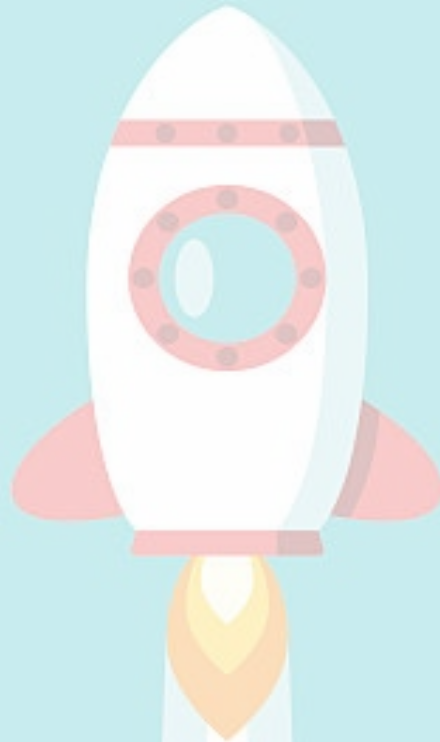


Big  Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

APRIL 30, 2020

CONNECTPRENEUR.ORG

AGENDA

THURSDAY, APRIL 30, 2020

11:00-11:20am VIRTUAL NETWORKING
(via Private Message)

11:20-11:25am
WELCOME and INTRODUCTIONS
TIEN WONG, Founder and Host, CONNECTpreneur
Community

11:25-12:20pm ROCKET PITCH SESSION

Companies will be introduced by:

ANTHONY MILLIN, Founder and Chair, NEXT by
Shulman Rogers

MIKE LABRIOLA, Partner, Wilson Sonsini

Actuated Medical – MAUREEN MULVIHILL

AiLanthus – JOSHUA SCHOEN

Ardent Privacy – SAMEER AHIRRAO

Cellphire – TOM DANN

D2Airport – MARCELO MADEIRA

Homebase.ai – BLAKE MILLER

Red Carpet Rocks – URVI TEJANI

Safe Rx – MILTON COHEN

The Tuesday Co. – MICHAEL LUCIANI

Trust Science – EVAN CHRAPKO

12:20-1:00pm VIRTUAL NETWORKING
(via Private Message)

SPEAKERS



TIEN WONG, CEO, OPUS8, INC., FOUNDER AND HOST CONNECTPRENEUR COMMUNITY

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.

Raising \$2.5M Seed Round to Grow to Profitable Sales from many novel and approved medical devices

Actuated Medical, Inc. 'ActMed' is a commercial stage developer of innovative devices which **integrate electronically controlled motion** for clinical and preclinical markets that improve outcomes, reduce cost and improve the patient experience. We have created an FDA-compliant, ISO 13485 certified, development **ecosystem** where early development comes from over **\$25M** in non-dilutive capital (e.g., SBIRs) enabling innovative devices to be tested at a low financial risk creating a strong IP strategy. Our agility enabled us to scale up a Face Shield manufacturing line in 7 days and by week 3 manufacture nearly 10,000 shields per week to meet the COVID-19 PPE shortage.

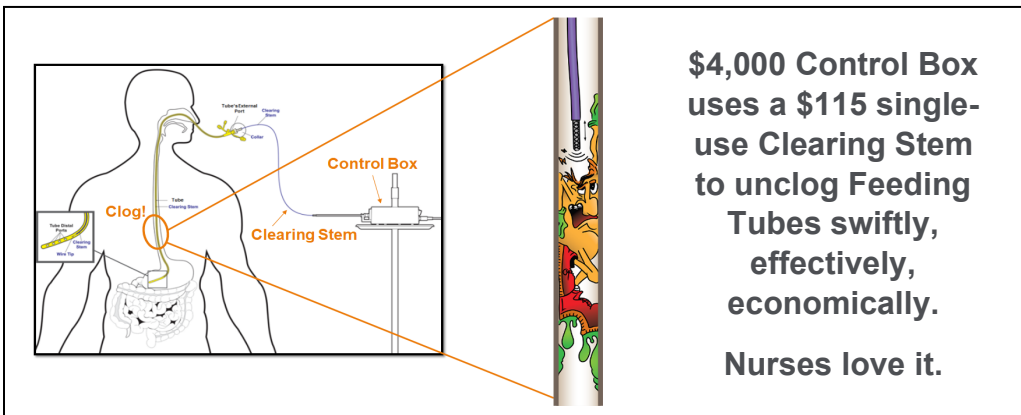
Our 1st MedTech product, the **TubeClear system** solves a real clinical problem: clearing enteral therapy devices (e.g., feeding tubes) while the tube remains in the patient and works at bedside. TubeClear has early repeat sales with hospitals across the US. With only 2 dedicated ActMed team members plus US regional distributors, TubeClear's current sales funnel has \$2.3M prospective revenue. ActMed's Series Seed proceeds will build an ActMed Executive Sales and Marketing Team to significantly expand TubeClear sales rapidly to \$8M by 2023. Sales profits will be reinvested to grow more revenue. This will attract acquirers and licensors. One third, less expenses, of licensing revenue is anticipated as dividends to Shareholders. By 2025, ActMed's \$48M revenue results in \$20M EBITDA as more products launch into their respective niche markets. More licensing and acquiring Prospects emerge.

THE TUBECLEAR SYSTEM

Feeding Tubes are a lifeline for critical care patients, providing important medication, nutrition and hydration therapy for 7M patients annually. Under current standards of care, tubes clog over 25% of the time, which worsen patient outcomes, extends hospital stays, and increases safety risks. ActMed is selling to hospitals committing to use TubeClear Clearing Stems proactively which will minimize tube-clogging risks.

1st Product: TubeClear is a patented, FDA-cleared device that mechanically clears clogs using controlled wire motion to eliminate blockages in patient's feeding tube at an average of 14 minutes (clinical data).

Customers: Nine (9) hospitals, nursing homes and home care (see map)



\$4,000 Control Box uses a \$115 single-use Clearing Stem to unclog Feeding Tubes swiftly, effectively, economically.

Nurses love it.

Innovative Medical Devices & Neural implant tools, Equipment

Video about ActMed

<https://youtu.be/vc0HNvLyV0>

[Click to Download ActMed's 20 Technology Product Portfolio](#)

PREFERRED SEED ROUND

- + \$2.5M represents 20% equity
- + Warrant coverage initial \$1M
- + \$25k minimum investment
- + Revenue by 2025 = \$48M
- + Product licensing enables dividends to Shareholders
- + Investment may have NIH SBIR matching eligibility

USE OF FUNDS

- + Sales will double buying + adopting TubeClear both Reactive Use + Proactive Use.
- + Exec Sales & Marketing Team
- + Working Capital
- + Increase IP portfolio protection

EMPLOYEES

- + 20 full time professionals, 7 temporary assemblers
- + 8 earned PhD / MS degrees
- + CEO w/ 20+ yrs of business operations experience

FUNDING TO DATE

- + >\$25M non-dilutive capital
- + \$7M pending non-dil. capital
- + \$800k of Angel investment

FACILITIES

- + 17000 ft² office, lab & mfg HQ
- + Bellefonte PA near Penn State
- + Capital efficient location
- + ISO 13485:2016 Certified
- + WOSB & WBE Certified

 TubeClear[®]

Enteral Access Clearing System



TUBECLEAR PARTNERS

- + **Vizient, Inc.**, Nat'l Group Purchasing Organization (GPO) Contract for TubeClear (MS7210), Nov 2018.
- + **Premier, Inc.**, Nat'l GPO Contract for TubeClear (PP-DI-1657), July 2019.
- + Children's Hospital of Phila PA 2 of 20 patients enrolled IRB Approved Pediatric Clinical Study
- + Le Bonheur Children's Hospital TN Pending IRB Approval Pediatric Clinical Study
- + Cleveland Clinic OH Pilot Study Completed; 2nd Pending IRB Approved Homecare Clinical Study
- + Walter Reed National Military Medical Ctr, Wash DC 1 Patient enrolled IRB Approved Clinical Study

TUBECLEAR SALES REGIONAL DISTRIBUTORS + CONTRACTS SIGNED 3Q'18 COVERS 90% OF USA

(1.) Alamo Sci. TX, OK, CO, UT, WY, NM; (2.) CoMedical WA, OR, AK; (3.) Clinical Tech. OH, MN, IL, IN, WI, SD, ND, MO, PA, MI, TN, KY, WV; (4.) Westcon Med. Ind. CA, HI; (5.) Bimeco GA, FL, NC, SC, AL, MS.

- Use of Proceeds:** Will build ActMed's Exec Sales & Marketing team, who then achieve nationwide sales targets. e.g., Patti Lindley's 35 yrs vast experience w/ enteral nutrition devices via Corpak and Kentec.
- Sales Model:** Five (5) Independent USA Regional Distributors. 90% of USA has local sales team coverage
- US Market Size:** Reactive Use of TubeClear = \$300.M; Proactive Use of TubeClear = \$1.5 B.
- Market Trends:** Facilities want tools that reduce cost, improve patient outcomes, improve patient experience.
- TubeClear IP:** Thirteen (13) issued US & EU related patents, One EU NOAs, and additional applications pending.
- Regulatory:** Five (5) FDA 510k medical devices are cleared, more to follow. Multiple product lines provide solutions to expand customer base.
- Reimbursement:** Inpatients are part of service bundle; Outpatients have specific CPT codes (*Garrison 2018**).
- Competition:** TubeClear clears more types of tubes and clogs. It's 14x faster & 180% more effective*

MANAGEMENT TEAM

- + Maureen Mulvihill, PhD Pres & CEO, Cofounder
- + Roger Bagwell, Dir. R&D, Cofounder
- + Mike Britton, Dir. QA & Regulatory
- + Doug Dillon, Dir. Manufacturing
- + Ryan Clement, Pre-clinical Leader
- + Nikki Williams, Clinical Education Leader
- + Dan Conley, OnCallCFO for Fundable Teams, is leading Due Diligence for Angel investors
- + Exec Sales & Marketing Team is being recruited to put *Boots on Ground* serving 7-to-14 New Hospitals

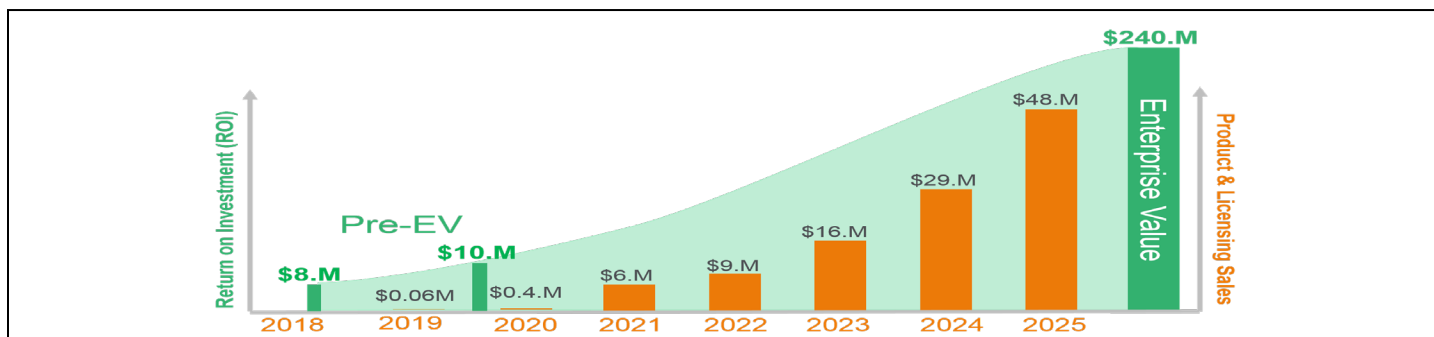
BOARD OF DIRECTORS

- + Jim Walker Sales, marketing, sales operations expertise from Boston Scientific and J&J.
- + Bob Phelps Finance and sales expertise from the orthopedic business at J&J.
- + Paul Frankhouser Product commercialization and global business expertise from Arrow International.
- + Patricia Christian Pushes profitability by capitalizing and building on non-traditional core competences.
- + Fred Browne, MD Clinician and healthcare administrator focused on Population Health Metrics.
- + Nick Willocks Expertise drives sales and building sustainable growth strategies for new products.
- + Rob Emert, CPA Advises on financial, contractual and business matters.
- + Maureen Mulvihill Chair, has 20-yrs of successful business leadership before cofounding ActMed in 2006

INTELLECTUAL PROPERTY PORTFOLIO

ActMed holds 23 granted US & EU patents; one (1) International Notice of Allowances; over forty (40) US & International pending patent applications; and eight (8) registered trademarks. Pat.ActuatedMedical.com/IP

FINANCIAL PROFORMA



INVESTOR HIGHLIGHTS



AI-Powered Document Automation And Knowledge Management



VALUE PROPOSITION

AiLanthus is an advance document automation platform that uses AI to help lawyers to draft documents such as motions, interrogatories, and other legal document 90% faster than traditional methods. **While other document automation platforms require long in-take forms**, our system is unique because it extracts data from a client's database to fill out a client's document automatically.

Company Background: Both founders spent their career implementing technology solutions to improve traditional service industries. The Company took on its current form after forming a partnership with a leading Alternative Legal Service Provider (ALSP) to develop application to facilitate faster document drafting. The company is now expanding its internal tools to sell to the general public.

Leadership: **Joshua Schoen** is a double Georgetown Grad F'14 Law' 21, Josh previously worked as an Account Executive in a venture-backed legal tech start up, an Analyst at a private equity fund in Moscow, and as a product manager at a DC tech startup. **Luke Waltman** is full-stack engineer and a veteran of multiple successful Silicon Valley B2B Startups. He graduated Phi Beta Kappa from University of Nebraska in Computer Science.

SaaS Product: The platform allows lawyers to draft legal document faster by creating workflows that automatically inputs data into their documents. Our system improves document drafting speed by 90%.

Market: Legal tech is an \$16 billion market set to double by 2026. As lawyers cut staff and work to increase productivity per lawyer this likely to only increase. Overall, the legal market is a \$437 Billion dollar industry and our initial customers, Plaintiff's lawyers in California is a \$6 billion industry alone.

Use of Funds: The funds will be used to support operations to finish creating a marketable product, make key early engineering hires, and marketing.

Competition: Main competitors are Documate, Legalmation, CasePeer and Neota Logic. Our approach combines the touch of a real attorney along with all of the benefits of document automation, which drastically reduces operational costs and guarantees work quality.

Quick Facts

Website: www.ailanthuslf.io

Headquarters Office:

Georgetown Innovation Lab
1440 G St. NW,
Washington, DC 20005

Industry: Software (SaaS)

Domain: Sales Technology Tools,
B2B

Bank: Bank of America

Law Firm: Morse Law, LLP

Number of Employees: 2

Leadership Team:

Joshua Schoen

Co-Founder CEO
Josh@ailanthuslf.io

Luke Waltman
Co-Founder, CTO
Luke@ailanthuslf.io

Amount of Financing Sought: \$250k

Current Investors:

Family and Friends, ~\$140K invested

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

Financials

Year	2020	2020	2022	2023	2024
Subscriptions, End of Period	16	103	235	336	374
Revenues	\$58,425.00	\$2,056,033.00	\$8,061,930.00	\$14,542,568.00	\$18,905,465.00
Y/Y % Growth	0%	3419%	292%	80%	30%



Data privacy simplified and automated

Mission

“Marie Kondo for your Enterprise Data”. Ardent is “Data Minimization” company in Privacy and legal compliance technology space with mission” **Minimize data, reduce business risk”**

Business Problem (Why)

Enterprises are losing data in breaches not only because they are attacked but due to lack of data hygiene. There is gap in recognizing need for knowing and tracking data inventory and there is lack of enterprise wide data minimization and elimination strategy, tools and processes. Latest evidence of Marriott breach initially announced 500 million records breach and then retracted to 383 million records 3 weeks later. This is common theme since we are not looking at data elimination strategy. Regulations GDPR and CCPA are mandating that so that is going to be big driver to undertake those projects.

Solution (What)

Ardent empowers enterprises to efficiently comply with data privacy regulations CCPA (California Consumer Privacy Act, GDPR (General data protection regulation of EU) and FISMA (Federal Information Security Management Act) while reducing the enterprise risk. We provide nimble, easy to use and high-speed data minimization solution to discover, identify, inventory, map, minimize and securely delete personal data. This is achieved using machine learning/artificial intelligence by utilizing meta data and other faster methods to report on large data sets in hours rather than days.

Accomplishments and Traction (Customers)

Completed/graduated of MACH37(www.mach37.com) in fall 2019- Virginia’s premier cyber accelerator.

Currently doing paid pilot engagements with early customers and building pipeline of customers

1. Marketing and wealth intelligence company (data broker as they process data for big banks, luxury retail brands and more). Data privacy laws are impacting Marketing, AdTech companies hard as it challenges their business model and existence in future.
2. Ecommerce SAAS platform company. They hold customer data from enabling e commerce for customers and partners.

Team (Who)

Sameer Ahirrao (Founder, Sales, Operations, Product management).

Experienced security leader and engineer with two decades of experience in enterprise security and privacy. Prior to Ardent worked with Lockheed Martin (Security Architect), Symantec within Governance Risk and Compliance (GRC) Products) and Deloitte (Enterprise Risk services consulting Fortune 500 customers). Electronics & Telecom Engineer from Pune Institute of computer Technology (PICT, Pune) Certified in field (CISSP, CISA, CCSP) serves as subject matter expert for ISC2, frequent speaker at local and international security conferences and thought leader on Data centric security and privacy.

Harshad Joshi (Product Architect, Development lead and security engineer)

Experienced developer and security engineer with 15 years of experience in development, ethical hacking, product development, full stack developer, functional knowledge of financial systems. Software architect and delivered complex products in earlier career. Deep expertise and experience in security being reverse engineer.

PV Bóccasam (Advisor and CEO at WealthEngine)

PV's experience encompasses being an early-stage entrepreneur, venture capitalist, and an advisor to mid-market private-equity backed companies over the last two decades. He currently serves as the CEO and the board of WealthEngine. PV serves on a public board as an independent director at Appian Corporation (NASDAQ: APPN). PV started his career at Microsoft in 1990s. He co-founded Entevo in 1997, which was acquired by BindView/Symantec in 2001. PV then founded Approva in 2002 which was sold to Infor/Lawson in 2011. PV co-founded ClearStandards in 2007 that was acquired by SAP in 2009. PV has been a General Partner at Novak Biddle Venture Partners, a \$600M early-stage, top-quartile technology fund, since 2009.

<https://www.linkedin.com/in/pvboccasam/>

Bill Anderson (Advisor and President of CIS mobile)

Bill is an entrepreneur and security technology leader with experience founding, funding, and operating multiple startups. He held executive roles at 8 public and private technology companies and worked in venture capital where he operated and exited a portfolio of managed security, quantum, and semiconductor design companies. He also served as Vice Chairman of Maryland TEDCO, a \$110 million early stage investment arm of Maryland State.

<https://www.linkedin.com/in/billranderson/>



Less bleeding, better healing®

Contact: Thomas Dann,
Chief Investment Officer
E-mail: tdann@cellphire.com
Phone: (240) 268-2489
Mobile: (202) 489-6200

Cellphire, Inc.

9430 Key West Ave., Suite 219
Rockville, MD, 20850

Industry: Therapeutic Biologics

Stage: Human: clinical (Phase 2)/pre-commercial; Veterinary: commercial

Headcount: 46, plus consultants

Future Non-Dilutive Funding: \$43M (BARDA) and up to \$30M (DoD)

Intellectual Property: 17 patents issued, 35 patents pending

Funding Target: \$3M bridge in advance of \$30M institutional round

Prior Funding: ~\$24M in equity funding, ~\$58M in non-dilutive BARDA, DARPA and DoD R&D funding

Use of Funds: General corporate purposes including additional animal and human clinical trials, Orphan Drug, R&D and expansion of manufacturing

Independent Auditor: E&Y

Law Firm: DLA Piper

Legal Status: Privately held Delaware corporation

Business Description: Cellphire, Inc. is a clinical stage cell therapeutics company that has harnessed the power of platelets with a disruptive technology allowing long-term stabilization of platelets in dry powder form at room temperature and revival simply by adding sterile water. This increases storage life from 5 days to at least 3 years and for the first time enables development of a wide range of transfusable hemostatics, advanced bio-therapeutics, and regenerative medicine treatments.

Opportunity: Platelets are the cells in the blood that stop bleeding and maintain the ongoing integrity of the vascular system. A unit of platelets is transfused in the U.S. on average every 17 seconds. Market research among healthcare providers indicates that there is a strong and increasing demand for platelets to address traumatic bleeding, thrombocytopenia, blood thinner reversal, + other indications. However, the use of platelets in treatment is limited because (i) platelets have only a 5-day shelf life and therefore the average hospital has only 2-3 days' supply, (ii) the typical 4-5 day old platelets are slow to activate and stop bleeding, (iii) room temperature standard platelets have a high incidence of pathogen contamination, and (iv) platelets are not readily available at many hospitals (<50%), first responders, in remote areas or in combat. **For just the acute hemostasis application, the global addressable market is >\$3.7 billion.** Cellphire is poised to capitalize on this opportunity. Safety and efficacy have been proven in animals to FDA's satisfaction, and human Phase 1 clinical trials showed wide safety margins. Cellphire can stabilize platelets at room temperature **for >3 years** and can address a wide range of indications.

Innovative Platform Technology: Cellphire's innovative cellular therapy platform technology allows Cellphire to harness the properties of platelets for multiple potential products addressing multiple \$B markets:

- **Acute Hemostasis:** Cellphire's lead candidate, **Thrombosomes®**, is an off-the-shelf platelet-derived hemostatic agent targeted to treat acute non-compressible hemorrhage and diffuse vascular bleeding in surgery, trauma, and where blood products are not routinely available. Packaged as a dry powder, it could be stockpiled in inventory at ambient temperatures for >3 years and rapidly reconstituted with sterile water for immediate use.
- **Broad Spectrum "Blood Thinner" Reversal:** Thrombosomes also have the potential to reduce bleeding in patients who are taking anti-coagulants or platelet inhibitors. Millions of patients take these drugs, and the leading complication is uncontrolled bleeding because the drugs inhibit platelets' ability to stop bleeding. Thrombosomes can be effective without the risk of taking patients off their blood thinners. This is a >\$3B global addressable market.
- **Prophylactic Hemostasis:** While Thrombosomes address acute indications involving *active* bleeding, Cellphire's next generation product, L-Thrombosomes, will be a long acting, shelf stable version of Thrombosomes that will have a longer circulation time and thus be capable of *preventing* uncontrolled bleeding among patients with chronically low platelet levels (thrombocytopenia) due to chemotherapy, radiation therapy, or other conditions. This is a >\$8B global addressable market.
- **Targeted Drug Delivery:** Cellphire is developing a method for targeted drug delivery by loading platelets with drugs prior to stabilization, thus enabling delivery directly to the tumor site. Achieving a therapeutic chemotherapy concentration at the target tumor site often requires maintaining very high concentrations systemically with attendant side effects. Our approach can deliver very high concentrations at the target site with lower concentrations in general circulation (<5% of systemic dose), thereby reducing risks and side effects of the therapeutic drug.
- **Regenerative Medicine:** Cellphire's platelet rich plasma (PRP) product **ThromboPRP™** promises for the first time "off the shelf PRP", a standardized and predictable replacement for autologous PRP in regenerative medicine. Cellphire is also developing **Thromboder™**, an advanced platelet-based topical hemostatic agent that could enable clotting, sealing and wound healing all in the same biodegradable application.
- **Veterinary Medicine:** Under FDA guidance, Cellphire's veterinary subsidiary BodeVet, Inc. has launched its first commercial product, **StablePlate RX®**, a canine freeze-dried platelet product to treat uncontrolled bleeding in dogs. **StablePlas™**, a canine freeze-dried plasma product, is under development along with other canine/equine products.

Capital Efficient Business Model: Cellphire's business model is extraordinarily capital efficient. To date the company has leveraged over \$125M in research and development contracts from the Biomedical Advanced Research and Development Authority (BARDA) and DoD. Cellphire's 2018 and 2019 revenues were \$10.4M and \$10.3M, respectively, and 2020 contracted revenues are projected to be ~\$16.5M. We estimate that beginning in ~2022 BARDA/USG could provide >\$100M in annual recurring revenues through Strategic National Stockpile purchases of Thrombosomes to treat acute radiation sickness in the event of a nuclear incident. As a result, Cellphire would become self-sustaining and potentially able to bring its commercial products to the market with its then existing capital resources.

Key Management Profiles:

Stephen H. Willard, CEO and Director: Before joining Cellphire in 2013, Mr. Willard served as Chairman of the Board and CEO of Flamel Technologies, S.A., a NASDAQ-traded biotech company. He previously served as Associate Director of Resolutions of the FDIC, where he was responsible for management and resolution of troubled banks. He also previously served as a director of ETB Holdings, Inc., E*Trade Financial Corporation and E*TRADE Bank. Mr. Willard is currently a member of the National Science Board.

G. Michael Fitzpatrick, Ph.D., President & Director of Clinical Research: Dr. Fitzpatrick leads Cellphire's clinical and R&D efforts. He has over 40 years of blood banking and biomedical experience as director of blood collection centers and hospital transfusion services. He was Chief Operating Officer of America's Blood Centers, a trade association representing non-profit, community blood centers in the United States and Canada (2003-06). Dr. Fitzpatrick was previously a Colonel in the U.S. Army and the Director of the Armed Services Blood Program (1999- 2003).

Rafael H. Jorda, Executive Vice President of R&D: Rafael Jorda is an internationally experienced scientific leader with more than 25 years of experience in private and public company management spanning 3 continents. He has managed the R&D, Intellectual Property, Production, and Business Development operations of companies in the pharmaceutical and biotech industries. He was a co-founder of Flamel Technologies (FLML) and led research and manufacturing, helping build it into a successful, publicly traded company. Previously, Mr. Jorda worked in the polymer research group of Rhône-Poulenc. He holds an MS in Chemical Engineering from Virginia Tech.

Anne Hale, DVM - Chief Technical Officer, BodeVet, Inc. (Cellphire veterinary subsidiary). Dr. Hale is a renowned expert in veterinary transfusion medicine. She founded Midwest Animal Blood Services, an internationally known blood bank and was CEO for Animal Blood Resources International which launched a new line of lyophilized blood products.

Thomas S. Dann, Chief Investment Officer: Mr. Dann has over 20 years' experience in technology investing and company building. He was previously Managing Director of two early stage venture funds, the Maryland Venture Fund and ECentury Capital Partners. Mr. Dann also formerly served as a director of Global Internet Ventures, LLC, as Founder and Managing Director of Castlehaven Advisors, LLC, and as a director of the Mid-Atlantic Venture Association.

Keith A. Moskowitz, Ph.D. MPM, Vice President of Discovery: Dr. Moskowitz has spent 25 years in technical, management and leadership positions in the areas of hemostasis, thrombosis, and chronic diseases. He is the author of over four dozen peer reviewed publications, abstracts and patents and is a member of the American Society of Hematology, The American Society of Clinical Chemistry, and The International Society for Hemostasis and Thrombosis.

Board of Directors

John Vogelstein (Chairman): Mr. Vogelstein is a special limited partner at Warburg Pincus. Mr. Vogelstein joined the firm shortly after its founding and served as President. Previously, Mr. Vogelstein was a partner of Lazard Freres & Co.

Lieutenant General (Ret.) USA James Peake, MD: General Peake is Senior Vice President of CGI Federal. Previously, he served as Secretary of Veterans Affairs. He is a retired U.S. Army Lieutenant General and served as the Army Surgeon General where he commanded 50,000 medical personnel and 187 army medical facilities worldwide.

Rodman Moorhead III: Mr. Moorhead retired from Warburg Pincus after a career spanning 37 years. His last position at Warburg Pincus was as Senior Advisor and Managing Director, Life Sciences practice. He is Chairman of the Board of The Taft School and a member of the Harvard Medical School Board of Fellows.

David I. Hirsh, Ph.D.: Dr. Hirsh is a Professor in the Department of Biochemistry & Molecular Biophysics at the College of Physicians and Surgeons of Columbia University, where he also served as Chairman of the Department and Executive Vice President of Research. He is Chairman of the Board of the New York Structural Biology Center and a Member of the Boards of Rockefeller University and the Agouron Institute.



D2Airport Inc. Executive Summary

Value Proposition	
<p>D2Airport is a new mobile airline baggage service that allows passengers to check-in baggage at a local hotel/resort/outlet pickup designation and have the pieces delivered by professional teams to the airport several hours prior to departure. Letting the passengers to go straight to the boarding gate; Enjoying the last day of their trip without the bags burden. The D2Airport technology platform will be integrated with partner airline systems and allows real-time monitoring of baggage location by the airline and passenger, saving them both time and money. D2Airport embraces the International Air Transport Association (IATA) vision of the “Passenger’s Journey of the Future” – a seamless journey</p>	
Investor Highlights	Quick Facts
<p>Challenge & Opportunity: The baggage check-in line is the principal pain point for the passenger, and the main bottleneck for the airlines and the airports. The passenger is currently experiencing a sub-optimal user experience when it comes to checking multiple pieces of luggage when traveling. The classic use cases are: Early Check-Out & Late Flight; and Family/Exhibitors/Groups. Airlines are desperately seeking new ancillary revenue. Per PwC: “Simply put, airlines must combat ticket commoditization by developing, alone or in partnership with global distribution systems, enhanced merchandising applications that will allow them to cross-sell and up-sell using their privileged access to millions of global travelers.”</p>	<p>Website: https://www.d2airport.club/</p> <p>Service Launch: December 2019</p> <p>Corporate Status: Delaware C Corp</p> <p>Headquarters Office: 1,600 SunLife Path Unit C159 Orlando, FL 32809 302-252-1046</p> <p>Industry/Sub-Industry/ Domain/Software Category: Air Transport/Airline Ground/Baggage Journey/ Mobile Baggage Check-in</p> <p>Law Firm: Reed Smith</p> <p>Bank: Chase</p> <p>Executives: Marcelo Madeira (Founder & CEO) John Fruin (CFO) Joao Barbosa (COO) Alec Cocchiario (CMO)</p>
<p>Market Positioning: D2Airport’s mission is help its customers have more pleasant travel days while using their time wisely getting to and while at airports. Our long-term vision is to combine this new service with existing airline offerings to create a seamless journey to the airline passenger. The total addressable market (TAM) for the baggage journey market domain is \$16B for US passengers that check one or more bags (Source: Airlines for America Survey 2016), while our 5-year business plan forecasts a CAGR of 5.71%.</p>	
<p>Proprietary Inventions: Our IP is a method, apparatus, and computer-readable medium for management and tracking of baggage on an external transportation carrier computing system. A provisional patent is pending.</p>	
<p>Solution Description: D2Airport’s new airline baggage pickup and check-in service includes a mobile application for travelers, a SaaS platform for administrators, and secured vans with certified drivers to transport the baggage. Our landing page’s booking process is: The passenger chooses the collection location with preferred collection time; staff driving vans equipped with bag check-in equipment will check in the baggage at the collection point; and baggage is delivered to the airport; Through our app, the customers will have the digital tracking of their baggage from origin to the departure airport due the use of a quality GPS device.</p>	
<p>Leadership Team: Founder & CEO is a seasoned B2B business executive and created the idea during the Stanford GSB Program. Our CFO, CFO, COO, and CMO have all been together from the start. Our advisory board has two former airline executives and one urban logistic expert.</p>	
<p>Traction: Last December, we launched the service in Orlando, FL in partnership with AZUL Airlines, created by JetBlue’s founder, having 228 registered customers, 40 bookings, 100% customer satisfaction, and a 6% conversion rate in a 2-month operation. Due to AZUL needs, we plan to expand this year to Fort Lauderdale, FL. This reflects our go-to-market strategy—to grow by airport and by airline.</p>	
<p>Business Model: Our business model is B2B2C in a revenue-share partnership with the airlines, allowing us to scale up with a low customer acquisition cost. The passenger pays for the service per bag collected: \$20 per standard bag and \$30 per larger bag. Two additional revenue streams are: to embed the service within the airline ticket as a complementary benefit for its VIP passengers and passengers book the service using miles of their frequent-flyer program.</p>	
<p>Financials: We are raising our seed round for \$1M to leverage our marketing/sales initiatives and to enhance our digital platform. D2Airport’s financial projections call for us to become a highly-profitable company over a 5-year period, with \$71.3M revenue and \$28.8M EBITDA by way of 4.3M customers, serving 48 airports.</p>	
<p>Exit Strategy: D2Airport has identified several M&A strategic acquisition options among airline and ground handling services companies, for getting acquired beginning in Year 4-5.</p>	

Executive Summary

Homebase.ai
Kansas City, MO

Founded
January 2016

CEO
Blake Miller
Blake@homebase.ai

Team
15 Full time, 10 part time

Dataroom: [Click Here](#)

Revenue
- 2018 Revenues \$308,000
- 2019 Revenue \$1M
- 2020 \$490,000.
- May 2020 projected MRR \$14,000

Traction
- 24 (~2200 units)
Active Buildings
- 8600+ Unts contracted,
~\$11M in Hardware Sales

Capital Raised to Date:
\$2,780,000, Strategic
Investment [JE Dunn](#)
Construction

Amount Raising and Stage:
Seed Round \$3,000,000
- \$1.6M committed

[Homebase](#) is a monitored smart apartment management platform. Homebase works with apartment owners and their management teams to make and monitor smart apartment buildings by installing WiFi/IoT infrastructure, smart locks, access control, energy management and more.

Homebase smart apartments enhance the resident experience, enabling the ability to unlock the door, get connected to WiFi and even pay their rent all from one app. Owners and managers can automate preventative and building management using the internet of things, resulting in on time rent collection, new revenue streams, a more efficient building and happier engaged residents.

The Market

90,000+ properties (15M+ units) existing properties of 50 units or more in the multi-family, student housing and senior living market combined with more than 500k housing units built each year. Market expansion includes single family rental, hospitality and commercial real estate.

Founding Team

Founded by Blake Miller, a serial entrepreneur and startup investor. Led Public Private Partnership of world's largest Smart City deployments in Kansas City, MO winning a 2017 Edison Award. Team and advisors include ex Google Fiber, multi-billion dollar construction and real estate development. Recently awarded [\\$3.2M in Missouri State Works Tax Incentives](#) over the next 5 years.

Partnerships

Major partnerships with Allegion (Schlage), Aruba, Leviton. Announced the first of it's kind partnership with [LG Electronics](#) in January 2020. First of its kind pilot with [Walmart InHome Grocery Delivery](#) launching in Kansas City and Pittsburgh.



RED CARPET ROCKS

Jewelry for a moment. Memories for a lifetime.

Women Love Jewelry, But It's a Complicated Relationship

- Designer fashion jewelry is expensive.
- Purchase is often a one-time use that results in buyer's remorse
- Social stigma associated with repeating looks.
- Staying on top of trends affordably is a challenge.

Our Solution "Rent It, Rock It, Return It"

Red Carpet Rocks is the first omni-channel platform that introduces global fashion jewelry brands to the sharing economy. Our model allows women to rent jewelry for any occasion, anytime!

OUR MISSION

To give women a chance to feel beautiful at every occasion.

To us, it's more than sparkle and jewels. It's an opportunity to make the beauty of the women we know and love so much more dazzling. By creating a red carpet experience that's accessible to all, we hope to help women of all kinds feel appreciated, confident, and their most radiant selves.

How does it work?

SELECT

Browse our collection of designer jewelry and reserve your favorite pieces. Enjoy complimentary shipping.

RENT

Revel in your red-carpet moment for 4 days and share your insta-worthy sparkle with #FlingWithMyBling.

RETURN

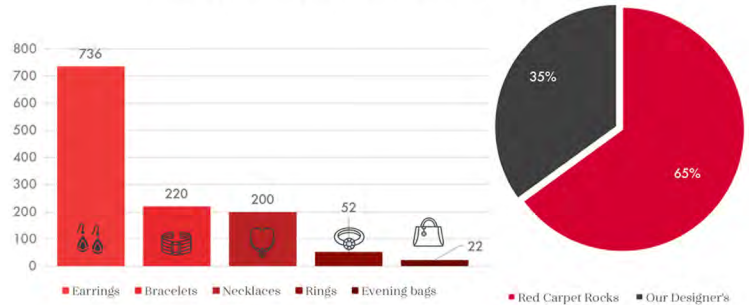
On the final day of your rental, use the prepaid label and drop your jewelry off at any FedEx location.



Our Revenue Model

75% of transactions	5% of transactions	20% of transactions
Rent	Rent to Buy	Buy
Rent 1 piece for: \$39	The rental price is applied towards the retail price.	Average retail price \$300.
Rent 2 pieces for: \$59		
Rent 3 pieces for: \$79		
Projected rentals per style = 20 AOV = \$106.67 Average rental ROI per style = \$682.50		

Our Current Inventory



Capital Raise and Use of Funds

\$1M (\$500k + \$500k upon milestone)

10,000
Orders

\$1M
In Revenue

3500
Customers

40% **MARKETING**

20% **INVENTORY**

20% **TEAM**

20% **SHOWROOM**

Founder: Urvi Tejani

- Launched Tejani in 2004, an upscale brick-and-mortar retail, wholesale, and e-commerce bridal fashion jewelry business that generated over \$2 million in revenue.
- Winner of prestigious industry awards The Knot of Weddings (2013) and Wedding Wire's Bride Choice Award (2012).
- Featured in multiple global fashion and bridal magazines and in 2009, made the most desirable O'List in Oprah Magazine.
- More than 13 years of experience in accessorizing thousands of brides resulting in 5-star reviews.



DIRECT INVESTMENT OPPORTUNITY

- Safe-Rx is modernizing the 50-year-old child safety cap with an easy to use locking mechanism. The opportunity has:
 - Up to \$2.5 billion revenue opportunity at 55%+ gross margin
 - Tremendous social impact by preventing 7 million teens from initiating drug abuse and 4.3 million pediatric poisonings over 10 years
 - An 8x manufacturing cost advantage and a 6x workflow cost advantage compared to its nearest competitor
 - Strong intellectual property protection with 10 existing patents on the cap enclosure and encoding process



SELECTED EXISTING CUSTOMERS

CONSUMER



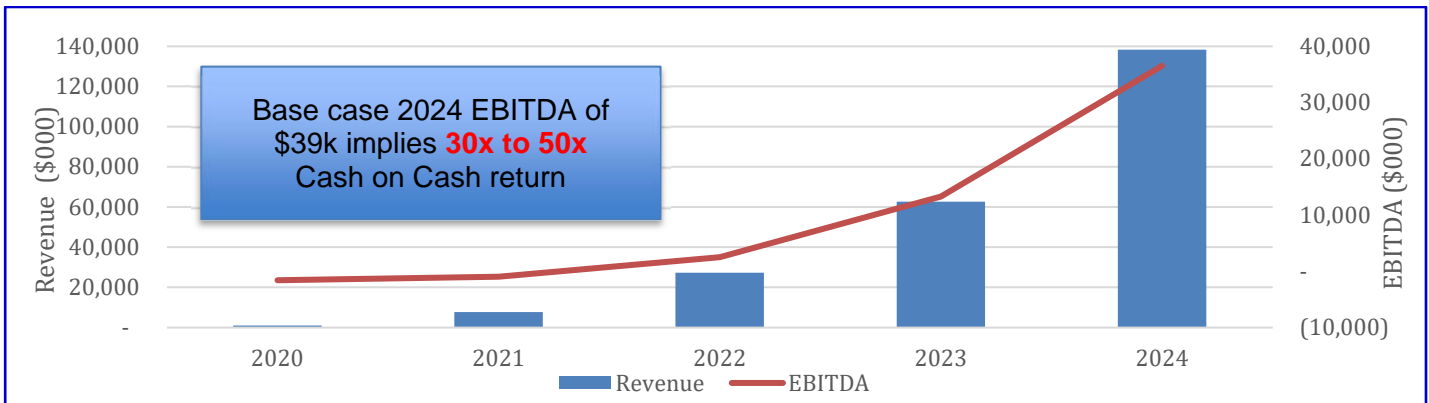
DISPENSING



WHY INVEST NOW?

- There are no longer-term consequences of the COVID pandemic on the Safe-Rx business prospects or potential
- Safe-Rx is on the cusp of achieving insurance reimbursement in clinical settings using existing codes, opening a \$2 billion plus revenue market
- The Company's consumer products are available in Walmart, Target & Wynn-Dixie, proving the viability of its consumer business and offering downside investment protection
- Safe-Rx is a social impact investment with a potential 50x cash on cash return led by a qualified and experienced leadership team with expertise in healthcare, consumer products and operations

PROJECTED ANNUAL REVENUE AND EBITDA FOR SAFE-RX



COMPANY BACKGROUND & STRATEGIC OVERVIEW

The Company expects to transform public health and consumer product safety through patented innovation that modernizes the 50-year-old child safety cap. Its initial patented and award-winning product, a locking prescription vial (LPV®), is sold under the Safe Rx® brand name to health systems, pharmacy retailers and treatment centers, as both a consumer retail product and in dispensing kits, and the Company expects to enter into additional packaging categories by licensing its intellectual property and umbrella brand to CPG companies in the longer term. The following chart illustrates the Company's current and future product lines:

	Consumer LPB® Product Line	Prescription Dispensing LPV® Product Line	Consumer Products Licensed Packaging
Business Opportunity	\$75 - \$100 M Revenue at 65% - 75% GPM domestically	Up to \$2.5 B Revenue at 55% - 60% GPM domestically	\$7.5 B + Revenue at 80% + GPM globally
Value Creation	Interim value creation from branding, CFO, and downside protection, but cannibalized by dispensing in long term	Discrete exit 2021 – 2023; IP retained for additional category monetization	Discrete exits via category-specific license sales OR royalty licensing over time
Mission & Impact	Families can protect teens from pilfering and toddlers from harmful substances	Prevent 7 million teens from initiating drug abuse & 4.3 million pediatric poisonings over 10 years	Eliminate all pediatric poisonings from all household consumer products

INITIAL AWARD – WINNING PRODUCT LAUNCH WITH SIGNIFICANT SOCIAL IMPACT

Safe Rx locking prescription vials (LPVs) cut off the number one source for teen drug abuse in the US, and are expected to generate a significant impact on the opioid epidemic. Over a ten-year-period, universal LPV dispensing of opioids would prevent an estimated 7 million teens from initiating drug abuse, while returning up to \$92 billion to the national economy in reduced health care costs, criminal justice expense and recaptured productivity.

In its consumer product line, the Company grew its retail location count from several hundred stores in January 2019 to almost 7,000 active or awarded locations as of January 2020, including all of Walmart and approximately 75% of Target nationwide.

In its dispensing product line, the Company sells to pain clinics, treatment centers and selected progressive health systems. The Company recently achieved reimbursement for its dispensing programs, a key catalyst for market growth. Its first reimbursement customer starting in 1Q 2020, a federally qualified health center (FQHC), will be reimbursing under existing CPT codes with Colorado Medicaid. The Company expects to exploit existing reimbursement eligibility for customers in other states under Medicaid and expand to private payers for FY2020 dispensing growth. The customer is one of two Medicaid pilot projects underway, authorized under Section 1115 waivers, with data available for use for marketing case studies and for going to the MED board for potential dissemination to Medicaid Directors nationwide. In addition to achieving reimbursement, the Company has also made progress towards meaningful regulatory catalysts, with active legislation in selected states that would require LPVs for Schedule II controlled substance dispensing.



POTENTIAL STATE & FEDERAL REGULATORY CATALYSTS

Status	Pending			Passed Committee		Passed Chamber	Signed into Law
State	Oregon	Michigan	California	Tennessee	Indiana	Ohio	California
Summary	Schedule II Mandate	Schedule II Mandate	Schedule II Mandate	Schedules II - IV Mandate	Schedule II Mandate	Schedule II Pilot	Pharmacy safe storage sales
Long Term Revenue Opportunity	\$20 million	\$66 million	\$162 million	\$41 million	\$31 million	\$72 million	\$162 million



Management

CEO: [Michael Luciani](#)

CTO: [Charlie Austin](#)

CSO: [Shola Farber](#)

CPO: [Tait Foster](#)

Industry: SaaS

Number of Employees: 14

Bank: Chase

Auditor: BKD

Law Firms: Perkins Coie and Executive Council

Amount of Financing Sought:

Total of \$3M to meet demonstrated demand in the nonprofit vertical. Have already closed \$2MM of this round.

Public Investors:

Reid Hoffman

Chris Sacca

Higher Ground Labs

Use of Funds:

- Integrations with CRMs that serve nonprofits and with payment processors for in-app grassroots donations
- Improving platform and API, including community features, user experience, and expanded set of actions to serve broader use cases
- Expansion of outbound sales team

Business Description: The Tuesday Company has built a supporter engagement platform, Team, to help nonprofits activate volunteers, grow membership, and raise money through the power of friend to friend outreach and digital organizing.

Problem: As campaign veterans, we experienced gaps in progressive politics and advocacy. To reach supporters, orgs rely on mass texts, emails, and ads that are scalable and affordable but impersonal and ignored. Meanwhile, their volunteers make cold phone calls and knock doors in a way that is authentic and personal but slow, expensive, and narrow.

Why Now: Engaging younger supporters is an existential problem for nonprofits. Younger donors prefer digital first communication, to build a relationship with an organization, to be a part of a community, and to volunteer, before they donate.

Solution: With Team, staffers build trackable relationships with supporters in a way that is scalable and affordable, and also authentic and personal - as well as 28x more engaging than the email list it replaces. Volunteers reach out to friends and post on social media in a way that is authentic and personal but also fast, affordable, and scalable - and 20x more effective than any other outreach.

Company Background: Team launched in the campaign market in 2017 and it has been used by over 2,000 campaigns nationwide from school board to presidential clients, generating over \$600k in revenue. Since 2019, Team has expanded into the wider nonprofit and advocacy market, fueled by the referrals of our campaign clients. In 2020 Tuesday Company has secured channel sale agreements with EveryAction and Blackbaud opening up access to their combined 50,000+ clients. In just January of 2020 this resulted in \$300k of new contract value sold to nonprofit clients.

Product: Team is a platform that acts as a central hub for staffers to organize and activate their supporters. With Team's chat features, staffers build relationships with new supporters at scale and can prompt and track actions. Team matches supporters' phone contacts against staffers' target lists, then prompts supporters to contact targets they know and to add other friends as new targets to the lists. On Team, staffers also direct supporters to share content on social media; this enables them to push narratives into real communities using trusted messengers and modern communication methods. Finally, Team is a powerful generator of consistent recurring donations.

Management:

CEO: Michael Luciani, Michael worked as a field organizer on the Clinton Presidential Campaign in 2016. He experimented on the ground with the tactics that became Team and his county was the only one in Michigan that voted Democrat in 2016 by greater margins than in 2012

CTO: Charlie Austin, after serving in the Marine Corps Charlie graduated from the University of Chicago with a degree in applied mathematics. He went on to work at GrubHub, Intent Media, Core OS, and ThoughtWorks as well as helping to found a code academy for Syrian refugees in Jordan.

CSO: Shola Farber, Shola worked at Politico on their sales and accounts renewals teams before joining the Clinton Presidential Campaign in 2016. Shola worked as a Regional Director for the campaign and brings practical experience in how to successfully sell to and retain campaign and nonprofit clients.

CPO: Tait Foster, after working in advocacy (on Capitol Hill and as the Political Engagement Director of the NY Immigration Coalition) Tait worked at Bloomberg Digital as a product manager and at New York Magazine as a Senior Product Manager. Tait brings a unique expertise in building digital funnels and in advocacy organizing.

Competitive Advantage: Team is a unifying relational organizing, social media, and messaging tool, and unlike any other product, it is a central community hub. Team is built for organizers, by organizers -- so it is easily integrated into programs and returns the data they need. Our co-founders are top field staffers from Democratic campaigns, sales and client relationship professionals, experienced technologists and engineers, and digital activists. We are uniquely equipped to meet the needs of volunteers as well as staffers, all while navigating the politics of politics.

Defensibility: Once supporters are in a Team, a strong digital community, it's very hard to move them to a new platform. This limits the ability of potential competitors to sell to our clients. In addition, we are building a powerful data set of the social graph of our users, their levels of participation, and interests. This helps us continually improve our client's efficacy.

Market Size & Target Customers: We built Team for campaigns and immediately received inbound interest from advocacy groups and nonprofits. US-based nonprofits, who operate with similar tactics and face similar problems as campaigns, spent \$61.5 Billion on outreach in 2017. 50,000 small (\$1-10M budget) and 15,000 large (more than \$10M budget) nonprofits represent our TAM in the nonprofit space, with a potential annual revenue of \$48,000/yr for small nonprofits and \$240,000/yr for large nonprofits. This represents a \$5 billion + market opportunity with only domestic sales.

Business Model: Nonprofits, including issue advocacy organizations, unions, campaigns, and state parties purchase a license to Team for a flat monthly rate, dependent on organization size and the population of the state where Team will be deployed. In purchasing this license to Team, organizations may onboard an unlimited number of staffers and supporters to this combined relational, social media, and messaging tool. In 2018 contract sizes ranged from \$1k/mo to \$60k/mo. Average contract value is \$120k over one year. A Team license comes with extensive training and support.

Distribution Channels: Our primary sales generator has been referrals. Secondary sales generator has been our sales team. I want to highlight our recent (2020) channel sales partnerships with EveryAction and Blackbaud. We expect for these partnerships to account for an increasing share of our lead generation and to lower our CAC. Our average cost to acquire a client is \$12k and is a 4 month sales cycle. Our average life time value of a client is \$70k. Our large nonprofit clients are sold on smaller pilot programs (average \$40k contract value) and convert to larger contracts (average \$180k contract value) after an average of 6 months. As more large clients convert we expect to see our average LTV of a client increase.

Competition: Our primary competition is Mailchimp (and other mass email products) and Hustle (and other mass texting products). The companies do not provide the same value as Team but they do compete for the same budget line. A company called Outreach Circle has a similar and competing product. Due to management decisions that alienated their potential customers they have been consistently losing market share over the last year.

Financial Projections:

	2020	2021	2022	2023	2024	2025
Revenue	\$2.4MM	\$4.2MM	\$13MM	\$26MM	\$52MM	\$97MM
EBIT	\$0.2MM	\$1.4MM	\$4MM	\$8.4MM	\$19MM	\$39MM

TRUST SCIENCE^o

*Credit Bureau 2.0™ “Properly Scoring Financially-stressed Borrowers”
Proven superior over Equifax, TransUnion, Experian & FICO*

Comparables: Visa recently purchased Plaid (10x bigger) for US\$5.3 Billion.
Lexis (RELX) recently bought emailage and also id:Analytics
Intuit recently bought Credit Karma (older/bigger) US\$7.1Bil.
Exit: Notionally in 2-4 years will go out for 10-20x. **Not a projection or Rep.**

Investor-Advisors: CFO of a top-5 global bank based in New York,
ex-CIO of FICO, Facebook’s ex-CFO, ex-CEO of NYSE-listed co., 18 YPOer’s,
Seattle’s “Unicorn Whisperer”, CEO (ret.) of \$1 Trillion Manulife.

Awards: “Smartest Startup” winner by Cherokee Media for
powerful scoring of financially-stressed consumers (50% of US adults)
Also a global Finalist amid unicorns (Fiserv, ACI) in the 20th Annual
International Banking Technology awards in London
re: Most Innovative Technology.
Also **“Red Herring North American 100” winner**.
Also, the CEO was named a CLA **“Leader in Lending.”**

Total Addressable Market = US\$1B fee revenue in North America, alone.
Scoring for \$402 Billion/yr of poorly-decision’ed subprime loans in USA.
Scoring for \$1 Trillion/yr of loans globally (already entered LatAm.)
Traction: Revenue +’ve in 2019. Ramp **enhanced** in the aftermath of COVID!

31 patents in 12 countries, mostly in US. More pending. These are **potent, value-enhancing barriers to entry:** A recent patent lawsuit filed by Trust Science in U.S. Federal Court forced a direct competitor to stop Trust Scoring!

ASKS:

I) 6- or 7-figure equity investments from HNW or U-HNW

US\$ 10M raised from 3rd parties, to date, into Common. No institutional investors. Extremely capital efficient.

Use of funds: Mainly Marketing, Sales & Customer Success.

Ultra-simple: 1-page subscription agreement for Common stock.

Series B-1 US\$7.5M of which \$3.7M raised. **\$3.8M remaining at \$4.50/share.**

Series B-2 US\$7.5M is priced at \$6.00/share.

Terms negotiable for a single raise of \$10-15M if “all in at once.”

II) Intro’s to Chairmen or CEOs of early-adopter customers

i.e. **Lenders** to underserved borrowers. Eg Auto lenders, short term lenders, installment loan providers, Consumer Finance co’s./POS Retail

Evan Chrapko, CPA, CITP, JD Chairman & CEO Evan.Chrapko@TrustScience.com
Tel. +1 (403) 585-3826 Founder of a similar but smaller co. that he sold for **US\$ 568 Mil.**



WILSON SONSINI

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.



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 or contact Pam Lubel at (240) 243-4049 or 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 global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contacts or compete.

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.



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.



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.

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
Tien	Wong	Founder & Host	CONNECTpreneur Community

PRESENTERS

First	Last	Title	Company
Actuated Medical			
Maureen	Mulvihill	President & CEO	Actuated Medical
AiLanthus			
Joshua	Schoen	CEO	AiLanthus
Ardent Privacy			
Sameer	Ahirrao	Founder & CEO	Ardent Privacy
Cellphire			
Tom	Dann	Chief Investment Officer	Cellphire
D2Airport			
Marcelo	Madeira	Founder & CEO	D2Airport
Homebase.ai			
Blake	Miller	CEO	Homebase.ai
Red Carpet Rocks			
Urvi	Tejani	Founder	Red Carpet Rocks
Safe Rx LLC			
Milton	Cohen	CEO	Safe Rx LLC
The Tuesday Company			
Michael	Luciani	CEO	The Tuesday Company
Trust Science			
Evan	Chrapko	CEO	Trust Science

ATTENDEES

First	Last	Title	Company
Jacki	Abbey	Founder	NorthPoint Strategy
Christian	Abera	Founder	
Fredric	Abramson	Founder & CEO	Golden Thread Technology, Inc.
Paul	Adler	Principal	Paul Adler LLC
John	Aggrey	CEO	The Unicorn Group
Jitin	Ahuja	Principal	SpaceJet Media LLC
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Fuad	Aliyev	CEO	Multipolar Analytics
Ronnie	Allon	CEO	Fast Locksmith
Alyssa	Alyssa	Account Executive -- Technology	Robert Half
Meir	Amarin	Managing Partner	GlobalStart
David	Anderson	President	Prestructure
Mea	Andrews	Founder	Haystack Conferences
Christopher	Antonopoulos	CEO	MRM
Basil	Argerson	Corporate Secretary	PHI, Inc.
Feyyaz	Arhan	CEO	Wahoo Delivery
Mitch	Arnowitz	Director	TuvelComms
Darrin	Auito	Partner	HEA Law PLLC
Justin	Ayars	Founder & CEO	Equality Rewards
Don	Bahlman	CEO	I Open Innovations

ATTENDEES

First	Last	Title	Company
David	Bain	VP Global Standards	TIA
Ronald	Baker	Business Development	Creatv MicroTech, Inc.
Milla	Bakgareva	CTO	Datrixo
Nick	Baklanov	Marketing Specialist	HypeAuditor
Mark	Baldino	CEO	Firebot Suppression
Joao	Barbosa	COO	D2Airport
Gil	Bar-Lev	Founder & CEO	HomeRoots
Bruce	Baschuk	Chairman	J Street Companies
Stephanie	Basil	Principal	Mavenlogic
Jordan	Basson	Business Development Manager	Packed with Purpose
Richard	Baum	Managing Partner	Consumer Growth Partners
Jeremy	Bauman	Managing Partner	New Dominion Angels
Erich	Baumgartner	Principle	Blu Crush
Sameera	Bazaz	Consultant	Self Employed
Jay	Beam	Managing Director	Adasel Global Partners LLC
Mike	Beirne	Managing Partner	TAG/Vetted Capital
Vincent	BenAvram	Founder	BenAvram Consulting
Arnaud	Benhamou	Member of Spring Startup Studio	Fedtech
Christopher	Bennett	Founder & Attorney	T-I-L(R) - Technology-Innovation-Law
Lester	Bernard	Managing Partner	Octopus Advisory
Dhawal	Bhanderi	Founder	Gutterbot
Meredith	Bixler	President & Founder	Avenue CM
Jaime	Boggio	Esquire, IP Law	Brandia LLC - Intellectual Property & Business Law
Enkh	Bold	Candidate	Bau
MariaFernanda	Borja	President & CEO	Latino Student Fund
Cathy	Bradley	CEO	CBE
Kristopher	Brower	Angel investor	
Barbara	Buchanan	Founder & CEO	MediaVax Inc
Marc	Burchman	EVP	Patriot Cyber Defense
Michael	Burke	Partner	Gravel Road, LP
Misti	Burmeister	Writer. Speaker. Chief Provoker.	Misti Burmeister
Matt	Butler	CBPA	Insperty
R.L.	Butler	Student	Georgetown Law
Ozan	C.	Strategy Advisor	Strategy Advisor
Bernardita	Calinao	Founder & CEO	Walkspan
Tarin	Calmeyer	Founder	RemoteTeamWellness.com
Christian	Camarce	Partner (Patent Attorney)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon Inc.
Katherine	Campbell	Director	Prelius
Adam	Caper	Founder & CEO	dineoutwith.us
Sue	Carr	President	CarrTech LLC
Michael	Catalanotto	Student	St. Johns University
Bobby	Caudill	CMO	ARle
Andy	Chalonec	Founder	Cost Caddies
Ruth	Chavez	PSS	SBDC
Rene	Chaze	Partner	Tiny Orange Capital
Mike	Chesser	Investor	Early Light Ventures
Jill	Chodorov Kaminsky	Real Estate Agent/Writer	
Kristin	Choi	Managing Director	DotLine Advisors
Gary	Clark	Founder	Gary Clark Incorporated
Andrew	Cohen	Principal	AGC Coaching and Advisory
Dan	Cohen	CEO	1995
Christopher	College	Managing Partner	TCP Venture Capital
Robert	Colorina	Director	AIAC Group
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Carissa	Consoli	Senior Associate	MaRS
Tomas	Cook	Sales	Cloudhawk.io
Susan	Coots	Financial Services Professions	New York Life
Artavia	Copeland	Administrative Assistant	National Institutes of Health

ATTENDEES

First	Last	Title	Company
Victor	Cora Nazario	COO	Soar Community Network
Ron	Corsetti	Principal	White Birch Analytics
Lucio	Corsini	VP Operations	Digicon Corporation
Luis	Cuneo	Co-Founder	Mojavie
Bobby	Cunningham	Associate	Van Heuvelen Strategies
Mike	Curry	Founder	Paratusec
Devon	Cury	Director of Advanced Planning	First Financial Group, LLC
Larry	Cynkin	Consulting CTO	GreenBar
Carmine	D'Aloisio	Founder	Global Business Diplomacy LLC
Yogesh	Dandiker	CEO	Celista Pharmaceuticals
Brian	Darmody	CEO	Association of University Research Parks
Lindsey	Davis	Client Coordinator	Davis & Associates P.A
Sherrod	Davis	Chief of Staff	Protenus
Stephen	Day	CEO	Day Capital Partners
Tahmina	Day	Partner	Day Capital Partners
Margot	De France	Managing Director	Entoro
Orlando	De Los Santos	Financial Advisor	Lee Nolan & Koroghlian LLC
Firaas	Deak	Founder	Sikeology
Hank	Dearden	Principal	Group 3D
John	Dearing	MD	Capstone Strategic
Vince	Deng	President	SAPA-DC
George	DeVaux	Vice President	Titan Systems Corporation
Mahesh	Dhillom	Member	Witan Partners
Cosmo	Di Tucci	CEO	AbleOne Systems srl
Holger	Dietze	Director Business Development	Aeronautical Systems Inc.
Sweeft	Digital	Head of Partnerships	Sweeft Digital
Ning	Ding	Founder & CEO	TagHawk Inc.
Bob	Dinkel	Director	RE Dinkel LLC
Q.	Do	Chief Impact Officer	Accelerate4KIDS
Jason	Dodier	Engagement Leader	AlphaStruxure
Lisa	Dorsey	Managing Partner	Innovative Capital Access
William	Drohan	CEO	Southeastern Capital Investments Holdings,LLC
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
James	Dunn	Partner	D Partners
Marian	Dvorak	Student	MSB
Howard	Eisenberg	President	Eurosort inc.
Akram	Elzend	President	Revival Homecare Agency
Will	Emmons	CRO	Renaizant
Mark	Esposito	Director	EY
Jorge	Estrada	CTO	CWPS
Herb	Ezrin	CEO & President	Potomac Business Group
George	Faber	Health Insurace Agent	usha
Sol	Fajardo	HR Manager	Agrofy
Christopher	Faranetta	Vice President	HyperJet Fusion Corporation
Richard	Faulkner	CEO	IQ Exchange
Dave	Feldman	Co-Founder	Virtues Matter
Mark	Feldman	Consultant	Independent Consultant
Katherine	Ferguson	Senior Vice President	Cooley
Leslie	Ferry	Founder	Brize
Elana	Fine	Chief Operating Officer	VWG Wealth Management, LLC
Chris	Forhan	Chief Growth Officer	Bytelion
Sanam	Foroughi	Research Analyst	Startup Bootcamp
Richard	Fu	Vice President	
Jamie	G	Student	Montgomery College
William	Galle	President	DPS
Chris	Galloway	Managing Principal	CBG Investments
Michelle	Gao	Manager	Deloitte
Marcos	Garciaacosta	Attorney	Marcos E Garciaacosta Law Group
Steven	Garofano	Co-Founder	Aqqaint

ATTENDEES

First	Last	Title	Company
Ali	Gerami	Founder	AllDOTs
Richard	Gersten	Manager	Urban Igloo LLC
Prasad	Gi	CIO	WeDoIT LLC
Rick	Gilchrist	CDO	Aurelius Data
Allison	Gillett	Sales Representative	Shoot2Sell Real Estate Photography
Keith	Gillette	Founder & CEO	TaskTrain
Matt	Good	COO	Savano Capital Partners
Jeremy	Grandstaff	Organization Development Consultant	S&G Endeavors
Mary	Granger	Professor	GWU
Greg	Grant	Partner	Shulman Rogers
Niki	Grant	Growth Business Consultant	TriNet
Daniel	Grassinger	Sr. Manager Investment & Expansion	Bavarian U.S. Offices for Economic Development
Jeff	Green	Business Development Manager	Prince William County Virginia
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Josh	Greene	Owner	The Mather Group
Matt	Grieb	Financial Advisor	Raymond James
Adam	Grill	CEO & Group President	Odyssey Group
Collin	Groves	MBA Student	Georgetown University
Neal	Gupta	CIO	KiwiTech
Jolene	Gurevich	Manager	Mtech Ventures
Alisa	Gus	CEO	WishKnish
Robert	Guzman	Tech Mentor	NYPL
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Mark	Haas	CEO	Association for Enterprise Growth
Jim	Hadley	CEO	Tiber Solutions, LLC
Brenda	Hali	CEO	Bumblebee Data
Jennifer	Hammaker	CEO	Red & Rugged
Reyad	Hantash	Partner	HumanityCorp
Aja	Hardy	Director, gBETA Cleveland	gener8tor
Angela	Harpalani	CEO	Dimensional Concepts
Najia	Hasan	Director, Programs & Events	Board of Trade
Jim	Hatch	Co-Founder	Total Home
Chris	Haug	Director	Startup Grind, Columbia Chapter
Claude	Hayn	Advisor	AdJumps
Deborah	Hemingway		Self
Markus	Hempel	Director	GTAI
Stephanie	Hessler	Consultant	Proctor Gallagher Institute
Tom	Hicks	Principal	Offit Kurman
Tim	Hijazi	Principal	Tim Hijazi
Laura	Hill	VP, Product	EquiFi
Scott	Holec	CEO	eTERA Consulting
Rich	Holloman	CEO	Mobodyne LLC
Alyse	Holstein	CEO	HPG Partners, LLC
Charles	Holt	Hospitality Entrepreneur	Boutique Hospitality Consultants
Sarah	Hostyk	Founder	WorkStrive
Helen	Huang	Student	University of Bristol
Beverly	Hudnut	Founder & CEO	On Your Behalf
Aliya	Hulse	CEO	MWM Systems, LLC
Timm	Hwang	Private Equity Associate	GEF capital
Jay	Ibarra	Account Executive	Advanco
Eric	Ingram	CEO	8th Continent Technologies
Akmal	Islomov	IT Consultant	Private
Jon	Jackson	CEO	Mobile Posse, Inc.
Moe	Jafari	CEO/Investor	CORAS Inc
Julie	Jakopic	CEO	iLead Strategies
Jordan	Janawitz	Account Executive	Robert Half Technology
Keyauna	Jenkins	Student/ Startup Founder	Keijen
Hubin	Jiang	CEO	WioWise, LLC
Katharine	Jiang	Chief of Staff	#MovingForward

ATTENDEES

First	Last	Title	Company
Lanxin	Jiang	Senior Associate	PricewaterhouseCoopers LLP
Menglin	Jin	Founder	Menglin S. Jin
Kevin	Johnson	Managing Director, Venture Banking Group	Signature Bank
Nat	Jones	Partner, Exec Search - Finance/Accounting/HR	CORDIA
Timothy	Jones	Managing Principal	TBJ Investments, LLC
Woodrow	Jones	Co-Founder	TaDaah!
Jonathan	Julion	IT Consultant	Unsigned
Kashyap	Kabaria	COO & Co-Founder	margenius
Shahed	Kader	Managing Attorney	Kader Law
Shoshi	Kaganovsky	CEO	Sensoleak
Marcel	Kaminstein	President	MediaLabCBG
Sathiya	Kannan		
Megan	Kapral	n/a	n/a
Ashok	Kapur	CEO	Hawkeye Medical, LLC
Chirag	Kariya	Clinical Research	BN
Tanveer	Kathawalla	Founder	Pioneer1890
Robert	Katz	Executive Director	World Innovation Network
Stephanie	Katz	CEO	CETA Benefit Consulting
Evan	Kaufman	Executive Director	Southeast Fairfax Development Corporation
Marc	Kaufman	Partner	Rimon PC
John	Kealey	Investor	
Christian	Kearney	Program Instructor	Close Up
Hanna	Kebbede	Principal	HanmarK, LLC
Jim	Keeney	Founder & CEO	Dapt
Joe	Kessler	Managing Partner	Next-Stage Development Group
Stephan	Ketterer	Analytics Manager	Neustar
Mahnaz	Khazari	Real Estate & Mortgage Broker	MK Finance Co
Vilma	Khmaladze	CIO	Openix Solutions LLC
Jonathan	Kindberg	Sales Engineer	CloudHawk
Neil	Kleinberg	CEO	DiliVer
Robert	Klinger	President	Klinger Insurance Group
Hryhorii	Klochnyk	Product Designer	Movadex
Alex	Knight	VP, Business Development	Cooley
James	Knupfer	CEO	CANDIDLY
Eric	Koefoot	CEO	PublicRelay, Inc.
Marty	Koev	Managing Partner	Koev Brothers Private Investor Group
Sotti	Koev	Managing Partner	Koev Brothers Private Investor Group
Paul	Korkemaz	Principal	XPRT LLC
Nick	Kovacic	Partner	Nicholas Companies LLC
David	Kratochvil	Managing Partner	Vista Capital
Rick	Kris	Advisor	Lightsense Technology
Sumanth	Krishnamurthy	CEO	GDS
Danielle	Kroo	Director of Business Development	Global Good Fund
Max	Kryzhanovskiy	President & CEO	MOS Creative
Yuvraj	Kshirsagar	Manager	Startup
Anil	Kumar	Software Architect	Deephouse.io
Michael	Labriola	Member	Wilson Sonsini Goodrich & Rosati PC
Jose	Laguna	Founder	Rook3
Raymond	Lakings	Chief Visionary Officer	Ur PC
Sarah	Lane	Innovative Technology Coordinator	UMCES/DNR
Brian	Lang	Vice President	iVision Consulting
Melissa	Larsen	Owner	Bold Performance Productions
David	Lashmanov	CEO	Carrello
Janet	Lawrence	Founder	Harmony Surgical Services
Terry	Leach	Founder & CEO	Astrolytes
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
Esther	Lee	CEO	Refraction
Jeannette	Lee	CEO	IIA Technologies
Lucy	Lee	CEO & Vice Chair	HS Manufacturing Group

ATTENDEES

First	Last	Title	Company
Stephanie	Lenard	Practice Analysis	Symplast
Khumiso	Letlhogile	Student	LSE
Adam	Levin	CEO	Information Experts, Inc.
Stephanie	Li	Director	NMPA
Jim	Liew	Professor	Johns Hopkins
Toby	Lin	Founder & CTO	Cyber Skyline
YJ	Lin	Program Manager	Dell
Barry	Lipsy	Principle	BNLipsy & Assoc
Andrea	Liu	IO	TLFO
Xiaonao	Liu	COO	Nanobiofab
John	Lloyd	CEO	idyoma, inc.
Cody	Locke	Chief Innovation Officer	The Center for Advancing Innovation
Bob	London	CEO	Chief Listening Officers
Terri	Lopatka	President	CarrTech LLC
Kent	Lopez	Founder	Growth Advize
ELP	LTD	Director	Elp Studio
Pam	Lubel	Vice President, Membership	Maryland Tech Council
Philip	Luca	Partner Executive	AWS
Dennis	Lucey	Vice President	AKIMA
Rohan	Luktuke	Software Engineer	deephouse.io
Jackie	Luo	Principal	BAM Advisory
Zhongwen	Luo	Ph.D.	University of Virginia
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Mark	McMahon	Director	McMahon management
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ATTENDEES

First	Last	Title	Company
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