

# TITAN TALKS by CONNECTpreneur April 14, 2020

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CONNECTpreneur

# TITAN TALKS

APRIL 14, 2020  
10:45 A.M. – 12:30 P.M.  
[CONNECTPRENEUR.ORG](http://CONNECTPRENEUR.ORG)



DAVID STEINBERG  
CEO  
ZETA GLOBAL

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# AGENDA

**TUESDAY, APRIL 14, 2020**

**10:45-11:00am VIRTUAL NETWORKING**  
(via Private Message)

**11:00-11:45am TITAN TALK Conversation**  
**DAVID STEINBERG - Co-Founder, Chairman and CEO, Zeta Global**  
**S. TIEN WONG - CEO, Opus8, Inc.; Founder, CONNECTpreneur Community**

**11:45-12:15pm COMPANY SHOWCASE/  
ROCKET PITCH**

**Companies will be introduced by:**

**ANTHONY MILLIN – Co-Founder and Chair, NEXT, powered by Shulman Rogers**

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

**Captura BioPharma - MICHAEL GERANEN**

**Fend Incorporated – COLIN DUNN**

**Ichosia Biotechnology - LUCAS VINING**

**Knish.IO - LISA GUS**


**VideoKall, Inc. - CHARLES NAHABEDIAN**

**SoKat.co - JIM KYUNG-SOO LIEW, Ph.D.**

**12:15-12:45pm VIRTUAL NETWORKING**  
(via Private Message)

# SPEAKERS

## DAVID STEINBERG, CO-FOUNDER, CHAIRMAN AND CEO, ZETA GLOBAL




David A. Steinberg is the Co-Founder, Chairman and CEO of Zeta Global, a data-powered marketing technology company that combines the industry's third largest data set (2.4B+ identities) with results-driven AI to unlock consumer intent, personalize experiences and drive customer acquisition, retention and growth. Co-founded with John Sculley (former CEO Apple and Pepsi), under Steinberg's leadership, the company has been listed by Forbes as one of America's 50 Most Promising Private Companies and is frequently referenced as a "tech unicorn" by leaders throughout the industry. A lifelong founder, Steinberg's 30+ years of experience have all been dedicated to shaping the technology and marketing industries through the creation of new, acquisitions of existing, and investment in upcoming companies. His foresight and industry acumen helped him achieve a benchmark most entrepreneurs only dream of: building not one, but two billion dollar businesses.

Prior to co-founding Zeta, Steinberg's first four companies excelled for collectively just under \$2B. Steinberg founded InPhonic, the largest seller of wireless phones and communications products and services on the Internet. InPhonic topped the Inc. 500 list of fastest-growing companies in 2004, and that year was the second largest tech IPO (second only to Google). His other notable positions include Chairman and CEO of Sterling Cellular and Chairman and CEO of XL Marketing.

Beyond his work as an executive leader, Steinberg dedicates his time and expertise to advising companies, founding the CAIVIS Investment Corporation in 2007 and sitting on numerous Boards, including the board of Forensic, which was bought by Impact Corp, and currently on the Board of Directors of the Milken Institute's FasterCures Center. He also founded the David A. Steinberg Foundation, focusing on helping disadvantaged children with nourishment, education and caregiving. Steinberg previously served on the Board for the U.S. Chamber of Commerce, the Greater Washington Sports Alliance and the Board of Trustees of Washington & Jefferson College, where he obtained a B.A in Economics in 1991.

## 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.

## EXECUTIVE SUMMARY – Common Equity- EMERGENCY MEDICINE- Arkansas



### Critical Emergency Medicine for Mass Casualty Situations

Preparation planning for a nuclear accident is difficult. Nuclear accidents from a dirty bomb attack can happen anywhere, and almost half the population lives within 100 miles of a nuclear plant.

**Problem:** Current treatment is an IV chelation drug (binds metals so they can be eliminated) that requires trained medical personnel to prepare and administer the treatment over a 28-day period. Chance of survival depends on how quickly treatment is received as radioactive elements deposit into bone and tissue quickly after exposure. Treatment effectiveness declines if received after 24 hours.

Currently, the national stockpile is inadequate, with only enough drug to treat for a small incident, not a mass casualty. The treatment is stored in multiple sites around the country and may take up to 3 days to arrive at the location of the accident.

**Solution:** Captura developed a novel Oral chelator drug (C2E2) that is formulated as instant mix packets, added to water, taken twice daily and self-administered for 28 days. It can be stored on site and is the first chelator that could be stored and used at home.

**Status:** Company has four issued patents. Captura has successfully completed pre-clinical animal studies, toxicology, efficacy, and API manufacturing. They have established a clinical plan with the FDA for the remaining two studies (dosage trial in 40 humans followed by a short study using the selected dose in 15 dogs) and expect to file an NDA by 1Q2022 with a priority review (6 months). Captura has engaged a CDMO for large scale manufacturing and distribution and has socialized the product with large government buyers.

**Market Opportunity:** The estimated market opportunity for the radiation decorporation market is ~\$2.8 Billion for government and military buyers. Captura estimates the civilian market at \$3B. Additionally, company plans to develop C2E2 for the treatment of heavy metal toxicity (e.g. lead, cadmium, and gadolinium poisoning), which opens another potential \$2Billion opportunity.

**Investment:** Company is seeking \$12 Million for 20% of the company (membership units) to finalize and commercialize C2E2. Company will be converting on a pro-rata basis to a C Corporation upon closing of the round. To date, \$14 million has been invested in the company from friends and family and grants from BARDA and NIH.

**CEO: Michael Geranon, Veteran, U.S. Army Ranger, 1/75<sup>th</sup> Ranger Regiment 91-95** Experienced CEO with a demonstrated history in the pharmaceutical industry with branded, generic, and OTC products. Former CEO Ezra Innovations. Contact: [michael@capturabiopharma.com](mailto:michael@capturabiopharma.com); (501)-516-3905

**Fend Incorporated**

Colin Dunn, CEO

Address: 4600 Fairfax Drive, Suite 410, Arlington, VA 22203

Phone: 703-650-7450

Email: [cdunn@fend.tech](mailto:cdunn@fend.tech)

Date: 13 April 2020

Web Address: [www.fend.tech](http://www.fend.tech)**Management:**

CEO: Colin Dunn

Chief Engineer: Sang Lee

COO: Philip Quebe

Sales Lead: Phil Zalewski

**Industry:** Industrial Cybersecurity**Number of Employees:** 6 FT, 1 PT plus contractors**Year Company Founded:** 2017**Legal Structure:** C-Corp**Law Firm:** Orrick**Financing to Date:**

Debt: \$52k

Pre-seed: \$320K

Government: \$2.9 MM

**Financing Plan***Seed Financing:*

Round Size: \$750k

Round Timing: Q2 2020

*Series A Round Financing:*

Round Size: \$10M

Round Timing: Q1 2021

**Business Description:**

Fend is a cybersecurity company focused on solutions for critical infrastructure. Fend's combination of hardware and cloud-based equipment monitoring / analytics solution provides security for industrial applications and embedded systems, including utilities, governments, and real estate. Fend's dual hardware-software approach provides the highest possible level of security for critical assets while enabling continuous device monitoring and operational awareness.

**Value Proposition:**

Operations teams in utilities and industrial systems have traditionally lacked access to real-time data due to the cybersecurity concerns associated with connecting embedded systems and industrial controls to an outside network. This leads to challenges monitoring and maintaining such systems and adds significant expense to extracting data from these systems. Fend provides operations teams in critical infrastructure with real-time equipment performance information without any physical way for hackers to breach the network connection. Leveraging its data diode technology, Fend's customers can improve operational efficiency and bring legacy equipment into the industrial internet of things without having to maintain traditional, permeable defenses like firewalls or cybersecurity software.

**Company Background:**

Fend was founded in 2017 and is based in Arlington, Virginia, with its hardware manufacturing based in Charlottesville, Virginia. Fend funded its R&D and early production through a Department of Energy SBIR. Since releasing their prototype in 2018, Fend was awarded a \$1.6 million contract in 2019 to evaluate hardware performance at Army Corps of Engineers facilities. Fend has piloted its solution with Arlington County, sold to a local water utility, teamed with major engineering primes, and is contracted by the National Rural Electric Cooperative Association.

**Management:**

CEO: MBA, Professional Engineer, Full Time, 17 years of experience.

COO: MBA, Full Time, 16 years of experience, second startup.

Chief Engineer: Full time, 30 years of experience, second startup.

**Products/Services:**

Fend's platform is a hardware / cloud solution that secures critical infrastructure and industrial systems. Fend's hardware is built for industrial environments and is designed to enable low-cost, high security data extraction from highly sensitive systems. Fend's hardware product is a compact data diode that facilitates a one-way data flow via encrypted light transmission. Fend's core, patented innovation is its incorporation of a validated technology (industrial data diodes) with on-board computer power and hard-wired and cellular outbound connection options without the need for dual servers for input/output. Because Fend's design does not require additional on-site servers, nor complicated setup and maintenance fees, the cost per installation is up to 20x lower than competing solutions with a 90% gross margin per device. Fend's platform circumvents the need for industrial firewalls and integrates with modern and legacy systems. Fend can also transmit files across its diode, allowing it to offer additional cross domain solutions. Fend's cloud-based analytics platform (monthly subscription) helps securely turn information into actionable intelligence for industrial customers.

**Intellectual Property/Special Know-How:**

Fend has received two patents and a trademark from the USPTO and is in the process of filing a third application. Fend anticipates its ongoing R&D efforts will result in at least 2 additional patents in the next 18 months.

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**Markets:**

Fend operates at the intersection of the critical infrastructure protection market (\$110B) and the industrial controls market (\$100B) which are growing at 6% and 11% CAGR respectively. Customers in these spaces operate millions of pieces of remote equipment, including solar inverters, natural gas pipeline compressors, and water pumping stations. Fend's target markets include public sector, energy and water utilities, and commercial real estate / healthcare facilities.

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**Sales and Marketing:**

Fend's primary sales strategy is to team with commission-compensated channel partners, to scale the company's footprint without significantly increasing headcount. Fend's early Federal R&D efforts helped secure protected contract vehicles that increase the ability for Fend and system integrators to sell into the government market. Fend is also teaming with large companies to sell to utilities and the Department of Defense, enabling the company to claim that its diodes are "strong enough for the military, but priced for the commercial market." Marketing efforts focus on concentrations of big buyers, like trade associations of natural gas pipeline operators, water utilities, and electric cooperatives. Fend has created publications and given presentations to industry groups, securing qualified leads in the utility market.

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**Competition:**

Incumbent data diode providers (Owl, Waterfall, Vado), including defense contractors (BAE Systems, Raytheon) focus on the highly-critical, less price-sensitive military, intelligence, and nuclear markets with products that range from \$30,000 to over \$100,000 per device. Such devices require trained network engineers to install. Incumbent customer relationships are largely transactional. Fend can roll the cost of its hardware into the monthly subscription of its equipment monitoring service for a source of recurring revenue and deeper customer insight. Less-secure substitutes include software defined networks, firmware protection, and cloud-based threat analytics platforms from providers including Claroty, Dispersive Networks, and Dragos. Fend's hardware can be complimentary to these solutions for customers seeking multiple layers of protection and threat analysis.

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**Financial Projections:**

	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
<b>Revenue</b>	\$108k	\$392k	\$1.4 MM	\$3.2 MM	\$9.8 MM	\$17.6 MM
<b>EBITDA</b>	-\$29k	-\$171k	-\$53k	\$720k	\$2.9 MM	\$6.1 MM

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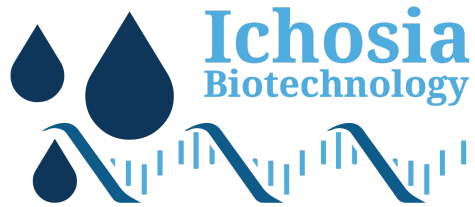
**Use of Funds:**

Fend will use investment funds primarily to scale its sales and delivery teams. Proceeds will support the onboarding of channel sales partners and additional sales agents. Fend will hire a field technician to install data diodes at customer sites and train channel partners as installers. Strategic pilots with high-volume buyers (natural gas pipelines, grocery chains) will require travel, materials, and trials of Fend's analytics platform. Fend's contract manufacturer can already produce up to \$75,000,000 worth of product annually. Proceeds will accelerate Fend's ability to get these products into the hands of customers and set up a stream of recurring revenue ahead of a Series A round in the next 12 months.

**Lucas Vining, Chief Executive Officer | [lucas.vining@ichosia.com](mailto:lucas.vining@ichosia.com)**

### *Company Overview*

Ichosia Biotechnology is developing a scalable method of mass producing an enhanced red blood cell (RBC) product, Erythrosyn™, by leveraging novel genetic engineering techniques to address the global blood crisis by making blood safer, less expensive and more reliable.



### *Market Opportunity & Solution*

The U.S. alone requires over 13 million units of red blood every year to treat conditions including cancer, trauma injuries and chronic anemias. Even though blood transfusions are a life-saving clinical practice, the blood supply chain itself has seen virtually no innovation in the past few decades. All transfusable blood originates from the unreliable generosity of human donors, resulting in constant global shortages of 200 million units per year, leaving patients without life-saving medical treatments. In the U.S., collected blood goes through an extremely inefficient manufacturing process, dramatically increasing the cost of donor blood.

Erythrosyn will be manufactured by utilizing novel genetic engineering techniques to induce the differentiation of human bone marrow stem cells into fully-functioning RBCs in a sterile laboratory. This not only ensures that Erythrosyn will be completely disease-free, it also allows Erythrosyn to be synthesized on demand, so that supply need not rely on human altruism. Additionally, by genetically erasing all of the compatibility limiting cellular markers, Erythrosyn will be truly universally compatible, eliminating the need for constant blood typing. By genetically directing the stem cell differentiation process to be as efficient as possible, Erythrosyn will be less expensive than donor blood, eventually undercutting the cost of donor blood by at least 25%. Preclinical data to date has established a strong proof of concept. Ichosia retains full IP rights to every facet of Erythrosyn.

### *Competition*

Hospitals in the U.S. alone create a \$2.6 billion annual market, a small fraction of the global \$67 billion market. Globally, all collected blood is obtained by nonprofit organizations. Countless groups have tried to create artificial blood, but none have succeeded, largely because their approach is to synthesize a chemical model attempting to mimic a red blood cell, resulting in a product lacking comprehensive functionality. Our unique method, rather, enhances a natural process, ensuring full biological functionality.

### *Business Model*

Within the hospital's buyer ecosystem, Ichosia will negotiate with the blood bank director and senior supply chain managers to establish long term contracts. After clinical deployment is reached, Ichosia will utilize vertical integration and establish regional manufacturing, storage and distribution facilities to manage the supply chain. In accordance with current sizing standards, a single unit of Erythrosyn will contain 525 milliliters of blood and will generate between \$150 and \$250 in revenue and \$50 to \$100 in profit.

Ichosia has defined its own MVP as a model of Erythrosyn eligible under the FDA's Expanded Access Program (EAP), which enables a clinically untested pharmaceutical to be used to treat patients for whom all other FDA approved treatments have been ineffective, such as patients with extremely rare blood types. The most important criterion for the MVP is that the model is universally compatible. Participation in the EAP in 2022 will allow Ichosia to begin revenue generating activities and gather clinical data on an accelerated timeline to shorten and decrease the cost of a later clinical trial in 2023. To reach a point where our research is ready to be deployed as an MVP under EAP, we will require 18 months and \$500,000 in funding.

### *Team*

Our leadership team has diverse, multidisciplinary experience in biomedicine, novel applications of stem cell and genetic engineering research, and in startups and business development. We also have multiple advisers in academia and industry who represent a collective expertise in stem cell research, clinical regulations and technology commercialization. As research develops further and approaches clinical trials, a principal investigator will be hired who has regulatory and clinical trial experience.

## WHAT IS KNISH.IO?

**Knish.io** is an advanced distributed ledger used for interoperable enterprise solutions for corporations, government agencies and nonprofits, with a particular focus on the sustainability and impact space. Our next generation protocol serves four primary goals:

- help data stay **truthful** (not changed on the way to the ledger)
- help data stay **trusted** (agreed upon between multiple parties)
- help data stay **transparent** (all changes are historically maintained)
- help take **automated actions** based on trusted, truthful, and transparent data

When trust, truth, and transparency are required, especially in a highly impactful, global environment - Knish.IO can add significant value:

- **provenance of goods** - *"Is this product authentic?"*
- **digital contracts / agreements** - *"How do I know I'll get paid as promised?"*
- **e-cash** - *"How do I know that my money can't be withheld indefinitely by a bank?"*
- **digital identity** - *"How do I know that John Doe is really John Doe?"*
- **financial services for underserved / developing markets** - *"How do I trust a customer with no bank account and no identity?"*

## GROWING MARKET

The blockchain industry, still in an early stage of adoption, is focused on verticals which include financial transactions, e-commerce, data delivery and storage, supply chain, government technologies and insurance applications.

WishKnish serves developers globally and provides a Blockchain-as-a-Service (BaaS) to corporations, non-profits, and government agencies. According to Gartner research, the overall business value-add of blockchain will grow to slightly more than \$176 billion by 2025, and then it will [exceed \\$3.1 trillion by 2030](#). Cisco projects [10% of world GDP](#) being stored on the blockchain by 2027. This is further supported by Deloitte's 2019 Global Blockchain Survey, which reports blockchain adoption being a [Top 5 strategic priority for 53% of organizations](#).

## TARGET AUDIENCE

Knish.IO is intended to serve as a foundation for new applications, as well as an add-on to enhance the value of existing tools / services. Our target audience includes small-to-medium businesses, as well as larger enterprise clients interested in delivering truth, trust, and transparency in their respective use-cases. The two main "specialties" of Knish.IO are

- **token payments** (facilitated by quantum-resistant wallets and flexible authentication protocols - eg: "banking the unbanked")
- **supply chain** (facilitated by so-called "stackable tokens" to help track multiple batches of products, documents, assets, etc. while leveraging cascading data records - eg: circular economy, sustainability, fair trade)

That said, any data-driven use case will work very well on Knish.IO.

## KEY DIFFERENTIATORS

Unlike leading competitors (such as Ethereum), Knish.IO is:

- **quantum-resistant** - to stay ahead of next-generation attacks on ledger infrastructure, Knish.IO takes advantage of an innovative "one time signature" scheme to ensure that a potential attacker's target is impossible to locate, including quantum-based attacks.
- **asynchronous** - new transactions may be added at any time, and over 95% of such transactions may be instantly settled without waiting for the rest of the ledger to catch up. This results in a much more user-friendly, responsive experience for end-users.
- **standards-compliant** - Knish.IO is one of the first distributed ledger technologies to adopt the World Wide Web Consortium's (W3C)



standards on distributed digital identifiers (DIDs) for rapid integration within enterprise and government agency use-cases.

- **democratic** - unlike conventional blockchains, Knish.IO does not rely on Proof of Work (environmentally wasteful, more hashing power = more control), or on Proof of Stake (more wealth = more control); instead, the approach is "pay it forward" - help secure other users' transactions to have your own be accepted.
- **gas-free** - because of the "pay it forward" approach, there is no need to subsidize the work of miners or stakers, and therefore there is no cost to send transactions to the ledger, which removes a major barrier to entry, and opens a number of use-cases that would simply not be possible if a transaction fee existed. Instead of transaction fees, Knish.IO relies on API call and storage overage charges.
- **nonlinear** - the structure of Knish.IO resembles a spiderweb rather than a linear chain of blocks, and allows branching and pruning of ledger data - which is critical when addressing the needs of privacy-focused jurisdictions (eg: CCPA, GDPR).

## PRICING AND MONETIZATION

Knish.IO is provided in three ways:

- **For developers:** open-source "developer edition" - licensed for exclusively developer usage and provided for free to everyone, with a limited transaction volume and storage amount.
- **For enterprise:** hosted enterprise edition - identical to the developer edition, but licensed under an enterprise plan, with recurring monthly floor payments and volume / storage overages.
- **For everyone:** managed blockchain-as-a-service (BaaS) subscription edition - monetized on a freemium basis via recurring subscription payments based on the customer's volume and storage needs.

## TYPICAL CUSTOMER EXPERIENCE

Any type of customer integration with Knish.IO begins with the client API libraries - an open sourced, versatile API enables existing, non-blockchain legacy applications to leverage all the benefits of Knish.IO without rebuilding from scratch. A comprehensive technical whitepaper and open source API libraries [are available here](#).

A typical application workflow includes:

- **authentication** - plug into an existing username/password scheme, biometrics, LDAP, or any other existing method, or use standalone to create a secure, standards-compliant digital identity that can be re-used across any Knish.IO dApp.
- **querying of ledger state** - Knish.IO uses the industry-standard GraphQL query language to communicate with the ledger, both for querying ledger state, and submitting new transactions to the ledger. It's very easy to use the ledger as a database "backend" without a centralized server of your own.
- **creation of "molecules"** - a molecule is a compound transaction composed of multiple "atoms" - each responsible for a single function. You can chain together multiple complex actions that will be either accepted all together, or rejected all together.
- **broadcasting to a Knish.IO node** - new molecules can be broadcasted with any GraphQL client, or even via a simple HTTP request.
- **wallet regeneration** - after transacting, the user's Knish.IO identity is used to create a new quantum-resistant wallet. This happens instantly in the background, and helps secure everyone's wallets.

## RECOGNITION

WishKnish has been selected by the **UK Government's Department of Trade** as part of the prestigious Global Entrepreneur Programme, as well as invited to join Bahrain's government-sponsored **Fintech Bay** program, the **World Economic Forum**, and the **Silicon Valley Blockchain Society** (SVBS). These unique opportunities expose the company to a number of global opportunities where Knish.IO technology can offer a wide range of efficiencies, and aids in enhancing the brand's global presence. Select customers include:

- **Deeding** - social ecosystem for charitable organizations to help drive business to supporting SMEs while increasing donations, by leveraging Knish.IO tokens and gamification.
- **Seafood Commons** - a global self-regulatory ecosystem for the seafood industry brings supply chain transparency from bait to plate.
- **GenderGuard**, in partnership with **University of Pennsylvania** and **UN Women** - Knish.IO powers a global solution to help women address incidents of sexual harassment and gender bias.

**Value Proposition:** VideoKall is raising the bar for telehealth. Their advanced AI-enhanced, guided self-service platform is delivering the world’s first remote and complete physical exam to patients outside the traditional clinical setting, wherever they live, work, travel, or shop. Its proprietary system offers patients a self-cleaning and self-sanitizing (kills COVID-19) micro-clinic with remotely operated and monitored diagnostic patient devices, and a video and data connection to healthcare providers. This platform has lower capital and operating costs than other clinics to treat patients with acute minor & chronic illnesses and counseling needs.

**Leadership Team:** Our founders and leadership team have had over 10 exits. Doctors, partners and advisors are shareholders. Our CMA is the former-CMO of CVS Minute Clinics, and CSO is a former health system CMO. The team has experts in healthcare, technology, marketing and operations.

**Challenge:** Healthcare access even to a doctor has been inconvenient, and large numbers of low acuity cases are treated in higher cost settings. Plus, there are aggravations of travel for some. COVID-19 makes this worse. Most telemedicine technologies and providers rely on patient symptom reporting and visuals of the patient, leading to possible misdiagnosis.

**Solution:** Our integrated AI platform is comprised of:

- Fully equipped cabin, smart chair or vehicle
- Telecommunications links
- And call center hub(s)



Patient units are connected by internet and/or satellite connections. Customer trials will start 3 months after the Seed Round for the chair, and 6 months for the cabin. VideoKall is an operator and is a vendor to providers.

**Technology:** Our integrated platform is supported by our network operations center and medical call centers. To support an unmanned operation, VideoKall has patents for a robotically controlled seatback stethoscope, a glucose monitor with auto disposal of the blood test strip, plus patents filed for automatic instrument cleaning and cabin sanitizing, a patient seat for vehicle use. For medical call centers, we support managing the number of medical positions based upon traffic statistics. After the visit, the system automatically updates the patient records.

**Market:** The market for telehealth is large and grew 624% in the last 4 years. Our aim is to integrate access-to-care into patients’ daily routines and improve the overall health of the community. The addressable US market is 300,000 locations in a growing equipment market of \$26B. Partners include medical providers, retail, truck stops, senior living, universities, corporations, universities, high-rise residential buildings and farms.

**Revenue Model:** Three primary revenue streams are from equipment sale/lease, recurring maintenance and recurring patient usage. Secondary revenue streams will be derived from visit data and advertisements.

**Financial Projections for Two Verticals**

	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Units in Operation</b>	<b>147</b>	<b>339</b>	<b>555</b>	<b>795</b>	<b>1059</b>
<b>Total Revenue</b>	<b>\$15,578,084</b>	<b>\$42,655,960</b>	<b>\$73,854,310</b>	<b>\$115,654,660</b>	<b>\$169,819,570</b>
<b>EBITDA</b>	<b>\$535,285</b>	<b>\$14,220,732</b>	<b>\$28,211,966</b>	<b>\$47,221,107</b>	<b>\$72,080,900</b>

**Website:** [www.videokall.com](http://www.videokall.com)  
**Headquarters Office:**  
 8300 Burdette Road  
 Bethesda, MD 20817

**Industry:** Health IT  
**Domain:** Software on integrated platform for retail healthcare  
**Leadership Team:**  
**Co-Founder, CEO:**  
 Charles Nahabedian  
**Co-Founder, Chief Architect:**  
 Vince Waterson  
**Co-Founder, Chief Design Officer:**  
 David Sturgess  
**Software Director:** Neeraj Chitra  
**Chief Strategy Officer:**  
 Marc Miller, MD  
**Chief Medical Advisor:**  
 Nancy Gagliano, MD  
**Healthcare Marketing Advisor:**  
 Kathleen Killion  
**Operations Advisor:** Ines LeBow  
**Seeking Financing of \$3.5M**  
**Previous Funding:** \$1.3M  
**Use of Funds:** Product rollout, trial, marketing and operations



April 14, 2020

Jim Kyung-Soo Liew, Ph.D.  
Co-Founder SoKat.co  
Associate Professor in Finance at  
Johns Hopkins Carey Business School  
Site: [www.SoKat.co](http://www.SoKat.co)  
Email: [jim@sokat.co](mailto:jim@sokat.co)  
Phone: (443)-355-7102  
Office: Woodstock, Maryland

**Problem:** Stocks and ETF historical pricing information are easily accessible and readily available for analysis, unfortunately for credit markets such information are extremely cumbersome to assemble and process. These markets are notoriously obtuse with legacy barriers constructed by incumbents. The difficulties stem from a combination of antiquated market conventions, structural micro-structure frictions, tedious trading and reporting processes, and lack of transparency.

**Solution:** “One Ticker, One Price Series.” Our solution provides the necessary fundamental building blocks needed to construct sufficient disruptive solutions specifically designed for credit markets. Our algorithms generate transparency by providing the ability to easily capture and process credit market data resulting in simple and elegant price series. These prices can now be employed to catalyze substantial disruptive innovations that will provide value-added products and services to credit market participants.

**Business Opportunity:**

- 1) Provide historical data to fuel other financial market participants with their product and solution creation
- 2) Create and distribute institutional-grade investment products that parallel those developed within the equity markets such as ESG, Smart-Beta, and AI-powered funds
- 3) Construct and deploy credit risk benchmarks

According to the Security Industry and Financial Markets Association (SIFMA) the world wide bond markets stood at over \$45 trillion at the end of 2019. The corporate bond market had over \$9.6 trillion in capitalization. Even with these large market opportunities this industry, known as credit markets, has seen little innovation as traditional market participants remain entrenched given the many aforementioned complexities.

We are attempting to design modern scalable solutions for the credit market industry by employing technology coupled with common-sense, ultimately creating values that will drive up impactful ROI.



## 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](http://ShulmanRogers.com).

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



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



# PARTNERS



## 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, CO-FOUNDER & CEO, 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, merging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.



## NORTHERN VIRGINIA CHAMBER OF COMMERCE

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



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

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

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

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



## **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.

### **BENJAMIN WU, PRESIDENT & CEO, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION**

Benjamin H. Wu is the President and CEO of MCEDC. An accomplished executive and internationally recognized technology policy expert, Wu brings to MCEDC a dynamic portfolio of over three decades of professional experience working directly with industry around the world and leading operations at the highest levels of our nation and state.

He has a distinguished career focused on technology-led economic development, as well as a proven record of driving transformative initiatives and creating collaborative alliances with industry, government, and academia throughout the country and in Maryland. Wu is strengthening ties with our partners in the state while working with our local and regional stakeholders to diversify Montgomery County's economy, grow our jobs and increase the tax base.

Wu led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness. During his tenure, Wu helped forward the Governor's economic agenda while delivering record growth and facilitating the lowest unemployment rate in over a decade. In the Hogan Administration, he worked with the General Assembly and key stakeholders to change the state's economic development structure, operations, and business-friendliness. He executed a bold Commerce strategic plan that focused on operational excellence through exceptional customer service, a more competitive business climate, advancement of innovation and entrepreneurship, and expansion of international trade.

Wu is a former U.S. Deputy Under Secretary of Commerce and U.S. Assistant Secretary of Commerce for Technology Policy under President George W. Bush. He administered the nation's technology and innovation strategy and exercised supervisory management over the National Institute of Standards and Technology. Wu served as the Co-Chair of the National Science and Technology Council Committee on Technology, which led interagency coordination on national priorities with federal laboratories, including the National Institutes of Health.

### **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>





### FIRST FINANCIAL GROUP

Headquartered in Bethesda, Maryland, First Financial Group is a complete financial services firm – one of the largest independently owned businesses of its kind in the Mid-Atlantic region. The firm employs over 140 representatives and 1,200 licensed brokers. Business services include Executive Benefits Planning, Key Person Planning, Qualified Retirement Plans, Deferred Compensation Planning, Group Benefits, Buy-Sell Planning, and Succession Planning.

### DEVON CURY, CAP®, DIRECTOR ADVANCED PLANNING, FIRST FINANCIAL GROUP

Devon Cury is the Director of Advanced Planning for First Financial Group, with more than 25 years of experience in wealth management, investment management, and risk management. Before joining FFG in 2014, he held executive leadership roles at Advancement Concepts and AXA Advisors. He specializes in working with business owners and executives on strategies to reward, retain, and recruit top talent.

Devon has completed the Retirement Specialist Certification from the Wharton Business School and holds the Certified Advisor of Philanthropy designation. He has served on the Executive Advisory Council of the Robins Business School at the University of Richmond and as the Chairman of the Catholic Planned giving Council.

First Financial Group is one of the largest independent financial services firms in the Mid-Atlantic region with offices in Philadelphia, Delaware, Baltimore, Annapolis, Bethesda, Reston, and Virginia Beach. It offers comprehensive advisory services, retirement plans, consulting services, and group benefits.

Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS). OSJ: 7101 Wisconsin Avenue 1200, Bethesda, MD 20814. 301-907-9030 Securities products and advisory services are offered through PAS, member FINRA, SIPC. Financial Representative of the Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is a wholly owned subsidiary of Guardian. First Financial Group is not an affiliate or subsidiary of PAS or Guardian. Guardian, its subsidiaries, agents and employees do not provide tax, legal, or accounting advice. Consult your tax, legal, or accounting professional regarding your individual situation. 2020-93325 Exp 01/22

### 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.



# PARTNERS

## REFRACTION

Refraction is a leading innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 100 member companies have collectively raised over \$250 million in capital. Refraction's partners include Amazon, Cox, Cvent, Fairfax County, Arlington County, Loudoun County, CIT, Blu Ventures, Smart City Works, Virginia Tech, and George Mason University. It recently launched the Northern Virginia Smart Region Initiative, a new effort to accelerate smart city tech companies and raise the region's profile as a national hub for smart city technologies.

## ESTHER LEE, PRESIDENT & CEO REFRACTION



Esther Lee is the President and CEO of Refraction, a technology 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 (HQ2).

Esther has 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 Samsung, Coca-Cola, and Marriott.

In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship (co-chaired by AOL founder Steve Case). She also launched the White House "Startup America" initiative, organized the Presidential Summit on Entrepreneurship, and served on the White House Urban Policy Council and Middle Class Task Force.

Before her government service, Esther was a seasoned executive with over 15 years of experience in technology, media, and finance. She served as Chief Marketing Officer for half of CIT Group (Fortune 500 financial services firm) and led strategic marketing and business development at AOL/Time Warner and Siemens. She started her career as a business and technology journalist at CNN.

Esther has been Vice Chairman of the Fairfax County Economic Development Authority; member of the Fairfax County Economic Advisory Commission; board member of GO Virginia, Center for Innovative Technology, Virginia Research Investment Committee, and Girls in Tech; term member of the Council on Foreign Relations; Aspen Ideas Festival Scholar; and Co-Founder / Vice Chairman of the Council of Korean Americans. She received an A.B. in economics from Harvard and an MBA from MIT's Sloan School of Management.

## FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



The Frederick Innovative Technology Center, Inc. (FITCI) is a business incubator and accelerator designed to cultivate entrepreneurship in Frederick, Maryland. FITCI specializes in the strategic business support of local entrepreneurs in the early stages of mostly science and technology-based businesses: Biotechnology, Information Technology, Renewable Energy and Cyber Security. FITCI currently has two locations in Frederick, MD and 52 client companies. We have served over 125 startup companies and helped creating more than 800 jobs in Frederick County since 2004. FITCI programs are a combination of classes, advising and events to address three fundamental needs for emerging companies: Coaching, Connections and Capital. The secret sauce to our incubator is FITCI's signature program called Strategic Growth and Advisory Board (SGAB) where proven and seasoned CEOs are coaching FITCI's startup companies.



# PARTNERS



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

The Maryland Tech Council Venture Mentoring Program (MTC VMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results driven. It exists to foster an environment that encourages innovation, while expanding financial and business opportunities for tech, cyber and life science start-ups.

The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 45 ventures have enrolled & \$55.MM has been raised in capital & grants. More than 13,000 volunteer hours have been contributed by mentors & managing committee members, with mentor training programs scheduled monthly across the State of Maryland. More than 225 mentor team meetings have taken place. The MTC VMS program has trained more than 105 mentors.

MTC VMS is modeled after the highly successful MIT Venture Mentoring Service, which has been implemented successfully in more than 100 communities around the globe. For more information, visit our website at [marylandmentoring.org](http://marylandmentoring.org) or contact Pam Lubel at (240) 243-4049 or [pam@mdtechcouncil.com](mailto:pam@mdtechcouncil.com).



## SALLY STERNBACH, FOUNDER, MD TECH COUNCIL 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.

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.

## STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of 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.

startup  
grind

COLUMBIA MD  
IN PARTNERSHIP WITH  
Google for Startups

# 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.”



## HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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

## INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



## 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](http://WhartonDCInnovation.com).



# PARTNERS



## GEORGETOWN ENTREPRENEURSHIP

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, to foster an entrepreneurial culture across the university, to support the successful growth of alumni ventures, and to leverage the power of entrepreneurship to make an impact in the world beyond Georgetown.

In the spirit of Georgetown's Jesuit roots, and from its home in the McDonough School of Business, the Initiative offers an array of courses and co-curricular program to serve the campus-wide Georgetown University community. For alumni, offerings include mentorship, networking, the Georgetown Venture Lab, and an angel investment network, in partnership with the Georgetown Alumni Association. Beyond campus, the Initiative promotes entrepreneurial policy, international development, and economic development in the vibrant Washington, D.C. entrepreneurial community and in the world beyond. Learn more at [eship.georgetown.edu](http://eship.georgetown.edu).

## JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, GEORGETOWN UNIVERSITY'S MCDONOUGH SCHOOL OF BUSINESS



Jeff Reid Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business.

Reid is a catalyst for entrepreneurship and well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community. Previously, Reid founded UNC's Center for Entrepreneurship and grew it to a No. 1 national ranking by Forbes & Princeton Review, and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States. Before coming to Georgetown, Reid held leadership roles at NFTE, DLA Piper, and DigitalBridge Communications.

## 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
David	Steinberg	Co-Founder, Chairman & CEO	Zeta Global
Tien	Wong	Chairman & CEO	Opus8, Inc.

## PRESENTERS

First	Last	Title	Company
<b>Captura Biopharma</b>			
Michael	Geranen	CEO	Captura BioPharma
<b>Fend Incorporated</b>			
Colin	Dunn	CEO	Fend Incorporated
<b>Ichosia Biotechnology</b>			
Lucas	Vining	CEO	Ichosia Biotechnology
<b>Knish.IO</b>			
Alisa	Gus	CEO	Knish.IO
<b>VideoKall, Inc.</b>			
Charlie	Nahabedian	CEO	VideoKall, Inc.
<b>SoKat.co</b>			
Jim Kyung-Soo	Liew, Ph.D.	Co-Founder	SoKat.co

## ATTENDEES

First	Last	Title	Company
Jacki	Abbey	Host and Producer	Georgetown University's Venture Forward Podcast
Riska	Afriani	Associate	PINA Creative Financing
John	Aggrey	CEO	The Unicorn Group, LLC
Anuj	Agrawal	Chief Marketing Officer	Earth Networks
Sameer	Ahirrao	CEO	Ardent Privacy
Jitin	Ahuja	Principal	SpaceJet Media LLC
Jean	Ahwesh	President	Ahwesh & Associates Advisors
Ron	Ainsworth	Principal	Boustead & Company
Mohammed	Al Rasbi	Program Director	OTF
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Tensay	Alemu	Student	Montgomery College
Debi	Alexander	Director, Development & Communications	PHILLIPS Programs
Seema	Alexander	Founder	Disruptive.CEO
Stephanie	Alexander	CEO	BOOST LLC / govmates
Ronnie	Allon	CEO	Fast Locksmith
Hadeel	Al-Tashi	Labs Manager	WeWork
Daniel	Altmire	Principal	Champion Human Capital, LLC
Kishan	Ananthram	CEO	ionidea
Christopher	Antonopoulos	Founder	Measured Results Marketing
Basil	Argerson	Corporate Secretary	PHI, Inc.
Darrin	Auito	Partner	HEA Law PLLC
Stephen	Auvil	EVP Operations & Programs	Maryland TEDCO
Justin	Ayars	Founder/CEO	Equality Rewards
Rodney	Azama	Director	The Chancellor Group
Roman	Bagasbas	Student	N/A
James	Bahr	Associate	CBRE
Duane	Bailey	Sr Director Marketing Communications	Interstate Companies
David	Bain	VP, Standards	Telecom Industry Association
Bikram	Bakshi	Principal Investor	Blu Ventures
Ashutosh	Bansod	Developer	Toppr.com
Tim	Barger	Chief Growth Officer	GeBBS Consulting
Thomas	Batchelor	MD	Point Break (Data Management)
Vamshi	Bathini	Integrator	Energy Factors
Erich	Baumgartner	Sales	Blu Crush
Jay	Beam	Managing Director	Adasel Global Partners
Keren	Belay	Student	Montgomery College

## ATTENDEES

First	Last	Title	Company
David	Belden	Professional Outsider	ExecuVision International
Laura	Beldin	SVP	Bank of America
Shashi	Bellamkonda	VP of Marketing	Leap
Everett	Bellamy	SVP & General Counsel	Thread Bioscience
Vincent	BenAvram	Founder	officeish
Christopher	Bennett	Founder & Attorney	Technology-Innovation-Law
Sylvanus	Bent	CEO	Bent Systems
Jim	Berkman	CMO & GTM Advisor	Narratus Group
Wagish	Bhartiya	VP	REI Systems
Jack	Biddle	General Partner	Novak Biddle
Amy	Bielski	Founder and CEO	Ripple Effect
Bahador	Biglari	SD	Uber
Katie	Bilek	SVP	RCA
Charlie	Birney	Founder/Manager	Podcast Village
Aaron	Bode	Associate	Booz Allen Hamilton
Jamie	Boggio	Esquire	Brandia LLC
Gore	Bolton	CEO	Land Intelligence
Raymond	Bolton	CEO	Land Intelligence
Karen	Bowling	Director, Center for Entrepreneurship	University of North Florida
Kevin	Boyle	Client Service Lead	Slalom
Eric	Brancaccio	President	Aptamus
Kristina	Branstetter	COO	InterImage, Inc.
Steve	Braun	President & CEO	Search Consultants International
Linda	Broenniman	President / CEO	RadiateBuzz, Inc.
Nicole	Brophy	CA	ACG National Capital
Stefano	Brugnerotto	Founder	Save Pharmaceutical
Barbara	Buchanan	Founder/ CEO	MediaVax Inc
Misti	Burmeister	Writer, Speaker, Chief Provoker	Misti Burmeister
Graeme	Bush	Partner	Zuckerman Spaeder LLP
Sue	Butler	VP, Corporate Development	Keri Shull Team/Optime Realty
Josh	Cable	CEO	InventWood
Stephanie	Cafferty	Controller	Cafferty Commercial Real Estate Services
Christian	Camarce	Partner	Sterne, Kessler, Goldstein & Fox PLLC
Frank	Campbell	CEO	Highland Strategies LLC
Thomas	Capola	CEO	Syccure
Alan	Carniol	Founder	Interview Success Inc
Sue	Carr	President	CarrTech LLC
Mark	Casey	CEO	Apcela
Alex	Castelli	Partner	CohnReznick LLP
Javier	Castro	CEO	Gravatate, Inc.
Kenan	Čehić	Patent Agent	Pto
Robert	Cerbone	Principal	Cerbone & Co, LLC
Carla	Ceretti	Student	UCLA
Nick	Champeau	Partner	Dealer'sCloud
Anthony	Chang	VP	WashREIT
Katie	Chang	Vice President	Benten Technologies, Inc.
Sumanth	Chepuri	President	GDS
Mike	Chesser	Investor	Early Light Ventures
Hannah	Cho	Chief Product Manager	CarpeDM (Seize the Dating!)
Kristin	Choi	Managing Director	DotLine Advisors
Jim	Chung	Associate VP for Research	George Washington University
Linda	Ciabatoni	Founder & Principal	Core Strategy
Michael	Clark	Managing Director	Pierce Capital Partners
Nolan	Code	Data Engineer Specialist	Accenture
Andrew	Cohen	Founder	AGC Coaching and Advisory
Dan	Cohen	CEO	PainScript
Anthony	Cole	CEO	Phaeton Solutions
Lisa	Coleman	Senior Manager/Entrepreneur	Freelance/Trais
Robert	Colorina	Director	AIAC Group
Jerry	Comanescu	CEO	World New Ideas Inc.
Dan	Connors	Principal	Cornerstone Counsel, LLC
Susan	Coots	Financial Services Professional	New York Life
Guillermo	Corea	Founder	Galdratek

**ATTENDEES**

First	Last	Title	Company
Judy	Costello	Managing Director	BioHealth Innovation
Dr. Claudia	Cotca	Founder & Dental Director	Washington Institute, Dentistry & Laser Surgery
Jennifer	Cottingham	Director, National Capital Region	Webster University
Bruce	Craig	Partner	England & Co
Margaret	Crawford	Program Manager, Communications Consultant	Investor Protection Trust
David	Cross	Assistant Director, Venture Creation	Towson University
Carolyn	Cuppernull	Director, Business Development	Inmarsat Government
Gary	Cuppernull	Owner	Custom Outfitters
Mike	Curry	Owner	Paratusec
Devon	Cury	Director of Advanced Planning	First Financial Group
Larry	Cynkin	Consulting CTO	GreenBar
Chris	Danek	Adj Professor	Catholic University of America
Justin	Dank	VP	Zeta Global
Carmine	D'Aoisio	Founder	Global Business Diplomacy LLC
Brian	Darmody	CEO	Association of University Research Parks
JD	Daus	Managing Director	Property Improvement Capital LLC
Mona	Davis	Manager, Portfolio Analysis	Center for Innovative Technology
Randall	Davis	CEO	DynAgility
Sherrrod	Davis	Chief of Staff	Protenus
Stephen	Day	CEO	Day Capital Partners
Tahmina	Day	Managing Director	Day Capital Partners
Jennifer	deCamp	Client Services Director	sbLiftOff
Dennis	Defensor	President	Defensor Dynamics
Margot	DeFrance	Managing Director	Entoro Capital
Jaap	Dekkinga	CEO	Tuneurl
Vince	Deng	President	SAPA-DC
Heli	Desai	President and Co-founder	uvsity.com
Cosmo	Di Tucci	CEO	AbleOne Systsems srl
John	Dierkes	Managing Director	Pickwick capital
Patricia	Divecchio	CEO & Founder	International Purpose
Jason	Dodier	Advisor	Scroll
Greg	Doll	Vice President	Pepper Medical, Inc
Boqun	Dong	Postdoc Researcher	The George Washington University
Mayur	Doshi	President	Apogee Pharma Inc
Sahil	Doshi	Vice President	Allied Pharma
Ryan	Duffy	Senior Vice President	Lockton
Will	Dunbar	Managing Director	Core Capital Partners
Amy	Dunn	Director, Business Development	Ryan & Wetmore, PC
Mike	DuVall	Program Manager	Legacy International
John	Egan	Founder	Socraticx LLC
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc
Eric	Enig	President	Enig Associates, Inc.
James	Enig	Vice President	Enig Associates, Inc.
Fr. John	Enzler	President and CEO	Catholic Charities, Archdiocese of Washington
Asher	Epstein	General Manager	VIVA Creative
Altan	Erg	PM	Mosaic DC
Altan	Erginkoc	PM	MOSAIC ARTS
Mark	Esposito	Director	EY
Ronald	Everett	CEO	Business Valuation Center
Zachary	Evers	Consultant, Professional Services	TriNet
Herb	Ezrin	CEO & President	Potomac Business roup
George	Faber	Agent	USHealth Advisors
John	Fallon	COO	Vysnova Partners
Richard	Faulkner	CEO	IQ exchange LLC
Deborah	Fell	Partner & CMO	Chief Outsiders
Rick	Ferraro	President	Iron Peak Alliance LLC
Leslie	Ferry	CEO	Brize
Angelique	Finan	Program Manager	Verisign
Jeffrey	Finkelstein	Principal	Finkelstein Investments
Geary	Fitzpatrick	President	Target Consulting
Chris	Forhan		Bytelion
Greg	Foscato	Business Development Executive	CohnReznick
Marc	Freedman	CEO	Expense To Profit

## ATTENDEES

First	Last	Title	Company
Laurie	Freeman	Vice President	American Cyber
Nick	Furar	CMO	Lattus
Alex	Galiani	BD Manager	Technical.ly
William	Galle	President	Diversified Portfolio Strategies LLC
Chris	Galloway	Managing Principal	CBG Investments LLC
Jeff	Galvin	CEO	American Gene Technologies
Ryan	Gandy	Deputy Director	Rockville Economic Development, Inc.
Steven	Garofano	Startup Co-Founder	Aqqaint, Inc.
Jade	Garrett	Strategist	Applied Impact Robotics
Connor	Gelabert	Student	SUNY Geneseo
Frank	Gelbart	CEO	ServicePower Inc.
Economides	George	International Franchise Director	The Demeter Group
Ali	Gerami	Founder	AIDOTs
David	Gertler	CEO	TrebleNetwork.com
Laila	Ghuri	Principal Attorney	Antares Law Firm
Mark	Gilbert	Investor	UBS
Rick	Gilchrist	CDO	Aurelius Data
Ellie	Giles	President	Virtual Apprentice, LLC
Simon	Gillett	Managing Partner	Global AI Internet Freedom Fund
Gina	Gin	Partner	PwC
Matthew	Gioffre	Student	SUNY Geneseo
Matthew	Glaeser	Associate	In-Q-Tel
Anthony	Glenn	CEO	CarDana
Matthew	Goldberg	Vice President, Office Tenant Representation	Avison Young
Matt	Good	COO	Savano Capital Partners
Don	Goodwin	Advisor, Chief Commercial Officer	Innovative Power LLC
David	Gorodetski	COO	Sage Communications
Moe	Goswami	CEO	AINS, Inc.
Mary	Granger	Professor	GWU
Greg	Grant	Attorney	NEXT - Shulman Rogers
Niki	Grant	Growth Business Consultant	TriNet
Mary	Grate-Pyos	Financial Advisor	MassMutual Financial Group
Gresford	Gray	Director of Finance	ACA
Josh	Greene	CEO	The Mather Group LLC
Jay	Greenstein	CEO	Kaizo Health
Jennifer	Gregory	Principal	Focus Investment Banking
Matthew	Grieb	Financial Advisor	Raymond James
Kathleen	Griggs	President	Databuoy Corporation
Marshall	Gross	CFO	P&R Enterprises, Inc.
Collin	Groves	Student	Georgetown University McDonough School of Business
Frank	Gruber	Co-CEO	Established & Established Ventures
Fred	Gumbinner	Managing Partner/President	Keiretsu / G2 / Icon Finance
Ajay	Gupta	CEO	HSR.health
Jack	Guthall	VP	GeBBS Consulting
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Jim	Hadley	CEO & Founder	Tiber Solutions, LLC
Diana	Hage	CEO	RFID Global
Brian	Hajost	President	SteelCloud LLC
Sali	Hama	Chief Marketing Officer	CarpeDM (Seize the Dating!)
Ian	Hamilton	CEO	TruTriage
Jen	Hammaker	CEO	Red & Rugged
Michael	Hargadon	President	Hope Robotics
Andr�	Harrell	Managing Principal	Day Capital Partners, LLC
Edgar	Harrell	Partner	HarrellCapitalPartners
David	Harrington	President & CEO	Prince George's Chamber of Commerce
Chris	Haug	Director	Startup Grind, Columbia Chapter
Tom	Hayhurst	Principal	Horizon Performance Group
Claude	Hayn	Advisor	AdJumps
Michael	Healy	CEO	New Columbia Solar
Daniel	Heimlich	Principal	Heimlich Group
Glen	Hellman	Vice President	10Pearls
Deborah	Hemingway		
Oanh	Henry	CEO & President	Allegra Marketing of Fairfax

## ATTENDEES

First	Last	Title	Company
Barry	Hess	COO	KBI
Stephanie	Hessler	Consultant	Proctor Gallagher Institute
Mi Jeong	Hibbitts	Executive Director	Global Chamber
Tom	Hicks	Principal	Offit Kurman
Stavros	Hilaris	Chief Technology Officer	Mediavision Cloud
Laura	Hill	VP, Product	EquiFi Corp, PBC
Scott	Holec	CEO	eTERA Consulting LLC
Rich	Holloman	CEO	Mobodyne
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Shelley	Horn	CBDO	Medimaps Group
Tami	Howie	Partner	DLA Piper
Terry	Hsiao		
Benjamin	Hsu	Founder	NewCo
Tom	Hudock	Entrepreneur	Arc Academy Foundation
Steve	Hung	Director of Business Development	The Mather Group, LLC
Scott	Hunter	Associate	Boustead Securities
Eric	Ingram	CEO	8th Continent Technologies
Mani	J		
Douglas	Jackson	CEO	Sioneer
Linda	Jackson	President	InfoAge Solutions Inc
Gloria	Jacobovitz	Tech Manager	JHU APL
Moe	Jafari	CEO	CORAS Inc
Amiel	Jaggernaut	Advisor	Ichosia Biotechnology
Piyush	Jain	CEO	Simpalm
Angelina	Jaoo	CEO	van der Becq, LLC
Wendy	Jenkins	Sr Business Banker	Capital One
Hubin	Jiang	CEO	WioWise, LLC
Michael	Johnson	Santa	Santa and Mrs C
Victorialynn	Johnson	President	Aphrodites's Cups
Charles	Jones	CEO	CSJG
Woodrow	Jones	Co-Founder	TaDaah
Jiemin	Jordan	Managing Partner	Decisive Investment Group, LLC
Venera	Jordan	Founder	Digital Product Guru
Justin	K		
S	K		
Kash	Kabaria	CoFounder and COO	marGenius
Karen	Kalantzis	Community Director	Launch Workplaces
Ashok	Kapur	CEO	Hawkeye Medtech
Brian	Kathman	CEO	Signal Vine
Robert	Katz	Executive Director	World Innovation Network
Stephanie	Katz	Founder and President	CETA Benefit Consulting Group, LLC
Marc	Kaufman	Partner	Rimon PC
Lori	Kavle	Managing Partner/Co-Founder	BD/M Collective
John	Kealey	Advisor	Individual
Marshet	Kebede	Procurement Officer	IMTS
Joe	Kessler	Managing Partner	Next-Stage Development Group
Jay	Keuter	CTE Strategic Business Partnerships	PPS
Raj	Khera	CEO	Khera Communications Inc
Hnin	Khine	Consultant	Elosense
Vince	Kiernan	Managing Director	Greenhouse Consulting
Christopher	King	CEO	We Are Marcus
Charlie	Kiser	CEO	Griot Inc.
Tiffany	Kleemann	CEO	Distil Networks, an Imperva Company
Neil	Kleinberg	CEO	DiliVer
Eric	Koefoot	CEO	PublicRelay, Inc.
Anne	Kottmeier	VP Tech Ops	AARP
Torsten	Kracht	Member	Riverbend Capital, LLC
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Richard	Kris	Self	Lightsense Technology
Danielle	Kroo	Director of Business Development	The Global Good Fund
Pam	Krulitz	CEO	Optify
Steven	Kubisen	Managing Director	George Washington University
Michael	Kuebler	Program Manager	ISI Professional Services



## ATTENDEES

First	Last	Title	Company
Gary	L	Founder	TinyCode
Michael	Labriola	Partner	Wilson Sonsini
Olena	Lar	CEO	Molecular Tools, LLC
Corinna	Lathan	CEO	AnthroTronix
Brad	LaTour	COO	Clowder
Tony	Lau	Managing Director	Detente Group
Janet	Lawrence	Founder	Harmony Surgical Services
Walter	Leach	General Counsel	Everfi, Inc.
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
Esther	Lee	CEO	Refraction
Zach	Leighton	Chief of Staff	Zeta Global
Adam	Levin	CEO	Information Experts
Gene	Levinson	Founder & CEO	SmartNoter
Stephanie	Li	Director	NMPA
Peggy	Liao	ED Marketing	Lumaverse
Kathy	Lijoi	Consultant	
John	Lin	President	CapStar Commercial Realty
Barry	Lipsy	Principal	BN Lipsy & Associates
Xiaonao	Liu	CEO	Nanobiofab
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Alexis	Logan	CEO	Crown Capacities
Cheryl	Lohman	CEO & Founder	MedApptic
Bob	London	CEO	Chief Listening Officers
Noelle	London	Ventures Lead South	Accenture
Terri	Lopatka	Secretary	CarrTech LLC
Jet	Lu	Deputy Chief Information Officer	City of Baltimore
Dennis	Lucey	Vice President	Akima Inc
Michael	Luciani	CEO	The Tuesday Company
Sudhanshu	Luthra	Founder	tipboxme
Bei	Ma	Founder & CEO	The Pinea Group
Tony	Ma	President	Benten Technologies, Inc.
Jeremy	Madvin	CEO	Zeta Technology Group, Inc
Dean	Maghsadi	Client Success Executive	GeBBS Consulting
Geoffrey	Maites	COO	Casaplex
Gaurav	Malik	Co-Founder	nClass
Raj	Malik	Partner	Pixel Perfect Ventures
Mike	Malloy	Program Director	Halcyon Incubator
Janice	Mandel	Owner	Mandel Communications
John	Manganello	President	Land Development Consultants, Inc.
Will	Margiloff	CSO	Zeta Global
Craig	Marino	COO	Squadron Defense Group
Keith	Marino	President & CEO	Squadron Defense Group
Jovan	Marjanovic	Managing Partner	Prowerk Consulting
Mohan	Markandaier	General Partner	Good News Ventures
Brendan	Martin	Senior Tax Manager	Cohn Reznick LLP
Kevin	Marz	President & CEO	Lumious
Rob	Mason	President	Pro Sports Outlook
John	Mastal	Vice president	Weller development
John	May	Partner	New vantage group
Dave	McCarthy	AC	GWU
Karen	McCord	CEO	SapFonte
Earl	McCoy	Regional Recruitment Coordinator	Webster University
Lex	McCusker	Director of Student Entrepreneurship	George Washington Univeristy
Mark	McLindon	Managing Partner	Beach Mill Partners
Mark	McMahon	Owner	Non Profit Village
Tom	McMillen	CEO	LEAD1
Richard	Meccarielli	CEO	Microlog
Brian	Mehnert	COO & Partner	Connected Ventures (CV)
Jonathan	Mervis	Managing Partner	Mervis Diamond
Jomy	Methipara	Attorney	Dickinson Wright
Tim	Meyers	Managing Partner	DoHoMa Capital
Tim	Mierzwa	CTO	Lattus
Kim	Mihalik	Owner	The Neat Life

**ATTENDEES**

First	Last	Title	Company
Salome	Mikadze	COO	Movadex
Gregory	Miller	Principal	Hayland Advisors LLC
Anthony	Millin	Shareholder & Chair	NEXT, Powered by Shulman Rogers
Randy	Mitchell	CEO	Private Capital Development
David	Moehring	Partner	Cambium Capital
Bill	Moher	Investor Relations Consultant	American Gene Technologies
Tammy	Molina	Student	Montgomery College
Kimberly	Moore	CEO	Go Together, Inc
Alicia	Moran	Manager, Small Business Development	Prince George's Economic Development Corp.
Terry	Moraska	Chief Innovation Officer	Pan Pacific Finance Group
David	Morgan	President	STS International, Incorporated
Bud	Morrisette	CEO	Interstate Companies
Duncan	Moss	President	DJMoss Associates
Giovanni	Mowrey	Director of Business Development	Bizintro
Kateryna	Mueen	CEO	Orphans Chance
Rameeza	Mueen	CEO	Transparent Hands Foundation
Ellen	Mundell	Director Business Development	CohnReznick/VentureCount
Dale	Murphy	Professor	Georgetown University
Dan	Myers	Founder	Connect More Dots
Sundaresan	Natarajan	Co founder	Sparksoft Corporation
Tom	Navarro	Lead Strategist	Elaidra Research
Elena	Nazlymova	Office Manager	Imperva Inc.
Melissa	Ng	Co-Founder	COUA Inc.
Michael	Nguyen	CEO and Founder	Meditate AI
Nicole	Nguyen	Political Campaign Manager	N/A
Naza	Nicole	CEO	CarpeDM (Seize the Dating!)
Jeffry	Nimeroff	Chief Information Officer	Zeta Global
Ed	Novak	President	NovaVentures, Inc.
Kori	Novak	CEO	Toiyabe Indian Health Project
Ron	Novak	EVP	Segue Technologies, Inc.
Jennifer	O'Daniel	Director	CIT GAP Funds & MACH37
Frank	Oelschlager	Managing Director	Ten Mile Square Technologies
Sebastian	Ortiz	Researcher	Ichosia Biotechnology
Hakan	Ozsancak	Executive Vice President	Washington Institute for Business, Government & Society
Peter	Paganussi, MD	Chief Medical Officer	Captura Biopharma
Sid	Pailla	CEO & Founder	Sunny Day Fund
Doug	Palley	Partner	Granite Realty
Srikanth	Parigi	Senior Team Lead, Campaign Operations	Zeta Global
Justin	Park	President	Intergalactic Education
Lucien	Parsons	Director	MR/AR/VR Innovation Center at UMD (MAVRIC)
Sanders	Partee	CEO	MoonVu, Inc.
Rajesh	Patel	Investment Sales	Real estate
Alan	Patterson	Founder	BSB
John	Paty	Principal	Geostrategic
Chris	Peabody	Chief Strategy Officer	Networking for Future, Inc (NFF)
Kushtrim	Peci	President	Fonero LLC
Michael	Peck	CMO	Air Mid Life Critical Care Products
Nick	Perdikis	CEO	Devensoft
Ram	Peruvemba	CMO	HSR.health
Joel	Pevey	Manager	Start Up
Henry	Pittman	Founder	GSC360 (Global Strategic Connections 360)
Brian	Polangin	Managing Partner	Mobile2Social
Karla	Ponce	Program Manager	Identity, Inc.
Kevin	Power	Founder	The a Good Health Group
Bhavesh	Pranav	CEO	Phylomics
Scott	Price	Regional Policy Director	DE
Helen	Qubain	Chief Storyteller	Story Goldmine
M	R	IT	
Simon	Rakoff	CEO	FocusLab
Ramon	Ramirez-Lian	Co-Founder	Navteca
Joe	Reddix	President and CEO	The Reddix Group, LLC
Jeff	Reid	Professor of the Practice, Founding Director	Georgetown Entrepreneurship Initiative
Silvio	Renzi	CEO	Previs Solutions

## ATTENDEES

First	Last	Title	Company
Jason	Reynolds	Student	Georgetown University
Raymond	Rice	Partner	Capital Search Group, LLC
Joe	Rizzo	CEO	CYDigital
John	Rizzo	CTO	CYDigital
Patrick	Rockhill	Developer	ifMaybe
Debi	Roder	Business Development Manager, Life Science	Prince William County
Larry	Roe	CRO	Modus Create
Pierre	Rogers	Founder	Yahyn
Jeff	Roman	SVP	CBRE
Terence	Rose	Founder	Open to Trade
David	Rosenberg	Founder	Budget Referee
Rob	Rosenberger	CEO	Blackdragon
Anne	Rosenblum	Business Investment Manager	Fairfax County Economic Development Authority
Alex	Roth	Senior Manager - Assurance	CohnReznick
Todd	Rowley	Market Executive	Old Dominion National Bank
Sterling	Ruffin	Management Consultant	PotomacWave Consulting
Jody	Ruth	CEO	Redstones LLC
Daniel	Ryan	Principal	Alikos Wealth Management
Lindsay	Ryan	Venture Development Director	University System Of Maryland
Robert	Ryan	Partner	CohnReznick
K	S	Director	FCEDA
Sara Lynn	Sadorra	Corporate Engagement	United Way of National Capital Area
Charlotte	Safos	President and COO	ATI
Ruwan	Salgado	Principal	Strat8gy International, LLC
Julie	Saltman	CEO, Co-Founder	Clause Logic
Juan	Sanchez	N/A	N/A
Sundeeep	Sanghavi	Managing Director	DX.Partners
Demetrios	Sapounas	Managing Director	SoftDsk
Liz	Sara	Founder & CEO	Best Marketing LLC
B	Sareen	Sr. Advisor	CyberForce LLC
Rosemarie	Savino	COO	Gravatate
David	Schaffer	Partner	BD/M Collective
Robert	Scheer	President	Scheer Partners
Jerry	Scheinman	Agent	New York Life
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Sondra	Schneider	president	Security University LLC
Joshua	Schoen	CEO	Ailanthus
Tom	Scholl	CEO	shoalscrollschool&skull
Judy	Schramm	CEO	ProResource, Inc.
Peter	Schramm	CEO	Lattus
David	Schulman	President	Associations Rewired
Robert	Schumann	CEO	Blue Vigil LLC
Ken	Schwarz	Managing Director	Bright Avenues LLC
Ray	Sczudlo	GC	B.Well Connected Health
Joel	Selzer	CEO	ArcheMedX
Antony	Seppi	Startup Community Manager	HCDC Business Center
Fabio	Sgarbi	CEO	18moons / BabyHome
Mario	Shaffer	Principal	H.I.G. Capital
Shevy	Shafie	CMO & Partner	Marstudio
Ketan	Shah	Event Director	Elegant Events
Albee	Shanefelter	Co-Founder	Ovalz
Liron	Sharon	Principal	YMS Value
James	Sherley	Director	Asymmetrex LLC
Jennifer	Sherman	Founder and Chief Strategist	The Influencer Collective
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Gus	Simiao	EIR	Data Point Capital
Patty	Simonton	Director, Be Green Business	Bethesda Green
Dan	Simpkins	CEO	Domusys
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Sanjee	Singla	President, CTO	AT Strategic
James	Sisneros	Founder & CEO	The Possibility Company
David	Slifer	Independent Consultant	Self-employed

## ATTENDEES

First	Last	Title	Company
Dale	Smith	CFO	DS
Kyle	Smitz	Founder	Smitz Laboratories
Jim	Smolen	Principal	The Smolen Group
John	Sohl	CEO	COLUMBIA Technologies
Brent	Solomon	Principal	Strategic Financial Advisory
Henry	Soo	Founder & CEO	Settlely
Karen	Sorber	CEO	Micronic Technologies, Inc.
Pamela	Sorensen	Founder	High Frequency Consulting, LLC
Anthony	Soscia	President	Captura Biopharma
James	Spargo	SVP	SPARGO, Inc.
Robert	Speziale	Principal Consultant	SCS
Marie	Spittell	Associate	AEDP
Diane	Stabb	Global Talent Acquisition	MarkLogic
David	Stewart	Founder	Jera Ventures
Keegan	Stroup	Managing Director	Andersen
Sonia	Su	Founder	Kits to Heart
Sean	Sutherland	Director of Accounts	Kapowza
Mi	Ta	Student	Student
Jennifer	Tarzia	Founder & CEO	Doyen Consulting Group
Bonnie	Taylor	Chief Marketing Officer	CCS Innovations
Earl	Taylor	Self	Self
Hanna	Teklit	Director	Sparkfund
Eugene	Teplitsky	CTO	WishKnish
Paul	Terry	CSOO	Meridian
Donna	Thomas		Mountainside Technologies
Michael	Thomas	Retired	Bon Vivant
Tammi	Thomas	Vice President	TEDCO
Carey	Thompson	CEO	Elysian
Mikita	Thompson	Seamstress	ExclusiveKouture LLC
Lisa	Throckmorton	EVP	REQ
Sharon	Tiger		
Vipin	Tondak	Directore	Aar Kay Universal Pvt Limited
Tiffani	Toombs	Student	University of Tennessee- Knoxville
Carlos	Trostli	Founder & CEO	OnPoint Business Development
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Zack	Tscheulin	COO	GeBBS Consulting
Krishaneth	Tuazon	Student	University of MD College Park
Chris	Tully	President	Sales Growth Advisors LLC
Paul	Tuma	President	GeBBS Consulting
Nick	Van	MD	Incremental
Joe	Van Cleve	VP	Van Cleve & Associates Inc.
Lyall	Vanatta	CEO	AR Intentions Inc
Hector	Velez	COO	Vector Talent Resoures
Steve	Vibhute	Investor	ScaleXM.com
Adam	Viener	Founder	Imwave & Yazing
James	Volpicelli	Independent Consultant	Andersen
Steven	Vozenilek	Financial Advisor	Ameriprise Financial Services, LLC
Anthony	Walker	CEO	Stay In Charger
Kevin	Walsh	CFO	NM Management
Tonya	Walton	CO -Founder	Krucial Fitness
Liyao	Wan	Director	PwC
John	Wang	Managing Director	Perspective Consulting LLC
Nicole	Washington	CEO	Boralogix
Karen	Wawrzaszek	Partner	Sullivan Bruyette Speros & Blayney LLC
Joseph	Weaver	CEO	Global Design Interactive
Barry	Weinbaum	Financial Services Professional	New York Life
Lee	Weinstein	CEO	NewbridgeTuring
Lynn	Welch	VP Business Development & Marketing	Education Management Solutions, LLC
Joseph	Wells	Director, Masters Programs, Graves School of Bus	Morgan State University
Eric	Wendler	Director of Business Development	Grant Thornton
Matt	Whitaker	Managing Director, M&A	Quantive
Charles	Whyard II	COO	Crown Capacities
Gary	Williams	CEO & President	Williams Asset Management

**ATTENDEES**

First	Last	Title	Company
Jennifer	Williamson	VP Member Engagement	Northern Virginia Chamber of Commerce
Steve	Wiltse	Investor	GF LLC
Kyle	Wittenauer		
George	Wolfand	Principal	Expense Reduction Analysts
Matt	Wolfe	Director	Virginia Tech Applied Research Organization
William	Wong	Scout	VTG
Ron	Wright	CEO	JNetDirect Inc.
Ben	Wu	President & CEO	MCEDC
Chunlei	Xia	VP	TBA
Mei	Xu	CEO	Mei Xu and Company LLC
Zhiyong	Yang	CEO	FZata, Inc.
Andre	Yee	CEO	Triblio
John	Yetman	Managing Director	The Capitol Bay Group - Ameriprise Financial
April	Young	Managing Director	Hercules Capital
John	Young	CFO	HomeTown Ticketing
Andrew	Yu	Business investment	Fceda
Jeehye	Yun	CEO	RedShred
Iris	Z	Business Development	UnityTec
Joseph	Zaloom	President	E3 Analytics Corp.
Juan	Zarco	Partner	SVVG Partners LLLP
Ling	Zhang	Senior Manager	DHG LLP
Zhiyuan	Zhang	Sr Marketing Director	Transamerica
Sheng-Nan	Zhao	VC Investor	Wells Fargo
Yangyang	Zhao	Postdoc	The George Washington University
William	Zinsmeister	Owner	L&D Accretion
Dan	Zipper	VP Client Solutions	10Pearls
Bill	Zonghetti	Executive Vice President	Colliers International

# THANK YOU TO OUR COACHES



**DAVID GIANNINI**  
CEO  
CirrusWorks



**LAURA HILL**  
VP Product  
EquiFi



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



**ALIYA HULSE**  
Founder & CEO  
MWM Systems



**NEIL KLEINBERG**  
CEO  
DiliVer LLC



**MIKE LABRIOLA**  
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Wilson Sonsini  
Goodrich & Rosati



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Director, Digital DevOps  
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Founder & CEO  
SOAR Community Network



**MIKE RIEMER**  
Entrepreneur in Residence  
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# PARTNERS

