent complete high-end outfits to men - so they look immaculate for every occasion. We have launched our product in DC, and have recurring revenue. Our plans range between \$50-150/month, depending on frequency of delivery.

Background: Founded in 2017, spend 1 year on product iterations, operations and market fit testing, launched service in October 2018 in Washington, D.C.

Rent the outfit Own the look

Team

Rahul Jindal - CEO

Aaron Crist - COO

Raquela Gribov - Creative Director

James Gilliam - Art Direction

Market Size:

Global menswear market is \$420B, growing 2% CAGR

Men's rental is \$270M growing 11% CAGR - expected to be \$800M by 2026

Strategy: We are building a company that is a premium customer experience and an asset light model.

- Replace the closet
- Personalized customer experience
- Focus on recurring revenue
- Lasting relationships with department stores to monetize their inventory

Product:

Each "Hyde" (box) delivered to client consists of a complete outfit worth over \$1,000 (2 shirts, Cologne, Pants or jeans, Belt, Pair of shoes, Sunglasses, Outerwear)

A dedicated personal stylist to gauge your fit and style

3 affordable membership plans (per month): One-off (\$50) | Bi-weekly (\$80) | Unlimited (\$150)

Delivery and return from doorstep, and dry-cleaning

Competitive advantage: Hyde does not design, manufacture or manage logistics for production. We buy clothes from companies such as Nordstrom, Neiman Marcus, and directly from brands (on sale).

Our proprietary backend model allows us to predict buying needs based on styles, size distributions, seasonality and dynamically adjusts when a new client joins. Our cost base is low and inventory utilization is high.

Distribution channels: Current CPA \$55 over ~\$690 annual customer value. Focus on pop-ups and sponsored events, and growing online (digital paid and unpaid) acquisition. Additionally building ambassador programs at schools and places of work.

Competition: Most companies are offering clothes for purchase in a curated box: Trunk Club, Menlo Club, Bombfell, and Stichfix (need to buy, they don't rent). Rentals offered by Mr. Collection.

Financial Projections:

Quarter	2019 Q3	2019 Q4	2020 Q1	2020 Q1
Annual Revenue (\$)	24,900	171,800	515,500	1,335,000
EBITDA (\$)	(16,800)	(86,000)	20,700	58,100



IQYOU Health: An AI-Powered Personalized Health Platform

Company Profile

Industry:

Healthtech/Biotech

Founded: 2016

Location: Bethesda, MD

Website:

IQYOUHealth.com

Team Members: 8

Fundraising to Date

\$5.5M Seed

Verticals

Epigenetics

DNA

Nutrition

Health Personalization

Founding Team

CEO: Marc Isaacson

CMO: Dr. Joseph Pizzorno
(Chief Medical Officer)

Team Members

Chief Product Officer:

Phil Usatine

Chief Marketing Officer:

Nick Daugherty

Chief Technology Officer:

Liem Bahneman

Advisors

Teri -

Cochrane

Greg Baroni

Dr. Mark Sanna

Dr. Rob Ivker

Contact

Marc Isaacson (CEO)

Marc@myvillagegre.com

(610) 453-9079

Summary

IQYOU is a science-based, artificial intelligence-powered personalized health platform with more than 40,000 clinical studies and thousands of data points embedded to help individual users optimize their health, prevent health risks, and identify the root cause of current health conditions. With IQYOU's proprietary concept of *EpiBioGenetics*[®], the platform has three intake steps that take a deep dive into a user's lifestyle (*Epi*), biochemistry (*Bio*), and DNA/genomics (*Genetics*) to provide a full 360-degree health assessment.

Problem

In today's world of medicine, we think we have a healthcare system, but we don't. We have a disease management system that treats us all in a one-size-fits-all model that does not get to the root cause of individuals' real problems. Chronic conditions and health care costs are on the rise with over \$2.6 Trillion spent on chronic conditions annually in America alone. 75% of all chronic conditions are preventable leading to \$1.9 Trillion spent on lifestyle caused chronic conditions. Our doctors today are prescribing more pharmaceuticals than ever, treating only the symptoms displayed instead of targeting and treating the underlying root cause of the issue at hand.

Solution

IQYOU Health, a powerful AI-powered personalized health platform looking at every part of your health picture through *EpiBioGenetics*[®] in one place to optimize your body, mitigate health risks, and get to the root cause of chronic conditions by providing deep personalized insights to collaborate with your doctor. IQYOU uses its industry leading proprietary DNA test, "*IQYOU DNA*", which looks at approaching 400 gene SNP's, in conjunction with IQYOU lab tests and the AI powered IQYOU *Epi* intake assessment to produce the one of a kind results for each user, including foods, nutrients and lifestyle for your unique biochemistry and genes. IQYOU is also the first consumer-facing platform to interface with users' practitioners to allow collaboration with your doctors. This allows for the streamlining of useful information between doctor and patient while giving practitioners an entirely new way to look at each patient's unique health picture and the associated root causes of existing or prospective issues.

Competitive Advantages

The IQYOU platform is the only player in the personalized health field to look at all major factors that make up your full health blueprint with the *EpiBioGenetics*[®] intake with thousands of biomarkers and data points from which to draw. The research behind IQYOU is led by Dr. Joseph Pizzorno, the founder of Bastyr University, advisor to presidents Clinton and W. Bush, and considered the "Father of evidence based natural medicine" with over 20 years of research going into the platform. IQYOU is also the only platform to interface between patient and practitioner for a new way to help practitioners unlock the hidden factors and causes for each unique patient.

Business Model

IQYOU has *five* sources of immediate and future revenue generation including the **Consumer Membership** (\$90/year), **Practitioner Membership** (\$564/year), **Lab Tests** (avg \$149/test), **IQYOU DNA** (\$279/test), and **Custom Supplements** (future offering).



KING & UNION

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ALEXANDRIA, VA 22314

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703-664-0942

Headquartered in Alexandria, VA and founded in 2017, King & Union is outsmarting cyber adversaries by uniting security professionals and amplifying the power of the cybersecurity analyst.

The founders of King & Union grew up in Security Operations Centers (SOCs). They are security analysts, developers and engineers, and formed King & Union to address their own frustrations with security operations inefficiencies.

K&U has developed the first of its kind Cyber Analysis Delivery Platform, Avalon.

By focusing on workflow enablement and seamless integration with their existing security suite, Avalon provides analysts a place to quickly pull together data in order to visualize, enrich, and collaborate in real-time, developing and delivering secure interactive analysis to all stakeholders both inside and out.

With real-time collaboration at its core, King & Union's flagship product Avalon, the first cloud-native Cyber Analysis Delivery Platform, facilitates collaboration across your security team, across your industry, and across all industries, force multiplying the effectiveness of your otherwise isolated security team.

In 2018, King & Union was selected as a top 40 hot DC area cyber company and named to the 2018 Red Hot Cyber Companies list, presented by DCA Live.

Please reach out to us for more information, or to schedule a demo with our team:

Contact(s):

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CTO
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Mike Wager
SVP, Sales
mike@kingandunion.com

John Cassidy
CEO
john@kingandunion.com

LAUGHING FISH OXYGEN-INFUSED SUNSCREEN

Charles Martella, Founder

+1.917.385.4168

charles@laughing-fish.com

<https://www.laughing-fish.com>

Laughing Fish is an all-natural, reef-friendly sunscreen. Blending a patented oxygen-infusion process with chemical free ingredients enables us to deliver the clearest application in the all-natural category (the #1 consumer barrier). In addition we have a mission to help raise awareness of the damage that chemical based sunscreens inflict upon coral and reef fish by donating a % from all sales to ocean-focused charities. Further to this goal we are using packaging partially made from ocean waste.

Initially revenue will be generated via our direct to consumer e-commerce platform complemented by traditional marketing and select retail/resort placements. In year two we will also pursue exclusive placement with a top retailer. With a highly experienced founding team bringing global expertise across branding, marketing, DTC, sales and operations, Laughing Fish has the necessary elements to execute this strategy.

Category

The sunscreen category is dominated by legacy brands ignorant of major consumer/ societal trends (wellness, transparency, purpose), ignoring FDA standards (SPF 50 limit), making misleading claims and lacking social media presence. They are consistently on the EWG's "10 worst" list for using chemicals harmful to humans. Laughing Fish is extremely unique. We are a purpose-driven brand, dedicated in name and mission to helping the oceans while delivering innovative skin care solutions and clear product differentiation through our exclusive oxygen-infusion technology.

Consumer

Our consumer target reflects an aspirational mindset (vs. a demographic). We call them the Sunshine Enthusiast, an outdoor "activist" who loves to discover and explore, participates in various sports and community efforts, never takes the planet for granted and is looking for brands that reinforce this ethos. Adjacent targets include millennial parents and eco-conscious/organic early adopters.

Marketing

To reach these groups we will employ a performance marketing strategy used by successful DTC brands, targeting the 11 year-round sun markets (40% of the category) and seasonal markets with flexible subscription and single purchase plans. This will be complemented by a mix of traditional marketing tactics and channels (social media, unpaid influencers, strategic partnerships, events, digital advertising, PR).

We are in pre-revenue stage but currently in the process of securing FDA (SPF) approval for our formulation, while simultaneously developing the brand identity, e-commerce website and initial marketing materials. We are planning to launch this Summer.



We **only** reflect our user's true skills

Company Information

- Established May 2018 in Toronto, Canada.

Team

- **James Knupfer:** CEO and Founder.
- **Manuel Manolache:** CTO.
- **Tyron Reddy:** Product Innovation.
- **Rich Taylor:** Customer Development.
- **Adrian Buciuman:** Developer.
- **Richard Mackenzie:** Part-time Developer.

Advisors

- **Sean Magennis:** President and COO for YPO Global.
- **Brian Church:** Former Country Manager for LinkedIn Canada, and YPO member.
- **James Dey:** Accomplished entrepreneur, investor and serving board member of YPO Dubai.
- **David Suydam:** Founder and CEO of Architech, and YPO member.

➤ Introduction

Our digital subscription service provides a *network of true skills profiles* that increases their chance of finding the job they want, and employers hiring only the right fit for their organization.

We intend to disrupt the \$3.7 trillion technology recruitment landscape with a first-to-market, **true skills** platform that proactively extracts meaningful and valuable insight for individuals and employers to find the mutual right fit.

➤ The Problem

Hiring the wrong fit or finding the wrong job comes at a cost for both employers and individuals, and can have a financial, reputational, motivational and productivity impact.

Despite the growing global skills shortage, expected to hit 85 million by 2030 (with 4.3 million being in technology) potentially suitable candidates are overlooked by employers or disqualified entirely based on inaccurate resumes or job descriptions, compounded by poor keyword searches.

➤ Our Solution

miself's smart technology develops a deep understanding of employer's needs and user's capabilities by validating their true skills through a meaningful and extended relationship that allows us to match the user to the right job with the right employer.

Our anonymous platform provides our users the most competitive edge in the job market, without bias, and creates greater visibility and instant connectivity to the right skills for the employer.

➤ Target Market

Our focus is on the global technology market, with software developers in Canada being our beach-head market.

➤ Our Competitors

miself will compete for market share in the technology recruitment and assessments market with companies such as ZipRecruiter, Indeed, Glassdoor, HackerRank and Devskiller.

➤ Our Competitive Advantage

- We commit to the accuracy of our users.
- We show every candidate that has the skills needed.
- Patent-pending technology and solution.
- Subscription model that's is scalable and flexible.
- Real-time data and insight.
- Deep insight into user behavior and needs.

We help thought leaders inspire + engage others by using Hollywood movie clips to make communications come alive.

We seek \$375,000 to develop our 2.0 Product/Technology Platform and build-out core infrastructure.

CONVERTIBLE NOTE

Overview

Founded 2016

HQ: Washington, DC

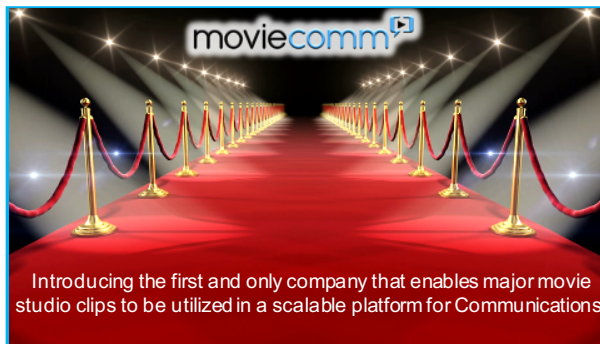
Subscription Model (MRR)

Business Definition:
On-Demand Premium Video Content Platform (SaaS) For Communications/E-Learning

State of the Company:
 ✓ MVP successfully piloted
 ✓ 2.0 Platform roadmap done
 ✓ Large sales pipeline exists
 ✓ Ready to scale mid-2019

Financial Considerations:
 • Break-even in 18 months
 • 2023 Expectations:

Revenue	\$23.7 Million
Op Income	\$9.7 Million
%	41%



Introducing the first and only company that enables major movie studio clips to be utilized in a scalable platform for Communications.

Product/Video Content Strategy

Global licensing relationship today with Universal Studios + Agreements with 2 major studios. Plans to get to 1M+ clips.

- By 2020, plan to have 5 of 6 big studios under license.
- By 2020, will introduce crowd-sourced clips (user-generated).
- Longer term, we expect to partner with major television networks, independent studios, cable stations and Bollywood studios.



Universal Problem

Most agree that communications and presentations in the workplace and HigherEd are often boring and unimaginative.

- Employees and students have low attention spans, and this trend is expected to widen as Millennials and Generation Z are projected to account for 75% of the workforce by 2025.
- Conventional communications are not effectively connecting or engaging with employees and students who increasingly are drawn to video, storytelling and visual communications.

Employees According to Gallup, ~70% of all workers are disengaged, leading to lost business productivity of \$500B per year.

Students According to Grattan, over 40% of all students are disengaged, leading to drop-out rates of 19% (~50% online).

Our Solution

On-Demand Movie Clip Engagement Platform (SaaS) optimized for message-driven communications and scalable to millions.

- Easy to use, legally approved, curated, ad free and customizable.
- Creates powerful messages by leveraging inspiring movie clips that engage in a more personal and emotional way.
- Use cases: E-learning, Presentations, Training, and Communications.



Vision

Help thought leaders connect, engage, and inspire in imaginative ways.



Scott DiGiammarino
Co-Founder/CEO

Scott spent 25 years as an award winning executive at American Express. During his tenure, he achieved best in class metrics by developing leaders, connecting with his organization & driving employee engagement. Over the past several years, he has worked closely with Hollywood studios, developed an industry-leading SaaS engagement platform, created the go-to-market strategy, & recruited an experienced management team that he had worked with before and who are passionate about the vision and helping people realize their potential.



Peter Velardi CMO, John Poole CSO, Scott Schaffer CTO

Contact Information
 Jeff Mandell
 MovieComm Board Advisor
 jeff@desiresourcesgroup.com
 510-388-9000

Product/Pricing Strategy – 3 Tiers

Three (3) tiered menu offerings and price points optimized to appeal to target segments and their usage requirements.

Free 7 Day Trial – Unlimited Movie Clip Access

Per Clip	Subscription	Enterprise
\$99-499 Per Clip	\$49-999 Per Month	Large Corporate and Educational Institutions Contact Us To Package a Solution Tailored to your specific needs

Usage Frequency/Audience Views/Service Requirements HIGH

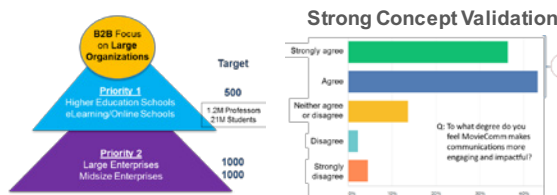
Strong Financial Results Anticipated

Sales and Profits to reach \$23.7 million and \$9.7 million respectively, in 4 years.



Sales and Marketing Strategy

- Most pilot users feel solution makes communications more engaging/impactful¹.
- Plan to promote Free Trials and maximize conversion of Product Qualified Leads (PQL) via video-driven content marketing using our own movie clips.
- Focus is on 2500+ large organizations in Education and Business.
- Sales pipeline estimated at \$9 million – \$1 million+ likely to convert by 2019/E.



Investment Considerations

- Concept highly valued by target customers. MVP and market research confirmed ideal features, pricing and user experience.
- Video content market is massive and growing. Clear Problem – conventional communications is not effectively connecting or engaging employees & students, contributing to poor engagement and costing organizations billions in lost productivity and retention.
- Target customers have considerable funding available for solving problem. MRR subscription business to deliver >40% EBIT.
- Upgrading to 2.0 SaaS Platform – Improved user experience, value-added features desired by customers, enhanced personalization, and easy integration with customers and content partners via API.

We help thought leaders inspire and engage others by using Hollywood movie clips to make communications come alive.

¹Survey Monkey: 8 of 10 strongly agree or agreed in survey conducted among pilot users, October 2018.



Nanochon

CEO Ben Holmes

Address 1317 Shepherd St NW Washington DC 20011
Website www.nanochon.com

Phone 703.994.6099

Email 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

\$1.5M

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
Revenue	\$750,000	\$750,000	\$6,250,000	\$156,250,000	N/A	
EBIT	0	0	0	\$150,000,000		



ORTUS ACADEMY

KEY EXECUTIVES

Aaron Velky, CEO, Co-Founder
Josh Massey, COO, Co-Founder
Ben Lyons, Wealth Strategist, Director
Gabriel Bustos, Director of Education

FUNDING

- 800K Angel/Seed Investment
- 25K Minimum, at 1% per 25K
- With a \$800,000 investment round by 03/2019, management is projecting to be cash flow positive in Q4 2020

USE OF FUNDS

- 250K Software Development
- 250K Content & Curriculum
- 50K Scaling Equipment
- 150K Marketing
- 100K Growth & Working Capital

OWNERSHIP

40% - Investor Pool (Pref. Stock)
 9% - Employee Pool (Comm Stock)
 51% - C-Suite (Comm Stock)

INVESTMENT HISTORY

Total of \$192,750 invested capital:
 -\$92,750 Convertible Note
(Conscious Venture Lab)
 -\$100,000 - Ben Lyons, partner

Full Proforma, Introduction Video, Current Event and Operation Invitations and Investor Materials Available upon request.

CONTACT

Aaron Velky
 7400 York Road Office 304
 Towson, MD 21204
 240-731-5769

aaron@ortusacademy.com
www.ortusacademy.com

THE BUSINESS

Here at Ortus Academy, we believe that in order to have a meaningful life, an individual needs to be financially intelligent – meaning to understand the mechanics of money and to be aware of the emotions and habits that make up financial behaviors.

THE PROBLEM

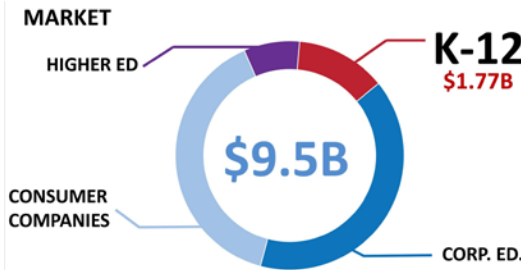
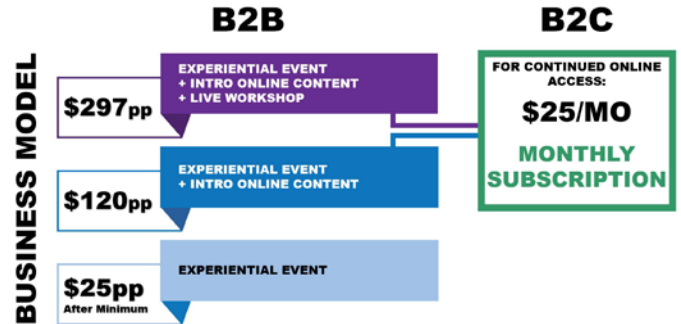
The average student doesn't learn about money and thus, earning, savings, investing, and self-sustaining is not something they are familiar with when they enter the real world, and they make many mistakes that negatively impact their future happiness, health and wellbeing.

THE OPPORTUNITY

We offer schools and civic organizations a turn-key hybrid learning platform that educates young adults, primarily between 14 and 18, on how to be financially intelligent. Our platform is one-part competitive gaming experience and one-part online learning course. We created a proprietary live action game-based simulation. We take over a large room and set up seven money mechanic stations. We give the students three simple rules and offer the winner a prize. They visit each station in sequence over several turns to simulate 5 years of decisions. This game is also our diagnostic and assessment. Our technology tracks and scores their money decisions. Then, we offer online courses that can be taken online in schools and at home. We are now taking successful beta and scaling nationally as more youth-facing organizations are soliciting for financial education. Our strategy has already garnered interest locally and out-of-state.

BUSINESS MODEL & MARKET

Our customers are comprised of schools, civic organizations, non-profits, out-of-school-time services, and large youth groups, who can buy at three different levels. Customers can buy the game experience, add in the online content, or have our team deliver a live workshop; but it all starts with our game, called NumisMatters. After completion of any level of program, we offer users continued access for a monthly subscription. We also solicit corporations to sponsor the program.



We estimate our TAM in the U.S. is based on K-12 EdTech Marketplace, standing in at about \$1.77B. We are starting with the small niche of the 8th and 9th grade - about 15% of that market at 262M. We do expect to create new product verticals to penetrate the overall EdTech Marketplace that stands at \$9.5B.

Our estimated range of potential customers and revenue per customer is based on real-time data and current pricing tiers we've captured.

SCALING MODEL

Scale comes from The Ortus Corps, where we certify outside individuals - like teachers, executive directors, program staff and counselors - to operate Ortus games (NumisMatters) nationwide with a business in a box model. This corporation is set to expand on the revenue generated from 2.5 years of beta testing, with over \$130,000 in mixed revenue, the decisions of nearly 1000 users, and the experience of working with nearly 50 organizations, from that testing period.

COMPETITION

Engagement Activities	✓	✓	✓	
Content for All Ages and for Families	✓	✓	✓	
Hybrid Learning Model	✓	✓		
Online Courses	✓		✓	✓
Focus on Personal Finance	✓		✓	✓
Behavioral, Emotional, Psychological Emphasis	✓			✓
Decision Making Data	✓			

	<u>Yr 1</u>	<u>Yr 2</u>	<u>Yr 3</u>	<u>Yr 4</u>	<u>Yr 5</u>
Revenues	\$ 94K	\$ 1.1M	\$ 2.4M	\$ 4.1M	\$ 14.8M
Expenses	\$ 463K	\$ 990K	\$ 1.2M	\$ 1.8M	\$ 5.5M
Profit	\$ (369K)	\$ 139K	\$ 1.2M	\$ 2.3M	\$ 9.3M
Cash On Hand	\$ 185K	\$ 185K	\$ 1.3M	\$ 3.7M	\$ 12.9M

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.

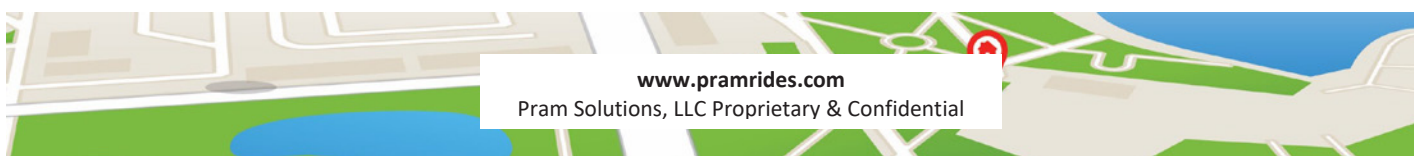
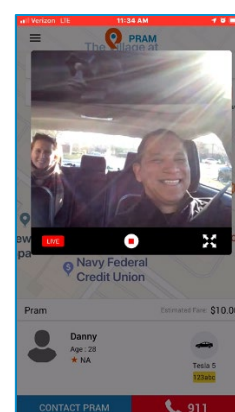
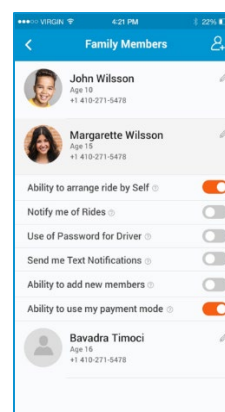
MANAGEMENT TEAM

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





ABOUT

Salamandra Zone is an innovative Air-Tech company which provides original, patented air purification solutions. Through over 5 years of cooperative research with top scientists at Hebrew University, Salamandra invented an oxidizing chemical reaction that consumes toxic and poisonous gasses and converts them into **safe and breathable air**. This revolutionary technology addresses air treatment needs in residential, commercial and industrial sectors.

VISION

We aim to impact the well-being and safety of urban communities by improving Air Quality and providing lifesaving emergency air treatment in case of fires.

HOME-AIR

The World Health Organization estimates that 90% of the world's population is exposed to dangerous levels of pollution, and that 8.8 million people die every year from respiratory illnesses resulting from air pollution. Indoor Air Quality levels are affected by emissions within the home, outside air pollution and even the human residents. For the first time, gas levels in commercial and residential properties can be measured, treated and balanced with the **Home-Air** product; a one of a kind air treatment technology that uses Salamandra Zone's **patented chemical reaction** to convert all gases and biological indoor air threats into **safe and breathable air**.

B-AIR

More than 80% of people killed in fires die from smoke inhalation. In high-rise buildings, firefighters struggle to reach above the 8th floor and elevators stop working completely during a fire, further trapping residents in critical conditions. No Longer. **The B-Air** product from Salamandra Zone, **successfully tested by the UL in Chicago**, provides a sealed, oxygen-infused safe zone in each floor's elevator lobby. Incoming smoke is converted into **cooled and breathable air**. Crucially, this enables the elevators to remain functional - saving countless lives during evacuation. In case of fire, use the elevator.

INVEST

Salamandra Zone is currently raising a \$4 Million round for finalizing product certification, I.P. extension and Go To Market. Additionally, Salamandra is looking for Joint Ventures to manufacture and distribute the **Home-Air** and **B-Air**, as well as drive further product development in industries such as Oil & Gas, Chemical, Shipping etc. where toxic and greenhouse gas conversion is needed.

OUR TEAM



Marat Maayan
CEO & Founder
(Retired Lt. Colonel-IDF)

An expert in the establishment of infrastructures and emergency situations, chemical terrorism and business continuity with 27 years of experience in the IDF



Ami Griba
V.P. Business
Development

Former head of the budget and Disbursements Department at the Office of the Chief Scientist of the Israeli Ministry of Economy



Joseph Kudish
CTO
(Retired Lt. Colonel-IDF)

Aerospace and multidisciplinary systems expert with decades of industrial and military experience



Dr. Uri Stoin
Chief Chemist

Environmental Chemistry Partner in the development of formulas for the treatment of soil, water and air pollution



Gil Tomer
COO

An experienced multidisciplinary executive, specialized in entrepreneurship, process ignition and value creation



SiONEER™

A revolutionary new approach to processing glass from single stream recycling sources.

Company Name: SiONEER
CEO: Douglas Jackson
Web Address: www.sioneer.com

SiONEER is an engineered product company that uses post-consumer recycled glass as its feedstock and provides the answer to a growing environmental problem – ineffective glass recycling. According to the EPA, 75% of the national total glass supply (approximately 9 million tons of waste glass) is landfilled each year. This is because traditional recyclers rely on technology that can't effectively process waste glass that is commingled with other recycling—known as single stream— which is today's most common waste collection and processing system. In fact, as the trend increases towards single stream collection, the recovered glass shatters and is mixed with other material, making it even less effective for current recyclers to process, and therefore forcing more glass into landfills and increasing recycler's financial liability.

Our patented technology can effectively and economically process 100% of the glass supply, representing a paradigm shift in the glass recycling industry. SiONEER returns post-consumer glass to its most fundamental state, a mineral known as Amorphous Silica. Amorphous Silica can be sold into every market that currently uses sand with one major difference; it is completely safe and non-hazardous and, in fact, has even been used in medical applications. Ordinary sand in comparison is made up of Crystalline Silica, which, as a dust, is defined by the EPA as hazardous to your health and can cause diseases like silicosis when inhaled.

In addition, SiONEER has developed a new patent pending process to make a highly reactive pozzolan for the concrete industry. Pozzolans are required to make ultra-high strength concrete and are mandated in concrete mixes by all Department of Transportation agencies in every state throughout the United States. The most common pozzolan used today is fly ash which comes from coal fired power plants. However, because of the reduction of coal fired plants there is now a shortage of fly ash in the marketplace. This represents a major problem for the entire construction industry. SiONEER's pozzolan becomes a very attractive alternative as it is superior in performance and sustainability.

Other products manufactured by SiONEER include:

- Cullet for Bottle and Fiberglass Manufacturing
- Abrasives for Sand Blasting Applications
- Silica Flour for Plasters, Mortars and other Industrial Applications
- Filtration Media for Private and Industrial Water Treatment
- Non-Toxic Pesticide for Organic Farming Operations

SiONEER is in the process of building its first owned and operated glass processing facility in Stockton, CA. This facility at full capacity will process around 2M bottles a day or 10,000 tons per month. The estimated cost of this plant will be approximately \$22M. The California Pollution Control Finance Authority (CPCFA) has approved the issuance of \$16,650,000 worth of Tax-Exempt Bonds to help finance the facility and Lapis Advisors has entered into a formal term sheet with SiONEER to purchase all of the bonds subject to normal due diligence. The remaining monies will be provided by SiONEER in the form of equity.

SiONEER has completed all the required California environmental permitting, secured feedstock and off-take agreements, executed a firm fixed EPC contract for the construction of the facility, successfully completed a 3rd party engineering review by Stantec Engineering and received a grant from CalRecycle based on expected GHG reduction. All these activities help mitigate any potential risk to an investor as SiONEER is looking to raise an additional \$2M in equity to complete the CPCFA financing.



www.smartlinkhealth.com

Rapid, Affordable Data Liquidity for Healthcare

Shredding the cost and time barriers of healthcare data sharing.

At a Glance

Smartlink Health Solutions is a NC based, digital health company driven by the accelerating demand for a faster, more affordable way than traditional database integrations to access data from disparate systems in support of value based reimbursement models.

Business Problem We Solve: Smartlink's solution leverages a combination of sophisticated robotic process automation and health informatics expertise to simulate a user on the frontend. Anything a user can do through the user interface, the Smartlink approach can automate, including both extracting data and inserting data into an EHR or other system.

Industry: Digital Health, Healthcare IT, Integration Platform as a Service (iPaas), Robotic Process Automation (RPA)

Markets: Accountable Care Organizations (ACOs), Clinically Integrated Networks (CINs), Health Information Exchanges (HIEs), Independent Clinical Laboratories

Market Problem

Reimbursement is changing. Providers are being forced to take on risk, but they can't manage risk without data.

Healthcare IT systems were universally designed to be closed and highly secure, making it extremely difficult to share data between providers, across settings of care, with health information exchanges, and with healthcare service providers such as laboratories. This inability to share patient data is a key driver of cost and errors.

The current approaches to connecting healthcare IT systems are via vendor API based on HL7 standard, or database direct access, which are very expensive, take a long time, and lack the flexibility needed to support an industry rife with change. After hundreds of millions of dollars and years of effort we still only have small pockets of data sharing. And at this rate, nationwide interoperability is not feasible within our lifetime.

Market Traction

Launched in 2018, Smartlink Data Connector (SDC) is the 4th generation front end integration approach developed by our CEO, Siu Tong, PhD, an aerospace engineer and MIT graduate. Previous iterations of the approach have been used to integrate tens of thousands of software across multiple industries including aerospace and automotive.

Smartlink Health has

- Signed contracts with the potential for over 2,000 sites to connect.
- Signed contracts with three national and two regional clinical laboratories.
- Signed contracts with five clinically integrated networks (CINs).
- Signed contracts with two state Health Information Exchanges (HIEs).
- Signed contract with the largest Federal Qualified Health Center in NC for migration to new EHR, connection to the state HIE, and integration of dental and medical data.

Market Opportunities

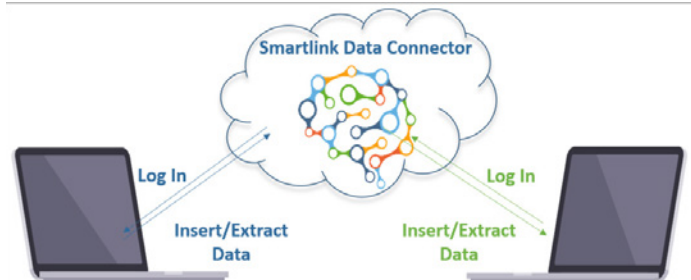
A typical EHR vendor interface costs between \$5K to \$50K for one clinic plus extensive labor and time to implement..

With >1,100 EHRs in the market, these costs and timeframes are a major bottleneck for the successful deployment of value-based payment collaboratives and a significant barrier to the growth and profitability of accountable care organizations, clinically integrated networks, health information exchanges, independent labs, and clinical research organizations (CROs).

The EHR integration market is \$3B today, but with only 20% of ambulatory clinics reportedly able to integrate patient data. The lab market is a \$1-2B market with limited competitors.

Key Technology Differentiators

- Rapid implementation, in a matter of days or weeks
- Affordable bidirectional data liquidity (usually half the cost)
- Works with any health IT system, regardless of operating system (onpremise, hosted, SaaS)
- Massive customizable scalability



The user interface IS an interface. Why don't you use it?

Executive Team

Siu Tong, PhD, CEO, WSJ Startup of the Year, Ernest & Young Entrepreneur of the Year, GE Global R&D, MIT PhD

Alex Tse, MD, CMIO, Primary Care Provider, Obesity Medical Association Member, Clinic(s) Owner, Medicaid Board Member

Ginny Mahaney, MBA, Chief Commercial Officer, Vice President at Various Startups, Director at Allscripts

Michael Boch, CFO, KPMG, Medfusion, Infina Connect

Mark Dunnagan, VP Health Informatics, Chief Architect, NC HealthConnex (SAS), CTO, Terida, Director, Oracle Corporation

Greg Moyer, VP Products, Allscripts ED, A4 Health Systems

Naveen Vangipurapu, VP Development, Connecture, BCBS of Michigan, Mississippi, and North Carolina

Marie Cross, Director of Customer Success, ProviderLink, Covisint

Contact Siu Tong, CEO
siu.tong@smartlinkhealth.com or 919-264-0677

Management

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

Industry

Healthcare IT Services

Partnerships

Blue Cross Blue Shield

No. of Employees 6

Bank

Old Line Bank

CPA

Ryan Melvin CPA

Law Firm

Cooley

Amount of Financing

Sought \$2.0M

Current Investors

Sanjay Prasad \$2.2 M

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

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

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

Products/Services: SurgiQuality™ concierge team, SurgiQuality™ consumer app, SurgiConnect surgeon app and facility. Competitive pricing yields savings from \$3500 to \$12,000 per case, while controlling for quality. > 10,000 surgeons and >200 facilities on the platform.

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

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

major health plans.

Distribution Channels: Relationships with benefit consultant associations, targeting self-insured employers,

GAME CHANGER: A Statewide Blue Cross Health plan desires a strategic partnership with access to nearly 4,000,000 lives. Awaiting LOI and term sheet.

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

Financial Projections: (unaudited, dollars in thousands)

	2019	2020	2021
Revenue	2,500	45,721	69,629
EBITDA	318	38,212	57,971

Totem Systems, Inc.

Summary: Totem offers a supporter engagement platform™ (“Alpine”/“Evergreen”) and related marketing automation services (“Pinecone”) for the nonprofit sector. We’ve taken a holistic approach to serving this market by providing not only the applications and platforms necessary for collecting and analyzing data at the organizational level, but also by providing marketing automation services informed by best-practices and proprietary data insights. In working with over 50 nonprofits, we’ve observed that the sector struggles to optimally leverage the same types of Business Intelligence tools that are thought to have their best and highest use in the for profit sector. Our mission is to bring those advanced capabilities to nonprofit.

Problem: A recent survey from the Bridgespan Group found that 80% of the top 145 nonprofit leaders believe the sector needs to change its practices; however, only 40% of those leaders believe their organizations have the capacity to change. Another recent survey found the following from respondents: 40% have received “very little” training on their software, 31% wouldn’t ever recommend their software, 6% feel as though they use their current data effectively, 5% find their software to be “user-friendly”, 42% lack tools for data analysis, 46% find fragmented data storage problematic, 55% don’t have enough staff with data experience, and 79% lack the time or personnel to focus on data. Capacity and cultural restraints imposed on nonprofits are the source of these sobering statistics. Further complicating things: while there are 60+ management systems in the market, 30% of the nonprofit technology market is controlled by two companies, both of which have user guides that are 320+ pages long -- and one of them even necessitates a “University” program with a multi-page list of expensive courses. The result? Chaos.

Product: Totem offers a full suite of tools for collecting, managing, and analyzing data. We’ve developed each tool from the ground up, testing and deploying them in the real world, with real nonprofits, in order to make sure they’re simple and user-friendly while still being powerful enough to provide best-in-class functionalities. These tools are all available as part of the Totem “Alpine” platform, a proprietary supporter engagement platform™ that utilizes machine learning and predictive data analytics to help nonprofits take the next step forward toward untapping and acting on the insights housed in their database. In addition, Totem offers an “Evergreen” platform that includes user interfaces which nonprofits can use to interact with their supporters (e.g. donation processing; event management; volunteer management; peer-to-peer fundraising).

Model: We believe that supporters do not operate in a vacuum; that everyone who interacts with a nonprofit (donors, volunteers, email recipients) has the potential to bring something of value; and that nonprofits need well-designed and data-driven tools to stand a fighting chance of cultivating all of those interactions into lifelong supporter relationships. As observed by Don Norman in *The Design of Everyday Things*, “the unaided mind is surprisingly limited. It is [tools] that make us smart. Take advantage of them.” Put plainly, the 60+ other management systems available on the market are not designed in such a way that nonprofits can take full advantage of them. They often fail to leverage the immense potential of next-generation technologies such as machine learning and artificial intelligence, and across the board miss the mark on packaging these capabilities using an elegant and intuitive design principles. Totem’s grassroots model, meeting nonprofits where they are, seeks to solve these persistent issues.

Financials:

	Year 1												Year 2											
	Jan-2019	Feb-2019	Mar-2019	Apr-2019	May-2019	Jun-2019	Jul-2019	Aug-2019	Sep-2019	Oct-2019	Nov-2019	Dec-2019	Jan-2020	Feb-2020	Mar-2020	Apr-2020	May-2020	Jun-2020	Jul-2020	Aug-2020	Sep-2020	Oct-2020	Nov-2020	Dec-2020
Customer Growth																								
Average Revenue per New Customer	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005
New Customers	3	4	4	4	5	5	6	6	7	8	9	9	10	11	13	14	15	17	18	20	22	24	27	30
Estimated Total Customers	6	10	14	18	23	28	34	41	48	56	64	74	84	95	108	122	137	153	172	192	214	239	265	295
Churn Rate	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Initial Revenue																								
New MRR	6801	7291	7981	8701	9501	1,0301	1,1101	1,2001	1,2901	1,3701	1,4501	1,5301	2,0701	2,2701	2,5001	2,7501	3,0501	3,3801	3,7501	4,1501	4,6001	5,0801	5,5801	6,1001
Lost MRR	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18	18
MRR from last month	5005	1,1905	1,8905	2,6605	3,5605	4,5205	5,5505	6,7405	8,0405	9,4505	10,9705	12,7105	14,5145	16,4805	18,5905	21,0705	24,2275	27,2605	30,2905	34,2055	38,3015	42,7425	47,5265	52,6605
Gross MRR	1,1605	1,8905	2,6905	3,5805	4,5205	5,5505	6,7425	8,0405	9,4525	10,9725	12,7125	14,6145	16,6805	18,8605	21,4705	24,2275	27,2605	30,5905	34,2605	38,3015	42,7425	47,6265	52,9985	58,8605
MRR Growth rate	82.6%	42.3%	32.7%	27.1%	23.5%	20.9%	19.0%	17.5%	16.4%	15.5%	14.8%	14.0%	14.2%	13.7%	13.2%	12.8%	12.5%	12.2%	12.0%	11.8%	11.6%	11.4%	11.3%	11.2%
Payment Processing	\$34.80	\$56.58	\$80.04	\$106.89	\$135.89	\$167.77	\$202.85	\$241.43	\$283.87	\$330.56	\$381.52	\$436.41	\$500.55	\$568.90	\$644.10	\$726.80	\$817.79	\$917.86	\$1,027.95	\$1,149.04	\$1,282.25	\$1,428.77	\$1,589.55	\$1,767.25
Net MRR	1,1255	1,8295	2,6044	3,4565	4,3933	5,4255	6,5589	7,8045	9,1793	10,6883	12,3495	14,1755	16,1845	18,3995	20,8263	23,5003	26,4425	29,6785	33,2375	37,1523	41,4595	46,1975	51,4685	57,1415
Net ARR Equivalent	13,5025	21,9535	31,2495	41,4748	52,7225	65,0945	78,7545	93,6795	110,1435	128,2395	148,1845	170,1635	194,2115	230,7195	269,9095	322,6005	379,3115	450,2115	535,4495	636,2695	753,8115	888,8115	1,043,6115	1,218,6115



Website
Totemfg.com

Product
Supporter Engagement Platform™
managerial/analytics tools

Management
Alan Wei, Co-founder & CEO
PJ Harris, Co-founder & CSO

Sectors
Constituent Relationship Management (CRM)
Data analytics
Machine Learning/AI
Social enterprise/Nonprofit

Number of Employees
5 full-time employees
2 part-time employees

Advisors
Wendy Brown (Center for Nonprofit Excellence, Founder); Drew Lawton (Make a Wish, Chairman of the National Board of Directors); Cheis Garrus (Museum of African American History, Chief Financial Officer)

Law Firm
Kaplan Voekler Cunningham & Frank PLC

Financing to Date
\$200,000 pre-seed round

Financing Sought
\$1,500,000 seed financing

Use of Funds
Payroll/Sales/Development

Contact
PJ Harris (pjharris@totemfg.com)
(434) 327-0326



TRUE BEARING DIAGNOSTICS, INC.

Executive Summary

January 2019

Company

True Bearing Diagnostics has developed *TruCAD*, the world's first highly accurate blood-test based diagnostic tool designed for the early-detection of coronary artery disease (CAD). At a fraction of the cost of coronary catheterization or nuclear imaging, the Company believes *TruCAD* is positioned to transform the coronary diagnostics industry.

True Bearing was founded in 2015 to extend and commercialize certain research breakthroughs developed by the St. Laurent Institute and George Washington University's Center for Genomic Medicine. The Company's mission is to introduce a collection of RNA-based blood tests that will drastically decrease the costs associated with the early-detection and treatment of multiple diseases. For example, in addition to *TruCAD*, True Bearing is developing bio-marker panels that it believes will revolutionize the diagnosis of biofilm, appendicitis, pneumonia, and other diseases.

Highlights

- *TruCAD*'s set of RNA transcripts is up to 2x more accurate in predicting CAD than any other comparable diagnostic product in the market today and can address the 50% of unexpected first heart attacks.
- \$6.4 billion potential savings in the US alone by reducing unnecessary testing: ~40% of the over 1.0 million yearly angiograms return a normal/neg. result.
- At a cost of approximately 1/10th that of coronary catheterization, the Company believes it is uniquely positioned to become a leading player in an estimated - \$5 Billion coronary artery disease market.

Business Model

- Generate early revenues with CLIA lab sales within partnering hospitals following conclusion of current clinical study.
- Leverage our partnerships with those hospital groups and Key Opinion Leaders participating in *TruCAD* FDA clearance validation study.
- Rapid revenue ramp with strong margins:
 - *TruCAD*'s gross profit is expected to be ~\$450 given \$600 per test.
 - CPT codes and negotiated reimbursement rates already finalized for this type of test.
- True Bearing will benefit from new 2019 PAMA rules that penalize caregivers for excessive (and excessively costly) diagnostic testing.

Large Addressable Market

- *TruCAD*'s total potential addressable market in the US includes all adults over 40 seeking preventative cardiovascular health-care.
- Over 10 million adults are now presenting with symptoms of CAD.
- 1 million catheterizations are performed annually in the USA.
- *TruCAD*'s non-invasive approach, once available in both rural and urban regions, could expect to serve 5 times the number of currently prescribed catheterizations.
- Worldwide, 280 million people suffer from the disease. 17 million people die annually from CAD related deaths, as reported by The World Health Organization (WHO).

Investment Opportunity

Building upon True Bearing's lead investor's initial contributions and with next round participation committed, the Company seeks to raise ~ \$20M in additional funding. With this infusion, True Bearing will be enabled to rapidly complete *TruCAD*'s clinical validation study, set up CLIA lab, begin in-hospital sales, and run parallel international studies.

The following chart is projecting that, with organic growth, the company will be in the black in 5 years. Rapid profitability is unusual in the Life Sciences.

(\$ in millions)	Year 1	Year 2	Year 3	Year 4	Year 5
Revenues	\$ -	\$ 0.9	\$ 7.1	\$ 13.8	\$ 28.4
Cost of Sales	-	0.4	1.2	2.4	4.8
Gross Profit	\$ -	\$ 0.5	\$ 5.9	\$ 11.4	\$ 23.6
S,G&A	0.6	3.5	6.2	8.5	10.4
R & D	0.6	1.7	2.5	2.3	4.7
EBITDA	\$ (1.2)	\$ (4.7)	\$ (2.8)	\$ 0.6	\$ 8.5

Post Capital Raise Potential to Scale Scenario -

Following year two, and once FDA clearance is achieved, potential scenario with a strategic in place could likely positively impact trajectory along the lines of -

- 100,000 additional tests for year 3,
- 250,000 additional tests for year 4, and
- 500,000 additional tests for year 5 resulting in an...
- **Increase in revenue for year five from approximately \$28M with organic projections to \$325M for fully scaling approach.**

SPONSORS



MARYLAND TECH COUNCIL

We are a collaborative community that is actively engaged in building strong technology and life science industries by supporting the efforts of our individual members. On December 30, 2016, the Tech Council of Maryland and the Chesapeake Regional Tech Council merged to create the Maryland Tech Council (MTC). We are the largest technology trade association in the state of Maryland and we provide value by giving them a forum to learn, share, and connect. The valuable resources we provide to our members help them reach their full potential as vital members of their communities.

Members of the Maryland Tech Council are provided with educational programming taught by industry leaders with a focus on key topics, advocacy at the state and national levels, and a variety of opportunities to participate in both large and small events. Members also have access to our Cost Savings Program where they can choose from our list of reputable companies that provide discounts for business services. We offer an array of benefits that have been chosen to help your business grow.

MTC is also able to serve the tech and biotech communities with assets like the Maryland Health Care Product Development Corporation (MHCPDC) and the MdBioLab program. MHCPDC's goal is to stimulate growth of the biomedical industry in the state through "early stage" investment with promising Maryland biomedical and medical technology companies. The MdBioLab program supports a mobile bioscience laboratory that visits Maryland high schools to teach science literacy.

Sponsors



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.



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

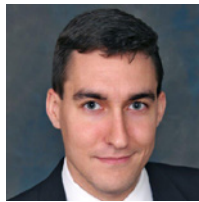
David Petr is the first President and CEO of the Montgomery County Economic Development Corporation, a new public-private venture in the region. Petr joins the MCEDC from the Central Florida Development Council, Inc. where he was the President and CEO. He successfully transitioned the organization from 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.

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WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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



NEXT powered by Shulman Rogers

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

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

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ANTHONY MILLIN, ESQ. - CHAIR, NEXT; VENTURE PARTNER, URBAN US; 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. and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, edtech, 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.

MINDSPACE

MindSPACE is the global provider of high-end coworking spaces. MindSPACE creates an exceptional work experience that helps companies get their best work done. Member companies drive higher productivity and innovation, attract and retain the best talent, and save money and resources they can invest back into their business. The MindSPACE experience brings hospitality-level service, inspiring and beautifully designed offices, vibrant communities, and wellness, lifestyle and professional programs into prime-located buildings that most companies wouldn't be able to afford on their own. The company operates spaces in prime locations across major world cities like San Francisco, Washington D.C., London, Berlin, Munich, Tel Aviv and more. Among MindSPACE's customers are world-leading brands, such as Microsoft, Samsung, Spotify, Barclays Bank, Expedia, Schwan-Stabilo, M&C Saatchi, GoPro, Visa, Frank Recruitment Group, ABSL, Techstars Accelerator, and Startupbootcamp. Experience MindSPACE today.

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DANIEL PANNELL SALES OPERATIONS MANAGER, MINDSPACE

Daniel Pannell is the Sales Operations Manager at Mindspace in Washington DC. Daniel oversees the commercial real estate sales/operations of Mindspace's Washington, D.C. location. He works daily with clients to accommodate their office needs on both a small and large scale while attending various real estate events in the area. Prior to joining Mindspace, he worked as a Director of Sales in the same sector. Daniel holds a BA in Corporate Communications and Business.



RAFFA FINANCIAL SERVICES

We're Raffa Financial Services, an insurance and employee benefit brokerage and consulting firm headquartered in Rockville, Maryland and serving the greater Maryland, Virginia, and Washington, D.C. area.

We work with businesses who value their employees, are vested in their physical and financial wellness, and want a high quality employee benefits strategy to attract and retain the best and brightest. We can help you with: Employee benefits, executive benefits and business continuation planning, retirement plan advisory services, risk management, individual financial and insurance planning. Need creative strategies to help you reach your business and financial goals? You've come to the right place. Our team is crazy committed to doing just that.



SHARON TIGER, VP OF BUSINESS DEVELOPMENT, RAFFA FINANCIAL SERVICES

Sharon's passion for her work is twofold. Not only does she love helping people, she's passionate about all things business. Combining her deep industry knowledge with her savvy business sense, Sharon has become an expert at building strategies to help organizations attract and retain the critical talent they need to meet the demands of their growth objectives. Want to know how? Just ask. She'll tell you all about it. She may even break into song.

A networking aficionado, Sharon is an ambassador for the Maryland Tech Council, an active volunteer with the Childhood Arthritis Rheumatology Research Alliance (CARRA) and the Sjogren's Syndrome Foundation. She is also the founder of first ever Pediatric Sjogren's Support Group for families with children living with sjogrens. In other words, if you haven't seen Sharon out in the community yet, it's only a matter of time.

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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.



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.

SPEAKERS

First	Last	Title	Company
Andrew	Berkowitz	CEO & Founder	Global Startup Media
Jeff	Cherry	CEO	SHIFT Ventures
Elizabeth	Cho Fertikh	Co-Managing Director	MEDA Angels
Chris	College	Managing Partner	TCP Venture Capital
Bill	Crowell	Partner	Alsop Louie Partners
Christian	Dorsey	Board Chair	Arlington County Board
Ollen	Douglass	Managing Director	Motley Fool Ventures
Brian	Gaister	Co-Founder & CEO	Pennington Partners & Co
Sarah	Gibson	Co-Founder & CEO	20 Degrees
Rick	Gordon	Director	INOVA Personalized Health Accelerator
Mark	Grovic	General Partner	New Markets Venture Partners
Fred	Gumbinner	President & Managing Partner	G2 GEM Finance
Jim	Hunt	Managing Partner	Lavrock Ventures
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Esther	Lee	President & CEO	Refraction
Lenard	Marcus	General Partner	Edison Partners
Anna	Mason	Partner	Rise of the Rest Seed Fund at Revolution, LLC
Anthony	Millin, Esq.	Chair	NEXT, Powered by Shulman Rogers
Jeffrey	Mund	Founder & Managing General Partner	MCVC Partners
Jennifer	O'Daniel	Investment Director	CIT GAP Funds & MACH37 Cyber Accelerator
Jonathan	Perl	General Partner	Boulder Ventures
David	Petr	President & CEO	Montgomery County Economic Development Corp.
Shelly	Porges	Founder & Managing Partner	The Billion Dollar Fund for Women
Gerry	Reihsen	Founder & CEO	Coasis Coalition Companies PB LLC
Marty	Rosendale	CEO	Maryland Tech Council
Ryan	Ross	Chief Innovation Officer	Halcyon
Parag	Sheth	Director & CMO	Maryland Venture Fund / TEDCO
Manish	Thakur	Managing Partner	Option3 Ventures
Rosemarie	Truman	Founder and CEO	The Center for Advancing Innovation
Carol	Van Cleff	CEO	Luminous Group
Tom	Weithman	Chief Investment Officer	Center for Innovative Technology
Tien	Wong	CEO	Opus8, Inc.

PRESENTERS AND GUESTS

First	Last	Title	Company
Adaptive Phage Therapeutics			
Greg	Merril	CEO	Adaptive Phage Therapeutics
Paige	Cantlin	CFO	Adaptive Phage Therapeutics
Jesse	Baumgold	COO	Adaptive Phage Therapeutics
Airgility, Inc.			
Pramod	Raheja	CEO	Airgility, Inc.
Evandro	Valente	CTO	Airgility, Inc.
Alma Mater			
Neill	Frazier	Founder	Alma Mater
ALPHYN Biologics			
Neal	Koller	CEO	Alphyn Biologics
Gary	Pekoe	Chief Scientific Officer	Alphyn Biologics
Steven	Pentelnik	President	Alphyn Biologics
Automatic Technologies			
Dennis	Defensor	Advisor	Automatic Technologies
Sanjee	Singla	CTO	Automatic Technologies
Avealto Ltd.			
Walter	Anderson	Managing Director	Avealto Ltd.
Beautiful bioSolutions			
Martin	Erim	CEO	Beautiful bioSolutions

Arthur Marielle	Henderson Walter	Advisor CCO	Beautiful bioSolutions Beautiful bioSolutions
DeepLook, Inc.			
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Drop Dead Life Insurance			
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HydeCloset			
Rahul Aaron	Jindal Crist	CEO & Co-Founder COO & Co-Founder	HydeCloset HydeCloset
IQYOU			
Marc Gail Kerry	Isaacson Isaacson Dale	CEO Chief Experience Officer President	IthrivePH, Inx Ithrive Health Colonial Equity
King & Union			
Chris John Peter Mike	Clark Cassidy Prizio Wager	CTO CEO Director, Product Management SVP Sales & Marketing	King and Union King and Union King and Union King and Union
Laughing Fish Sunscreen			
Chip Tyler	Martella Prochnow	Founder	Laughing Fish Sunscreen Laughing Fish Sunscreen
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James Richard	Knupfer Taylor	CEO	miself miself
MovieComm			
Scott Mark Scott	DiGiammarino Wolfe Schafer	CEO	MovieComm MovieComm MovieComm
Nanochon			
Benjamin Nathan Matthew	Holmes Castro Cunningham	CEO CTO General Counsel	Nanochon Nanochon Nanochon
Ortus Academy			
Aaron Josh	Velky Massey	CEO & Co-Founder Co-Founder & COO	Ortus Academy Ortus Academy
Pram Rides			
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Salamandra Zone			
Gil	Tomer	COO	Salamandra Zone
Sioneer			
Doug	Jackson	President & CEO	Sioneer
Smartlink Health Solutions, LLC			
Siu	Tong	CEO	Smartlink Health System

Ginny	Mahaney	Chief Commercial Officer	Smartlink Health System
Mark	Dunnagah	VP, Health Informatics	Smartlink Health System

SurgiPrice

Sanjay	Prasad MD FACS	Founder & CEO	SurgiPrice
Lauren	Pritchard	Concierge Advocate	SurgiPrice

Totem Systems, Inc.

PJ	Harris	Co-Founder & CSO	Totem Systems, Inc.
Alan	Wei	Co-Founder & CEO	Totem Systems, Inc.
Megan	Cox	Business Development Associate	Totem Systems, Inc.

True Bearing

Tisha	Jepson	CEO	True Bearing
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Valaurum, Inc.

Adam	Trexler, (Ph.D)	President & Co-Founder	Valaurum, Inc.
Thomas	Trexler	Investor	Valaurum, Inc.
Victoria	Page	Marketing Director	Valaurum, Inc.

ATTENDEES

First	Last	Title	Company
Jitin	Ahuja	Principal	SpaceJet Media LLC
Jason	Anderson	Internship Trainee	Stratus Digital Systems
Darrin	Auito	Partner	HEA Law, PLLC
Michael	Avon	CEO	ICX Media
Uri	Bar-Joseph	VP of Marketing	Mindspace
Michael	Barnett	CEO	InGo
Angelo	Baskaran	Director Finance and Development	eKuber Ventures Inc
Ash	Batra	CMO	ScaleUpYourTeam
Mike	Beck	President	Candor
Brandon	Bedford	Business Development Specialist	Montgomery County Economic Dev. Corp
Richard	Bendis	President & CEO	BioHealth Innovation Inc
Stephen	Bidinger	President	Skai Beauty
Matthew	Boehm	CEO	PrefTech
Peter	Buchanan	Managing Partner	NewPlan, LLC
Anthony	Cammarata	CEO	Startupcannon
Alison	Cardy	Coach	Cardy Career Coaching
Greg	Carpentier	Senior Associate	CBRE
John	Cassidy	CEO	King and Union
Javier	Castro	CEO	Gravatate
Javier	Castro	CEO	Gravatate
Sean	Cease	Founder	BizDevX Inc
Hector	Cevallos	Business Development Executive	KEYW
Mike	Chacos	Founder/CEO	TradeVector
Ernesto	Chanona	Manager, Business and Innovation Developer	State of MD Office of BioHealth & Life Sciences
Jacque	Cohen Roth	Founder/CEO	CannabizMD
Mackenzie	Copley	Co-Founder & CEO	One Tent Health
Aaron	Crist	Co-Founder	Hyde Closet
John	Culbertson	CEO	Catalyst
Ignacio	de Leon	CFO	Citizenz
Rodney	DeCarteret	President	cyber defense solutions, llc
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Gian	Dilawari	President and Principal Consultant	Dilnet
Rich	DiPippo	Partner	NFP
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Herb	Ezrin	CEO, President, and Financial Consultant	Potomac Business Group
Peter	Ettinger	Vice President	BioEnergy DevCo
Ron	Everett	CEO	Business Valuation Center
Eugene	Faison	CEO	DGrid Energy, LLC
Amu	Fowler	Managing Partner	ViveDC
Lisa	Friedlander	Business Development Manager	NEXT, Powered by Shulman Rogers

Sarathea	Fuentes	Office Manager	Mindspace
John	Funge	Chief Product Officer	DataTribe
Greta	Geankoplis	CEO	Stratus Digital Systems
David	Giannini	CEO	Cirrusworks
Niki	Grant	Small Business Consultant	TriNet
Richard	Greene	CPA & Business Advisor	RGA Business Advisory
Matthew	Grieb	Business Owner	Raymond James
Mark	Haas	Board Chair & Co-Founder	Association for Enterprise Growth
Johnston	Harris	Student	Georgetown University
Chris	Haug	Chapter Director	Startup Grind
Jen	Hecht	CEO	Dating Advisory Board
Steve	Heger	CEO	Raffa Financial Services
Aixelle	Heilman	Digital Marketing Coordinator	TEDCO
Yusuf	Henriques	Founder & CEO	TruGenomix
Guy	Hinkler	Director, M&A	cyber defense solutions, llc
Victor	Hoskins	Director	Arlington Economic Development
Helen	Huang	Student	American University
Aliya	Hulse	Founder/Business Owner	MWM Systems, LLC
Timm	Hwang	MBA Candidate	Georgetown University
Jon	Jackson	CEO	Mobile Posse
Nathaniel	Jackson	CEO	TrueAlgae
Joshua	Jeffryes	Lead UI	OpenBazaar
Roderick	Johnson	Lender Relations/Small Bus. Development Office	U.S. Small Business Administration
Woodrow	Jones	Co-Founder	TaDaah, LLC
Kash	Kabaria	COO	marGenius
Takatoshi	Kamezawa	Senior Advisor	TrueAlgae
Stephen	Kann	Investor	
Jennifer	Kay	Associate Attorney	NEXT, Powered by Shulman Rogers
Joe	Kessler	CEO	Next-Stage Development Group
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Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
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Barry	Lipsy	Principal	B. Lipsy and Associates
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Brad	Love	Senior Financial Analyst	ID Private Equity
Pam	Lubel	VP Membership and Strategic Programming	Maryland Tech Council
Donald	Marron	Director of Economic Policy Initiatives	The Urban Institute
Katie	McKenzie	Community Manager	Mindspace
Erik	McLaughlin	Senior Vice President	CBRE
Janice	McRae	Founder & CEO	Nexus 8 International, LLC
Peter	Mellen	Founder	Netcito
Michelle	Millben	CEO and Founder	Explanation Kids
Shafer	Minnick	Founder	PULSE House of Fitness
Terry	Moraska	Partner	Pan Pacific Finance Group
Qasim	Mueen	CEO	FraudLens, Inc
Earle	Munns	President	Mendoza Holdings
Dan	Myers	Managing Director	Lighthouse Labs
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Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC
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Brian Hamilton	Park Perkins	COO President	Curator Hamilton Perkins Collection
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H W Venkat	Radin Ramineni	Investor Executive Director	Wellvest Ventures
Janelby John	Ramirez Reardon	Community Manager Chairman	Mindspace BiTSR, Inc
Michael Cassy	Riemer Roderick	Entrepreneur in Residence Marketing Coordinator	ABJJ Digital + IIoT Labs TEDCO
Ellis Chris	Rosenberg Ross	President Managing Director	Democracy Consulting Group SunTrust Bank
Dietrich Daniel	Ruehlmann Ryan	Partner Portolio Manager, CCO	Oscamo LLC Alikos
Pete Ola	Ryan Sage	Partner CEO	Ryan & Wetmore, PC CyberRx
Marc Dave	Saldana Sandrowitz	CEO Owner & Principal Consultant	Focused Cyber, LLC Sandrobotix
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