

MAGGIANO'S LITTLE ITALY
AT CHEVY CHASE
SEPTEMBER 25, 2019

The Big Idea
CONNECTpreneur
Fall Forum

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SCHEDULE

WEDNESDAY, SEPTEMBER 25, 2019

7:30-8:40am

REGISTRATION / NETWORKING

8:40-8:45am

WELCOME REMARKS

S. TIEN WONG, CEO, Opus8, Inc.

BILL TOMPKINS, Interim CEO, Montgomery
County Economic Development Corp.

8:45-9:30am

**FIRESIDE CHAT
WITH ROCKSTAR
ENTREPRENEUR**



JAMES QUIGLEY
CEO and Founder
GoCanvas;
Founder and Board
Member,
Refraction

9:30-10:30am

**COMPANY SHOWCASE /
ROCKETPITCH**

ARInspect - Vivek Mehta

Community Data Platforms - Alan Worden

NewsFlex - Adrian Blake

SHUSH Performance Technologies - Luis Pichard

CoAuthor - Marwah Abdelfattah

Corsha - Chris Simkins

marGenius - Saurabh Dharia

10:30-11:30am

POWER NETWORKING

OUR SPEAKERS



JAMES QUIGLEY, CEO AND FOUNDER, GO CANVAS; FOUNDER AND BOARD MEMBER REFRACTION

James Quigley is the CEO & Co-Founder of Canvas, a Virginia-based company that is transforming how colleagues connect with each other and interact with customers in an increasingly mobile first workplace. James has a long history of building successful wireless companies. Prior to Canvas, he was Vice President and Managing Director at inCode Wireless, which was later acquired by VeriSign. Other successful start-ups with which he has worked include Aether Systems, Orbcomm, and Peak Technologies (formerly a division of R.R. Donnelley).

James has won numerous awards for corporate leadership, including being named one of 2012's Top 50 CEOs by the Center for Innovative Technology, one of the top 20 global executives in his field by CLO Magazine and the World Supply Chain Forum, and one of the top 15 DC start-up CEOs to follow on Twitter. Most recently, GoCanvas was ranked in Deloitte's Technology Fast 500 for both 2017 and 2018 and is regularly recognized as one of the DC area's Best Places to Work. Information Week also named James the IT Hero of 2016 at their Elite 100 Conference in Las Vegas. In 2007, his team designed and delivered a mobile solution that was used for tracking deadly global pandemics, an application that ultimately won the Motorola Wireless Solution of the Year Award. James sees high value in giving back to impactful local organizations and donates his time serving on multiple boards including The Washington West Film Festival, Refraction Inc., and the NVCC Foundation.



S. TIEN WONG, CEO, OPUS8, INC.

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

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

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

ARInspect

MAKING COMMUNITIES SAFER
HELPING BUSINESSES THRIVE

Vivek Mehta

Founder & CEO

Vivek@ARInspect.com

Industry: Digital Inspection & Monitoring

Market Opportunity: \$26B Digital Inspection Market with 500K US Accounts

Development Stage: Platform launched with 50+ Repeatable Apps

Year Founded: 2018

Number of Employees: 12

Current Traction: Inception to MOP to \$3M in TCv in less than 18 Months forecasted \$100K MRR by end of the year

Customers:

New Jersey Department of Environmental Protection, Puerto Rico Pilot underway with GE now Webtec

Funding Opportunity: \$2M in Convertible Note (\$.5M soft circled)

Use of Fund: 60% Sales & Marketing; 40% R&D

Existing Debt: \$0

Existing Investors: \$550,000 by DXPartners in 08/2018

Our Customer Are Our Heroes:

"...Rave reviews. I believe the word magical was used, as well as 100% improvement." Iva Wilson, Core 3, Puerto Rico Disaster Recovery

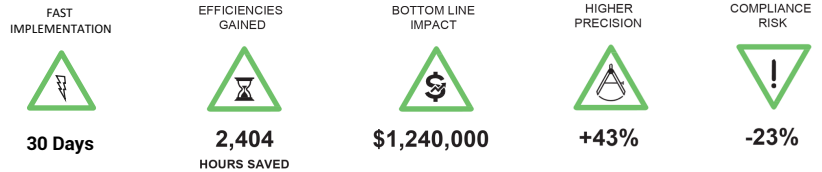
"...Delivered a quick win for our department and will be a key component of NJDEP's modernization strategy going forward," Peter Tenebruso, CIO, New Jersey Department Environmental Protection



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

PROBLEM: Changing regulations and dynamic environmental conditions challenge private and public enterprises to support the health and safety of human life and environment. The challenge to do more with less, lack of maintainable enterprise knowledge and staffing issues also hamper productivity while exposing enterprises to trillions of dollars of potential fines and lost brand equity. Data Chaos surging from new technologies like mobile, sensors, and drones create increased risks for public and private enterprises.

SOLUTION: We knew there was a better way. So, we built it. ARInspect is redefining best-in-class solutions for Digital Inspection & Monitoring. Our award-winning platform is the world's first Augmented Robotic Process Automation Platform (RPA) for Digital Inspection & Monitoring. Our next generation technology combines customer data with public and regulatory data to automate Digital Inspections & Monitoring.



COMPANY IMPACT: Our company produces positive-social and environmental impact through the use of our Digital Inspections and Monitoring platform. The continuous growth of our customer base is a testament to the impact our solutions delivers to clients alongside a financial return. The impact we leave on communities is substantiated by the analysis of the best quantitative and qualitative data available. A recent example of this data collection can be found with the Government of Puerto Rico who is currently using the platform to conduct more than 10,000 inspections to help hundreds of thousands of citizens impacted by Hurricane Maria across the island.

BUSINESS MODEL: ARInspect's Augmented RPA platform is offered as a SaaS solution which includes an annual license fee for the platform and each MicroApps (e.g. Disaster Recovery, Underground Storage Tank, Air Quality, Water Quality, Facilities & Property Management, Transportation / Vehicles Inspections, etc.)

GO TO MARKET STRATEGY: Our solution is applicable in every major agency across all 50 states and the federal government. We will continue to grow this segment, and we are currently piloting with several customers in Manufacturing and Oil & Gas. Recently we executed a partnership agreement with CGI to make our disaster recovery solution available worldwide.

COMPETITION: Traditional Digital Inspection & Monitoring solutions, like Cority, who recently closed a \$100M round, focuses on electronic forms. These products do not integrate data from customer and 3rd party sources and lack any RPA support as well as augmented contextual actions.

FINANCIALS: Revenue of \$1.1M for 2019, \$2M in seed financing allows us to achieve breakeven by 2021. Our current pipeline includes forecast-able revenues of \$200K MRR in 2020 and \$350K in 2021.

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



Overview

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

Founders



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



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



Uniquely positioned to capitalize on the changing news media market.

Introduction

NewsFlex, LLC is a newly formed company owned by media veterans with start-up experience. It recently acquired Talk Media News, Inc., a company with valuable untapped assets in the Washington, D.C. journalism sector.

Essential Facts

NewsFlex has journalistic access on par with household name brands such as CNN, Bloomberg, Fox, and ABC. It would take years and millions of dollars to assemble the level of access NewsFlex just acquired, which includes:

- White House Brady Press Briefing Room reserved seat.
- Broadcast booths in the White House, U.S. Senate, House of Representatives, Pentagon, and United Nations.
- Streaming privileges and preferential access to key events such as Congressional hearings, State of the Union, political conventions, and debates.
- Travel with the Presidential and Pentagon press pools.

The Market

The news media industry is in a state of chaos. New, myriad distribution pathways are giving birth to new brands and threatening old ones. This means increased demand for distinctive content. But when it comes to Washington, D.C. news from the source, the supply is finite, and access is limited.

Market Advantage

How are we different from those with similar access?

1. Unlike networks, we are not limited by affiliate restrictions.
2. Unlike cable channels, we are not protecting a proprietary brand.
3. Unlike large wire services, we can customize.
4. Partnership with a leading tech and distribution player to reach its 1,300 global customers.

Problems & Solutions

NewsFlex is uniquely positioned to capitalize on market conditions. We will use our rare access and new AI-technology content platform to serve both traditional and non-traditional customers. For example: Non-traditional news brands rely on recycled content, we can provide them with original white-label news products; A Washington bureau is too expensive for most international broadcasters, we can be their “Virtual Washington Bureau”; and, New-generation consumers seek credibility and convenience, we can offer products designed expressly for their new consumption habits.

Use of Proceeds

To build a Minimum Viable Product and develop the human and technical resources that supply our AI platform with content.

Strategy

We will play to our strengths – do what the Little Guys can’t, and the Big Guys won’t.

The Little Guys can’t:

1. Gather video from the most coveted places in Washington.
2. Include original content from inside high-profile locations under THEIR OWN brands.
3. Demand content relevant to their local audiences from legacy wire services.

The Big Guys won’t:

1. Customize content.
2. Serve upstart brands and competitive disruptors.
3. Pursue opportunities too small to impact their bottom line.

Traction

In the 60 days since the acquisition of TMN, NewsFlex:

1. Partnered w/ the world’s largest satellite provider.
2. Achieved “showcase” status for its new AI content platform.
3. Agreed to a joint sales outreach to its 1,300 global customers.
4. Agreed to deliver a streaming channel prototype to a 6-market European cable system.
5. Is developing products jointly with college media groups.

Scalability

In the media business generally, the incremental cost to supply an additional viewer is minimal. Our low-cost basis and emphasis on technology make NewsFlex products even more scalable. Content will be hosted on an automated AI-powered platform to make it available, searchable, and adaptable with very little additional labor cost. Unlike most of our peers with similar access, we are not restricted by affiliate agreements; NewsFlex is free to supply multiple customers in the same market space along with upstart, international, and non-traditional customers who lack our access.

Financing Sought

Seed round - \$1,000,000
 Minimum - \$100,000
 Structure - newly formed Del. LLC

Management

Todd Stump, President
 Adrian Blake, COO
 Timothy Maier, TMN CEO
 Stephen O’Connor, CFO

Contact

Todd.Stump@newsflex.news
 1012 14th Street NW, #400
 Washington, D.C. 20005
 www.newsflex.news



SHUSHTM
HealthTech Sleep Analytics

**SHUSH Performance
Technologies Inc.**

Investor Executive Summary

Value Proposition

SHUSH Performance Technologies Inc. is a startup HealthIT company with a sleep technology wearables platform that improves an individual's performance in work and play if it is impacted by sub-optimal sleep habits. Our proprietary technology provides:

- (1) a new method for predicting individual performance based on continuous measurements of both sleep quantity and quality;
- (2) design simplicity to enable the use of low-cost commercial wearables instead of expensive medical devices; and
- (3) multiple Cognitive Behavioral Therapy (CBT) methods to help individuals with their sleep hygiene.

Investor Highlights

Market Positioning: In a progressively health-conscious society, more and more people have become increasingly aware of their own sleep "hygiene"—factors that affect the quantity and quality of sleep (e.g., nutrition, exercise, and mental health). This interest manifests itself as a search for creative ways to increase their individual performance in both work and play. Unfortunately, today's marketplace lacks an affordable, convenient, intuitive, and validated method for sleep assessment, and it also lacks a method for holistically predicting sleep hygiene and daytime performance. Wouldn't it be nice if clinical/research-grade sleep technology and performance analytics could be introduced to the masses? SHUSH competes in a large and growing total addressable market (TAM) of \$10.99B, spanning three product segments—Specialized Medical Devices, Consumer Wearables, and Consumer Mobile Sleep Apps. Our primary customer segments include health-conscious and performance-conscious individuals (B2C) and a variety of high-stress enterprises (B2B), such as the military warfighter, mining/refineries, sports teams, corporate executive suite, transportation, and shift work (e.g., doctors/nurses/pilots/flight attendants). Our long-term vision is to utilize consumer data to create new low cost predictive diagnostic models to diagnose and to improve sleep related patient disorders and promote healthier lifestyles. SHUSH has no direct competitors in the consumer wearables market with medical grade sleep solutions. In an effort to optimize the potential of our sleep technology wearables platform, and depending on our traction, SHUSH is open to considering a strategic M&A transaction, a financial M&A transaction, or an IPO.

Proprietary Inventions: SHUSH's intellectual property (IP) consists of three pending provisional patents—application software sleep code to generate sleep quantity and quality data, a predictive performance model to generate analytics to optimize individual performance, and a sleep therapy model to generate CBT sleep hygiene recommendations.

Solution Description: SHUSH's proprietary solutions will be packaged into verticalized bundles of wearable hardware (with reseller agreement), SaaS software subscriptions (sleep code with performance model), personalized analytics data report, SHUSHed portal access (sleep education and therapy model), and recommendations report.

Leadership Team: The CEO, CTO, and CFO executives are all in place on Day 1, complemented by a full advisory board, including four world-renown sleep experts.

Traction: Clinical trial validation of our sleep technology was completed in September 2019. We are currently in talks with major wearable manufacturers for licensing our technology, working with four different universities in four different countries for effective and efficient validation of our clinical grade solution. We are also in talks with the St. Louis Cardinals (MLB) and BHP Billiton (second largest mining company worldwide) for piloting our solutions.

Financials: Our business model is centered around four recurring SaaS revenue streams—consumer individual/enterprise packages and medical individual/enterprise packages. We are raising our first seed round for \$1M for product development (\$200K), business development (\$550K), and company infrastructure (\$250K). We anticipate \$4M equity rounds in Years 2 and 3. SHUSH's 5-year financial projections call for \$100M+ revenue with 49% EBITDA and over 300 full-time employees by Year 5.

Quick Facts

Website:
www.SHUSHPerformance.com

Launched:
February 2019

Corporate Status:
Delaware C Corporation

Headquarters Office:
626C Admiral Drive #528
Annapolis, MD 21401
443-994-3568

**Industry/Sub-Industry/
Domain/Software Category:**
Information Technology/
HealthIT (HealthTech®)/
Sleep Technology/
Wearables Platform

Law Firm:
Miles & Stockbridge

Executives:
Luis Pichard
(Founder & CEO)

Michael Schreiber (CTO and
Acting CIO)

Alla Leydiker (Outsourced
CFO)

Value Proposition

CoAuthor is an education technology (EdTech) software company offering a tablet application that fosters dialogue between children with their parents and teachers through storytelling and conversation templates. This co-creation bonding and learning experience between children with adults enriches children's critical thinking skills and improves teaching methods while generating a personalized electronic book that makes them both proud.

Investor Highlights

Quick Facts

Challenge & Opportunity: Children are competing with Smartphones for the attention for their parents. The EdTech software market does not focus on quality child-adult interaction products. Wouldn't it be fabulous if some EdTech company developed developmentally appropriate software products that gave voice to creative-thinking children and let them learn with their role-models?

Market Positioning: The current *mission* of CoAuthor is to help children bond with their parents and teachers intellectually and emotionally, foster children's cognitive development, and deepen caregivers' understanding of the principles of early childhood learning using an affordable and jargon-free, tablet-based software tool. CoAuthor helps adults respond to children's questions and sentiments with research-based, educator-developed, real-time tips embedded in our storytelling and conversation templates, generating a personalized co-authored electronic book that makes them both proud. The long-term *vision* of CoAuthor is to incorporate artificial intelligence tools and third-party thought leadership branded content into our software to offer a more personalized experience. The revenue for our new tutoring software niche will be generated inside a large (\$3.5B) and growing **total addressable market (TAM)** according to Deloitte. **CAGR 12.75%**The **customers** of our software are parents and caregivers educating children from Pre-K to Second Grade. CoAuthor doesn't have any direct **competition**; our indirect competitors include companies that offer co-reading and co-writing programs without any real-time guidance for the adults co-creating with children.

Solution Description: Through our tablet-based software, we offer prompted dialogue and storytelling templates about socio-emotional, scientific, and philosophical topics that interest both children and adults. We offer real-time educators' developed tips for the adult co-authoring with the child.

Leadership Team: Marwa Abdelfattah (Founder & CEO), Elizabeth Quinn (Education Advisor), Neil Kleinberg (Business Advisor), Ishan Dave (Technology Advisor).

Traction: 22K+ followers on social media. In beta testing. Endorsed by Harvard GSE. Warnock Social Innovation Fellow. 2987 page views in the past month (404% growth rate compared to the previous month), 20 signups to our email list/day. 30% open rate of marketing emails.

Business Model: Our revenue streams include: \$8 monthly subscription/parent (\$25 additional cost of print books), \$12/teacher. \$10/printable.

Financials: CoAuthor has raised a \$100K pre-seed funding round from the Conscious Venture Lab and we are actively raising our seed round of \$550K. Our 5-year financial projections call for \$30M revenue and \$11.3M EBITDA.

Exit Strategy: CoAuthor is open to getting acquired by an EdTech company in a strategic M&A transaction or by a financial services company (e.g., private equity firm aggregator) in a financial M&A transaction.



Website:

www.coauthorapp.com

Founded:

March 2018

Corporate Status:

Delaware LLC

Headquarters:

2531 Q St, NW
Suite 201
Washington, DC
20007
202-848-3288

**Industry/
Sub-Industry/
Domain/
Category:**

Information
Technology/
Education Technology
(EdTech)/
Tutoring Software/
Children Tutoring
Software Platform
(Pre-K to Second
Grade)

Law Firm:

Taylor Law Firm

Bank:

Silicon Valley Bank

Value Proposition

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

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

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

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

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

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

Financials: Corsha is seeking \$1M in a seed-2 round on \$4.5 PMV. The funds will be used to position Corsha to raise a Series A in Q3 2020. The focus of the next four quarters will be go-to-market efforts. Our milestones are 3-5 paying customers and \$1.1M in revenue. Of the \$1M, \$675K is already committed.

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

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

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

Quick Facts

URL: www.corsha.com

Launched: Jan 2018

Type: Virginia C Corp

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

Industry: Cybersecurity

Domain: API Security,
Machine Authentication

Category: Multi-factor authentication

Number of Employees: 7

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

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

Key Team Members

CEO: Chris Simkins

CTO: Anusha Iyer

Investor/Director: Mike Morgan



CONTACT

marGenius
www.margenius.com
info@margenius.com

CAPITAL REQUEST

\$1M raise round
Raised \$400K with another
\$100K softcircle
(tax credit available for VA residents)
Company Stage: Pre-Seed

USE OF FUNDS

Research & Development
Sales & Marketing

MANAGEMENT TEAM

Saurabh Dharia, Founder & CEO
"Serial Entrepreneur"

- 19+ years of leading IT technology and business initiatives
- Successfully launched two start-ups and helped grow aviation firm grow from \$30M valuation to \$90M exit

Kash Kabaria, Co-Founder & COO
"Support & Customer Experience"

- 20+ years in communications engineering and operations
- CoFounder of voice interconnect revenue sharing platform

ADVISORS

Haresh Bhungalia, casepoint
Ed Hawkins, Coveillant
Paresh Ghelani, XPRISE Board of Trustees

VALUE PROPOSITION

marGenius is an ML and AI SaaS application that empowers enterprise sales teams to visualize their prospects, optimize existing lead data, and dynamically generate new targeted leads to improve sales efficiency and increase revenue.

OPPORTUNITY

marGenius is built on the foundation that intelligent sales lead generation and optimization is critical for the successful growth of any business. Today, sales and marketing teams are faced with more sources of lead data, rapidly aging lead data, and diversity of lead data leading which results in inefficient use of time and resources. In order to be an influencers in today's marketplace, the teams need to quickly adapt to changing customer and markets needs while continuing intelligent engagement.

MARKET

In a \$40B CRM market for sales and marketing teams, marGenius is positioned to integrate with CRMs and downstream marketing and inhouse applications. The total addressable market for marGenius is within the \$4.5B Lead Generation and Lead Intelligence solutions.

COMPETITIVE ADVANTAGE

While the competition includes solutions with subset of features, marGenius is able to empower teams with functionality of dynamic, geography aware prospecting of secondary and tertiary networks for predictive lead generation and lead optimization and insightful relationship management with CRM integration. Our 360ai using our patentable ML and AI engine to deliver for curated news and insights for new opportunities is the market differentiator to improve sales and revenues.

PROGRESS

We have launched our core platform and are actively engaged in conversations with multiple organizations to employ marGenius as their lead optimization solution. In parallel, we are poised to launch on the Salesforce AppExchange platform in Q3 2019 and have started our R&D for the ML and AI features.

HOW WE MAKE THE WORLD BETTER

Our goal at marGenius is to help non-profits leverage our platform to help promote their initiatives, maintain and grow their subscription base and ultimately increase donations.



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Montgomery County Economic Development Corporation (MCEDC) is a 501 (c)(3) nonprofit organization created to promote economic growth in Montgomery County, MD and support companies in achieving business success. Our retention and recruitment professionals help find the ideal location, attract top talent, and understand current market conditions.



BILL TOMPKINS, INTERIM PRESIDENT AND CEO AND CHIEF OPERATING OFFICER, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

Bill Tompkins is MCEDC's Interim President and CEO, as well as the Chief Operating Officer, working to direct business operations, implement the Strategic Plan and strengthen strategic partnerships. Bill helps to ensure that Montgomery County is one of the best places to grow business in the country.

He brings to MCEDC a strong and wide-ranging background in, business operations, strategic planning, marketing and nonprofit management, serving for most of his career as a senior executive in the media and entertainment industries with Fortune 500 companies. Bill has also had a consulting practice that advised companies on strategic business opportunities and brand transformation. He has been a key senior member of media companies including The Washington Post. Former experience also includes work as President of the National Newspaper Publishers Association which represents over 200 Black-owned-and-operated newspapers across the nation. Much of his career was built at the Eastman Kodak Company, where he rose to become head of the global \$700 million Motion Picture Film Group.

Bill received his MBA from Harvard Business School where he was a General Motors Fellow and received his BA in Economics, Magna Cum Laude from Tufts University.

A resident of Montgomery County for more than 30 years, Bill is helping to build the MCEDC team and contribute to programs that help current and potential businesses thrive.



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.

ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS



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



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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

MARK HAAS, BOARD CHAIR, ASSOCIATION FOR ENTERPRISE GROWTH



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



RSM US LLP @RSMUSLLP

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

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



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



CORDIA PARTNERS

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

DONALD OLINGER, PARTNER, CORDIA PARTNERS

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

Don has over 30 years of professional experience, including nearly 20 years as a leading hotel and real estate industry financial executive. He was CFO and Corporate Controller of two of the nation's largest publicly owned hotel Real Estate Investment Trusts. His experience includes numerous capital market transactions, and several major corporate restructurings in addition to establishing and building several highly successful accounting and finance organizations. He has deep knowledge regarding capital raising, IPOs, financial reporting, effective organization structures, budgeting and forecasting, strategic planning and governance.

Don was Corporate Controller at Host Hotels and Resorts, the largest hotel REIT in the nation. He was also CFO of MeriStar Hospitality, a NYSE listed hotel REIT through its sale to a fund of The Blackstone Group. He has also served as a hotel/real estate industry consultant on a variety of issues and CFO of several privately held, private equity-backed companies. Don has served as a leader for a number of organizations and currently serves as President of the National Association of Real Estate Companies and as Vice Chairman (formerly Chairman) of the Advisory Board of the McIntire School of Commerce at the University of Virginia. Don and his wife reside in Montgomery County, MD.



OUR PARTNERS



SUNTRUST BANK

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

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



CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



SNYDER COHN, PC

Snyder Cohn, PC is a mid-sized CPA and business advisory firm founded in 1927. We specialize in serving business owners and executives of businesses and nonprofit organizations in the Washington, D.C. metro area and have a national and global reach through our affiliation with BKR International, a worldwide network of top accounting firms.

Snyder Cohn provides a range of accounting services, including compliance, tax, audit, and financial statement services. Additionally, we have a dedicated division that specializes in outsourced accounting. Our clients include start-up and small- and medium-sized business, as well as those with revenues in the hundreds of millions of dollars. Snyder Cohn understands that technology firms—from information technology to biotech—face rapid shifts in technology trends, research and development priorities, and market requirements. High tech companies must navigate an ever-changing regulatory environment with new rules about hiring skilled workers, licensing and commercializing technology, and partnering with universities and federal researchers. Snyder Cohn's experienced CPAs track these evolving rules and regulations. Our role is to provide accurate and timely accounting, tax, and finance-related services so technology companies can focus on their core priorities.

Snyder Cohn also serves as an advisor to business owners and executives at critical junctures such as business formation, financing, and organizational or ownership changes, including mergers, acquisitions, liquidation or leadership succession. "Supporting the life cycle of success," Snyder Cohn services organizations from start-up to growth-stage to succession, acting with integrity, objectivity, due professional care, and a genuine interest in serving the collective community of people and institutions who rely on our services.

CHERYL HEUSSER, CPA,



With over 18 years of progressive experience in public accounting, Cheryl works extensively with entrepreneurial clients specializing in technologies providing accounting, tax and advisory services. She advises clients at critical junctions in their businesses including organization and formation, debt and equity financing, operational processes and efficiencies, restructuring and ownership changes, and succession. Cheryl is a licensed CPA in Maryland and is a Certified Fraud Examiner. She is an alumna of the University of Maryland and is a member of the American Institute of Certified Public Accountants, the Maryland Association of Certified Public Accountants and the Association of Certified Fraud Examiners.

OUR PARTNERS

BALTIMORE ANGELS

THE BALTIMORE ANGELS

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



STARTUP GRIND-COLUMBIA, MD

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

KEIRETSU



FORUM

KEIRETSU FORUM

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



GEORGETOWN ENTREPRENEURSHIP INITIATIVE @STARTUPHOYAS

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



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

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

OUR PARTNERS



INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



ANNUAL WHARTON DC INNOVATION SUMMIT

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policy makers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high value, high impact resource for entrepreneurs, business executives, government officials and others dedicated to improving their organizations by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed. The Summit has attracted over 1,700 attendees (representing over 400 private and public organizations) who are eager to listen and interact at a full day of keynote and other sessions, networking breaks, and a concluding reception. The 2019 Summit was the best to date, and we're looking forward to an even better event in Spring, 2020. Learn more at WhartonDCInnovation.com.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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

SALLY STERNBACH, FOUNDER, MTC VENTURE MENTORING SERVICES

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



OUR PARTNERS

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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

RYAN & WETMORE, P.C.

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

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

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

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

Pete is on the leadership board for the local chapter of the Alliance of Mergers and Acquisition Advisors. Pete is also an active member of the Greater Washington Society of Certified Public Accountants, and the American Institute of Certified Public Accountants, among many other professional organizations.



ATTENDEES

SPEAKERS			
First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
James	Quigley	CEO & Co-Founder	GoCanvas
Bill	Tompkins	Interim CEO & COO	Montgomery County Econ. Development Corp.

PRESENTERS			
First	Last	Title	Company
ARInspect			
Vivek	Mehta	Founder & CEO	ARInspect
David	Jack	Marketing and Partnerships	ARInspect
Sunny	Patel	Customer Success Manager	ARInspect

CoAuthor, Inc.			
Marwa	Abdelfattah	Founder & CEO	CoAuthor, Inc.
Nadine	Rafla	Placement Specialist Simmons University	2U
Ahmed	Hasson	Research Associate & Scientific Project Mgr	Johns Hopkins Bloomberg School of Medicine

Community Data Platforms			
Alan	Worden	Founder & CEO	Community Data Platforms
Ash	Asanti	Dats Scientist	Community Data Platforms

Corsha			
Chris	Simkins	CEO & Co-Founder	Corsha
Anusha	Iyer	CTO & Co-Founder	Corsha
David	Mazary	Technical Lead	Corsha
Alex	Meijer	Software Engineer	Corsha

marGenius			
Saurabh	Dharia	Founder & CEO	marGenius
Kash	Kabaria	Founder & COO	marGenius
Nirav	Dharia	Analyst	marGenius

News Flex			
Adrian	Blake	Chief Operating Officer	NewsFlex
Todd	Stump	President	NewsFlex
Timothy	Maier	Chief Executive Officer, TMN	NewsFlex

SHUSH Performance Technologies, Inc.			
Luis	Pichard	CEO	SHUSH Performance Technologies, Inc
Signe	Renn	Agent	Coldwell Banker
Michael	Hanlon	Delivery Manager	Piper Companies

ATTENDEES			
First	Last	Title	Company
Fredric	Abramson	Founder & CEO	Digital Nutrition
Nikola	Agatic	Chief Action Officer	Nikola Agatic
Tanvir	Ahmed	Chief Technology Officer	RestonLogic LLC
Miki	Ahuja	Investor	Dingman Center Angels
Jitin	Ahuja	Investor	Dingman Center Angels
Seth	Ainsworth	Overwatch Project Lead	Baltimore City
Caryn	Alagno	Founder	Send-Say
Bob	Aldrich	CFO	Zoomdata
Seema	Alexander	Vice President & Chief Marketing Officer	Lexden Capital
Robert	Alward	Founder	Bulldog Rentals
Walt	Anderson	Director	AVEALTO
David	Anderson	President	Prestructure
Basil	Argerson	Interim CEO	PHI, Inc.
Darrin	Auito	Partner	HEA Law, PLLC
Dustin	Bane	Mentor	MD Tech Council VMS
Afzal	Bari	Senior Vice President	National Journal
Michael	Barnett	CEO	InGo
Russell	Barr	Graduate Student	Georgetown University
Ed	Barrientos	CEO	Brazen Technologies, Inc.
Angelo	Baskaran	Investor	Dingman Center Angels
Martiel	Beatty	VP Marketing	Landmarks Digital
Dan	Beckett	Client Partner	3Pillar Global
Shashi	Bellamkonda	Chief Marketing Officer	Surefire Social
Sylvanus	Bent	CEO	TownStore.com
Gus	Bessalel	CFO	Fugue, Inc.
Joe	Bishop		SnyderCohn

First	Last	Title	Company
Jyotiska	Biswas	Founder & CEO	ThinkTrends
Marc	Black	General Manager	Maggiano's
Peter	Black		
Randy	Blake	Principal	Duncaster Investments
Aaron	Bode	Senior Consultant	Booz Allen Hamilton
Linda	Broenniman	Co-Founder, President & CEO	RadiateBuzz Inc.
Katie	Brown	Member Services Coordinator	MD Tech Council VMS
John Preston	Brown	CEO	Blankit
Jessica	Brown	Senior Mgr Organizational Effectiveness	People Stretch Solutions
Shelia	Burgess	CEO	Intufo
Michael	Burke	Senior Vice President	Convене
Nancy	Burnett	CEO	The SB Group
Anthony	Calderazzi	Partner, Assurance Practice	EY
Lang	Campbell	Client Partner	3Pillar Global
Alison	Cardy	Coach	Coaching for Visionary Leaders
Chuck	Carr	Assurance Partner	RSM US LLP
Javier	Castro	Founder & CEO	Gravatate
Sean	Cease	CEO	BizDevX
Jonathan	Chashper	CEO	WolfPack Systems, Inc
Ziqi	Chen	Student	American University
Vishal	Chintawar	Founder	Givhero
Brent	Chism	CEO	TaroWorks LLC
Derek	Coburn	Co-Founder & CEO	Cadre
Howard	Cohen	President	Quarterback Funding, Inc.
Christopher	College	Managing Partner	TCP Venture Capital
Bill	Collier	Associate	Maryland Venture Fund
Jerry	Comanescu	TCO Directory	George Washington University
Roger	Conley	CEO	Brendan Ventures
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Lizeth	Cordova	Founder	Lico Energy
Scott	Cotter	CFO	CMG
Tom	Dann	Chief Investment Officer	Cellphire
Stephen	Day	CEO	Day Capital Partners
Hank	Dearden	Event Volunteer	CONNECTpreneur
Dennis	Defensor	Founder	AT Strategic
Hector	Del Castillo	Chief Product Officer	Byond LLC
Matteo	Del Ninno	Mentor	MD Tech Council VMS
Taylor	Devine	Founder & Managing Partner	The CDI Group
Christopher	Devine	Student	American University
Maresh	Dhillon	Founder	Witan Partners
Fred	Diamond	Founder	Institute for Excellence in Sales
Sam	Diener	Managing Partner	Early Light Ventures
Bob	Dinkel	Managing Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
John	Domenick	Partner	EY
Randy	Domolky	Managing Director	Private Access Network
Zach	Dore	Student	American University
Doug	Duncan	President & CEO	Leadership Greater Washington
Amy	Dunn	Business Development Manager	Ryan & Wetmore, PC
Michael	Durrer	Marketing Intern	Coglide
Thomas	Durrer	Senior VP & Commercial Relationship Manager	Atlantic Union Bank
Stephanie	Eidelman	CEO	The iA Institute
Grant	Elliott	President & CEO	Ostendio, Inc.
Christopher	Eng	Investor	Sands Capital Ventures
Asher	Epstein	General Manager	VIVA Creative
Martin	Erim	Founder & CEO	Beautiful bioSolutions
Mark	Esposito	Growth Markets	EY
Herb	Ezrin	CEO and President	Potomac Business Group
John	Fanguy	Investor	Blackdragon
Deborah	Fell	Partner & CMO	Chief Outsiders
Elana	Fine	Chief Operating Officer	VWG Wealth Management
Dwight	Fischer	Director	Springer Lawson & Associates
Ric	Fleisher	COO	Manor
Jed	Fochtman	President	Capital Advisors LLC
Justin	Fong	CEO	Hue.AI
A.J.	Francis	International Trade Specialist	SelectUSA, U.S. Department of Commerce
Brendan	Freehart	CEO	Safe Lane
Dan	Frumkin	Co-Founder, CSO	RadiateBuzz Inc.
Ryan	Fuller	CFO	KGRF Group
Danielle	Gallo	Senior Manager	Ryan & Wetmore, PC
Scott	Garber	Managing Partner	Early Light Ventures
Frank	Gelbart	CEO	ServicePower

First	Last	Title	Company
Paul	Georgei	Sales Manager	Landmarks Digital
Rick	Gersten	Managing Partner	PeakGersten Partners
Alan	Glazier	Investor/Advisor	Hue.AI
Paul	Gleger	Senior Regional Director	General Assembly
Shana	Glenzer	Chief Marketing Officer	MakeOffices
Evan	Goh	Graduate Student	Georgetown University
Doug	Goldstein	Chief Growth Officer	Moterum Technologies
April	Gomez	CEO	Charm City Rabbit Hole
Jeanne	Goo	Corporate Development Manager	Korea Innovation Center
Greg	Grant	Attorney	NEXT, Powered by Shulman Rogers
Fiona	Gray	Brand & Creative Director	Fiona Berry Gray
Jeff	Green	Business Development Specialist	Montgomery County Econ. Development Corp.
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Joshua	Greene	CEO	The Mather Group
Tyler	Grey	Founder	Gray Street Solutions
Kathleen	Griggs	CEO	Databuoy Corporation
Fred	Gumbinner	CEO & President	MTI
Anita	Gupta	Founder & CRO	KiwiVentures
Mohil	Gupta	Founder	Spacers
Jeff	Guzy	CEO	CoJax Oil & Gas
Mark	Haas	Board Chairman & Co-Founder	Association for Enterprise Growth
Kurt	Hailstock	Founder & CEO	Krucial Fitness
Bill	Hall	COO	GamePlate Inc.
Ryan	Halpin	Senior Manager	RSM US LLP
Brian	Han	Deputy Director	Korea Innovation Center
Jason	Hanny	Co-Founder	Pet Connect
Edgar	Harrell	Managing Partner	Harrell Capital Partners
Hormoz	Hekmat	Principal	2-Markets
Adam	Henry	Senior Business Development Manager	Montgomery County Econ. Development Corp.
Cheryl	Heusser	Partner	SnyderCohn
Jacqui	Higgins	CMO	American Esports
Laura	Hill	Vice President	EquiFi
Nicole	Holden	Principal	Tufnell Consulting
George	Hondros	Director Business Development	BDO USA, LLP
Brian	Hope	Senior Associate	Booz Allen Hamilton
Rob	Huey	CPA	Huey & Associates, P.C.
Alex	Hughes	Event Volunteer	CONNECTpreneur
Pamela	Hyatt	Event Volunteer	CONNECTpreneur
Moe	Jafari	CEO	CORAS Inc
Hubin	Jiang	President & CEO	WIOWISE, LLC
C. Alex	Johnson	Owner	Owl Light Media
Woodrow	Jones	Co-Founder	TaDaah!
Madhu	Joshi	President & CEO	RestonLogic LLC
Phil	Jung	CFO	Mindoula Health
Kyle	Kane	Investor	Dingman Center Angels
Akash	Kang	Graduate Student	Georgetown University
Irvana	Kapetanovic	Controller	NGP VAN, Inc.
Marc	Kaufman	Partner	Rimon PC
Paul	Keefe	Managing Director	People Stretch Solutions
Tim	Keough	Founder & CEO	Chainable Corp.
Joe	Kessler	Managing Partner	Next-Stage Development Group
Tom	Killiam	Vice President	3 Ridge Organics
Gina	Kim	Event Volunteer	CONNECTpreneur
Mary	Kleva	MBA Student, InSITE Fellowship	Georgetown University
Sotti	Koev	Managing Partner	Koev Brothers Private Investor Group
Marty	Koev	Managing Partner	Koev Brothers Private Investor Group
Tom	Kohn	Professor & Executive-in-Residence	American University
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC.
Cam	Kostyack	Associate Broker	Truss
Steven	Kubisen	Managing Director, Technology Commercialization	George Washington University
Felix	Kushnir	Corporate Lawyer	NEXT, Powered by Shulman Rogers
Michael	Labriola	Partner	Wilson Sonsini Goodrich & Rosati PC
Mandy	Lam	Senior Manager	SnyderCohn
Carmen	Larsen	Board Member	Montgomery County Econ. Development Corp.
Carmen	Larsen	Consultant	AQUAS
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Esther	Lee	CEO	Refraction
Mike	Leffer	Principal	Squadra Ventures
Julie	Lenzer	Chief Innovation Officer	University of Maryland
Hao	Li	MBA Student	Georgetown University
Dottie	Li	Founder & CEO	TransPacific Communications
Quinnie	Lin	Founder	QB Strategies
Katherine	Liola	CEO & Founder	Concentric Private Wealth

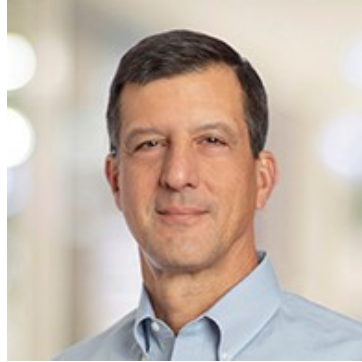
First	Last	Title	Company
Tengkai	Liu	Student	American University
Xiaonao	Liu	Event Volunteer	CONNECTpreneur
Bob	London	CEO, Founder & Chief Listener	Chief Listening Officers
Jet	Lu	Event Volunteer	CONNECTpreneur
Edwin	Lucas	Senior Manager	RSM US LLP
Mary	Luceri	Technology Commercialization Office Administrator	George Washington University
Casey	Lynott	Client Partner	3Pillar Global
Tai	Mai	Event Volunteer	CONNECTpreneur
David	Malcarney	CFO	sāf.ai
Karina	Mandela	CEO	Green Smart Cities
Clifford	Mark	Founder	Threat Detect™
Ahmed	Masud	Founder & CEO	sāf.ai
Victoria	McFadden	Entrepreneur	Georgetown University & VM Designs
Avni	Mehrotra	Graduate Student	Georgetown University
Peter	Mellen	Founder & CEO	Netcito
Jomy	Methipara	Lawyer	Dickinson Wright
Loretta	Metzger	Senior Vice President	VeraSolve
Fred	Meyers	Sales Manager	Justworks
Peter	Michel	Operating Partner	Seguin Partners
Steve	Miller	Relationship Manager	Wells Fargo
Anthony	Millin	Partner	NEXT, Powered by Shulman Rogers
Reza	Mirali, MD MBA	CEO	Cowork Medical
Sumedha	Mongia	Co-Founder & Chief Physician Executive	Health360 Inc
Bill	Moore	Founder & CEO	Xona Systems, Inc.
Terry	Moraska	Partner	Pan Pacific Finance Group
Dave	Morgan	Investor	Dingman Center Angels
Victor Cora	Nazario	COO	SOAR Community Network
Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC
Jean	O'Brien	Director	Ardour Capital Investments, LLC
Bobby	Ocampo	Managing Partner	Blueprint Equity
Hector	Ocasio	Founder & CEO	Pet Connect
Thomas	O'Donnell	Chief Revenue Officer	pExchange, LLC
Rob	Ojha	Founder	Czech Hunter
Donald	Olinger	Partner	Cordia Partners
Kelly	O'Malley	Director	Georgetown Venture Lab
Paul	Opalack	Managing Director	Noblestar Capital
Peter	O'Rourke	Executive Director, Business Development	Cordia Partners
Brig	Owens	Partner	Bennett Group
Brian	Park	Managing Partner	SparkLabs
Sophia	Parker	CEO	DSFederal
Jean-Luc	Parker	Founding Partner	Ferrum Capital
Rachel	Parlier	Associate	Route 66 Ventures, LLC
Jonathan	Perl	General Partner	Boulder Ventures
Rick	Peterson	Director, Non-real estate investments	The Peterson Companies
Chris	Petrakis	CGO & Co-Founder	Chelfie App
Steve	Petruzzo	President & CEO	GreenTec-USA
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Jennifer	Pohlhaus	COO	Ripple Effect
Sam	Pollaro	CEO	Venga
Ali	Qureshi	COO	NuAxis Innovations
Harley	Radin	Private Investor	
Kovilvenni	Ramaswamy	Co-Founder & CTO	Health360 Inc
Michael	Ravenscroft	Venture Advisor	CIT GAP Funds
Jeff	Reid	Director	Georgetown Entrepreneurship
Craig	Ridley	Co-Founder & CEO	ROUTE Inc
Hans	Riemer	At-Large Councilmember	Montgomery County Council
Nicholas	Rogerson	Founder	Lico Global
Anne	Rosenblum	Business Investment Manager, National Marketing	Fairfax County EDA
Larry	Rosenfeld	CEO	Sage Communications
Aaron	Rosenfeld	Partner	Kelley Drye & Warren LLP
Cam	Ross	Founder	Celise BioProducts
Thomas	Rump	CEO	mesur.io, Inc
Orlando	Russo	Account Executive	Justworks
Pete	Ryan	Partner	Ryan & Wetmore, PC
Daniel	Ryan	Portfolio Manager, CCO	Alikos Wealth Management
Bobby	Saint	CEO	Manor
Jacob	Schaufeld	CEO	Curator Solutions
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Tom	Scholl	CEO	shoalscrollschool&skull
Peter	Schramm	Founder & CEO	Lattus

First	Last	Title	Company
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Ryan	Sears	Co-Founder	FounderTrac
Sean	Semmler	Attorney	Wilson Sonsini Goodrich & Rosati PC
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Robbin	Shefski	Vice President Sales	USI Insurance Services
Maire	Shine	Financial Analyst	The Peterson Companies
Agnes	Siarkowska	Partner	ANP Investments
Dustin	Siggins	Founder	Proven Media Solutions
Nani	Silvana	Principal	Tellson Securities
Simratpal	Singh	Investor	Dingman Center Angels
Stan	Smith	Investor	Dingman Center Angels
Stacey	Smith	Executive Director, MTC Technology Division	MD Tech Council
Kyle	Smitz	Founder	Smitz Industries
Edward	Snyder	Chairman	SnyderCohn
Anthony	Solazzo	Managing Partner	Masonboro Partners
Paul	Song	Mentor	MD Tech Council VMS
Ken	Spedden	VP of Business Development	pExchange, LLC
Ajay	Srivastava	Investor	Dingman Center Angels
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Scott	Suhy	Founder	notDependent.com
Tony	Surak	CMO	Data Tribe
Tom	Swanson	Business Development Manager	Coolfire Solutions
Mohammad	Syed	Managing Partner	Syed Law Firm, PLLC
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Olivia	Weber	Student	Georgetown University
Barrett	Wellman	Managing Director	BizLaunch Advisors, LLC
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Nikki	White	International Trade Specialist	SelectUSA, U.S. Department of Commerce
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Laurie	Wiggins	CEO	Byond LLC
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Matt	Wolfe	Director	VT-ARC
William	Wong	Scout	Virtual Tank Global
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Tammy	Wu	Principal	Tufnell Consulting
Shuai	Xu	Entrepreneur	Georgetown University
Ruoting	Yang	Event Volunteer	CONNECTpreneur
Gavin	Ye	Partner	Bayes PLLC
John	Yetman	Co-Founder & DC Chairman	Association for Enterprise Growth
Ling	Young	COO	sāf.ai
Sajung	Yun	CEO	ZtoMed, Inc.
Narges	Zamani	President	Wharton Club of the National Capital Region
Christina	Zavas	Student	American University
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