

Big Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

August 26, 2020

CONNECTPRENEUR.ORG

AGENDA

WEDNESDAY, August 26, 2020

All times are Eastern Daylight Time

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

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

11:25-12:15pm | ROCKET PITCH SESSION

Companies will be introduced by:

- LISA FRIEDLANDER, Business Dev. Manager, NEXT by Shulman Rogers**
- ELISA SIELSKI, Associate, Wilson Sonsini**

PRESENTING COMPANIES:

SurgiPrice – DR. SANJAY PRASAD

Givio – GARY CARR

CarrTech – SUE CARR

Intrommune – ERICK BERGLUND

Amplify Exchange – JUSTIN TABB

Chekmate – JIMI TELE

Radiate Buzz – DAN FRUMKIN

Nexus Private Capital – CORT CHALFANT

Airgility – PRAMOD RAHEJA

**12:15-1:00pm | VIRTUAL NETWORKING
(via Private Message)**

SPEAKERS



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

Tien Wong is a tech entrepreneur and investor. He is CEO of Opus8, Inc. which makes tech investments and helps VC and PE funds and companies raise capital. Opus8's Phoenix Fund invests in remarkable entrepreneurs who are changing the world through disruptive technologies. Sectors include fintech, health tech, marketing tech/CRM and cyber.

Tien is Chairman of Lumious, a provider of advanced tech training and mobile e-learning solutions to Fortune 500 customers, and is also Chairman of Lore, an IT and BPO services company. Tien was co-founder and CEO of CyberRep, Inc. until its acquisition in 2003 by a "Fortune 500" company. CyberRep was one of the world's largest CRM companies with 2,300+ employees and \$80+ million in revenue. Today, the CyberRep business units are divisions of Xerox and Conduent with over \$2.5 billion in revenue.

A recognized international expert in CRM, direct marketing, and BPO, Tien has presented at dozens of conferences globally and has been featured on ABC, Fox, NBC, and CNBC, as well as in Time Magazine, The Washington Post, and Inc. Magazine,

In 2001, Tien received the Ernst & Young Entrepreneur of the Year award and was inducted into the EY Entrepreneur of the Year Hall of Fame. He was a Washingtonian magazine "Tech Titan" in 2017, 2018, and 2019 as well as a 2012 and 2013 Washington Business Journal Power 100 selection as one of the regions' s most influential leaders. Tien was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which oversees \$84 million in VC allocations; he serves on several boards including the Investment Advisory Board of the Commonwealth of Virginia's Center for Innovative Technology GAP Fund. He is a Mentor at the Conscious Venture Lab and Mach37 Cybersecurity accelerators. Tien is an Entrepreneur in Residence at Georgetown University and a graduate of Dartmouth College.



9715 Medical Center Drive, Suite 201
Rockville, MD, USA 20850

www.surgiquality.com
www.surgiconnect.com
www.surgiprice.com

Sanjay Prasad MD FACS
c. 3018073840
sprasad@surgiprice.com

COMPANY DESCRIPTION

BUSINESS DEVELOPMENT

MANAGEMENT TEAM

Founder & CEO: Sanjay Prasad MD FACS

COO: Jack Nelson
Customer service champion
Former COO for Coventry Health, presiding over management of 11M members

CTO: Dilip Manek

Board of Directors:
Sanjay Prasad MD
Karen Ferrell,
Former Aetna, Cigna, Prudential Executive
Tim Meyers

INDUSTRY

Healthcare Services & Technology

STRATEGIC RELATIONSHIPS

Medical Cost Sharing Plans
Third Party Administrators (TPAs)
Blue Cross Blue Shield Health Plans
National Surgeon Networks
National Surgery Center Networks
National Hospital Networks

CURRENT INVESTORS

Sanjay Prasad MD
Founder invested \$2,000,000

FUNDING TO DATE

Total previously invested
\$2,410,000

FINANCING SOUGHT

\$1,000,000

USE OF PROCEEDS

Execution of Health Plan Contract,
Technology, Call center, Sales and
marketing, working capital

LAW FIRMS

Cooley

SurgiPrice sends "RFPs for surgery," when employees are in need.

COVID19 pandemic has created an unexpected opportunity to reset surgical healthcare utilization in the US.

Pre-pandemic, employers were suffocating from annual double-digit increases in healthcare costs and their employees were trapped in unaffordable high deductible health plans, restricting access to care and access to actionable data to make well-informed decisions.

Solution:

A personalized concierge helps upload patient records to the SurgiQuality HIPAA-compliant cloud, for distribution to surgeons through the SurgiConnect app. After review, surgeons validate medical necessity, report on their past experience with the procedure (# of cases performed, success rates and complication rates) and, with their facilities, state a bundled price.

Patients choose their surgeon based on cost, surgeon's past outcomes, and convenience.

Value Proposition

Patients

Prevent unnecessary surgery
Explore alternatives to surgery
Connect to high outcome surgeons
Zero deductible options

Employers, Health plans

Reduce costs and with higher quality
Avoid Catastrophic Claims

Surgeons, Surgery Centers and Hospitals

Access to new surgical cases
Prompt payment

Business Revenue Model

1. Per employee per month subscription fee
2. Concierge Fee per case
3. Savings Percentage Share

Anticipate contract signing with Cost Sharing Plan (30,000 members) within 30-60 days, for January 2021 start. (annual revenue potential \$3M- \$10M)

Pipeline:

- Stop Loss Carriers (100,000 members)
- Multiple other Cost Sharing plans (465,000 members)
- State-wide Blue Cross Blue Shield Plan (3,500,000 members)
- Blue Cross Blue Shield Association (37 BCBS plans with 60,000,000 members)

Providers:

National Footprint
15,000 surgeons, surgery centers and hospitals on the platform

	2021	2022	2023
Revenue (1000s)	\$4,480	\$21,035	\$40,618
Profit (1000s)	\$4,116	\$20,210	\$39,013
EBITDA (1000s)	\$1,160	\$15,444	\$33,532

"The forecasts are not guarantees of performance. They are forward-looking statements that are subject to a number of risks, uncertainties and assumptions and should be read with caution. These forecasts are subjective in many respects and thus are susceptible to interpretation and periodic revision based on actual experience and recent developments. While presented with numeric specificity, these forecasts reflect numerous assumptions made by our management with respect to industry and financial conditions and other matters, as well as general economic conditions, many of which are beyond our control. Accordingly, our actual results may vary significantly from these forecasts."



www.Giv.io | Gary Carr, CEO | Gary@Giv.io | 571.242.2313
Herb Ezrin, Financial Advisor | hezrin@potomacbizgroup.com

DESCRIPTION

Givio is the first charitable giving software platform designed to meet the needs of the Giver. Applying new economy innovations to a large but latent industry, Givio turns giving into a **frictionless experience** while disrupting a marketplace of competitors that are ignoring the most important person in the gift transaction – the donor. Givio focuses on B2B channels to speed market capture.

PROBLEM

Since the introduction of technology to charitable giving, 20 million Americans have stopped giving to charities. Younger generations are disconnected and not making up the loss. Why? Because automation is making the giving experience worse not better, by just automating bad process - long forms, required registration, little privacy, poor UI, spam.

SOLUTION & VALUE PROPOSITION

One easy-to-use mobile platform for all Givers, whether they are individual donors, small businesses, or campaign organizers. Givio is **infinitely sharable** across social media, available on business communication platforms like **Slack**, with modern **in-device payment methods**, supporting 1.6 million charities and schools. Development of a **crypto-conversion** option is underway.

MARKET

- \$292 billion given by individuals (TAM)
- \$20 billion recovered from lapsed donors, capturing 1% of the workforce (SAM)
- No market leading software focused on Givers

BUSINESS MODEL

1. Highly scalable, driven by # of users, increases in annual giving, and 1-to-many campaigns and channels
2. Free accounts for all users
3. 3% admin fee on donations
4. Subscriptions (reporting, peer metrics, communication tools) for companies and nonprofits (beginning 3Q 2021)

REVENUE PROJECTIONS

	2020	2021	2022	2023	2024	2025
Revenue from Donations	\$ 15,252	\$ 510,230	\$ 3,684,780	\$ 11,338,440	\$ 25,392,816	\$ 53,412,754
Revenue from Subscriptions	\$ -	\$ 123,287	\$ 1,402,960	\$ 4,297,034	\$ 8,744,818	\$ 15,576,410
Total Revenue	\$ 15,252	\$ 633,517	\$ 5,087,740	\$ 15,635,474	\$ 34,137,634	\$ 68,989,164

MILESTONES TO DATE

1. \$500k founders capital invested
2. MVP release includes personal giving 1.6M charity profiles, Campaign sharing, Slack app
3. Business reporting and Market Stack completed
4. 19 pilot giving programs

LEADERSHIP, FOUNDERS

Gary Carr, CEO
20 years charitable giving software
3 successful exits



Cindy McLaughlin, CMO
15 years building brands, launching products



Abhi Patwardhan, CTO
300 mobile products delivered
Gannett, AOL, 2 startups



Brandon Fix, VP Sales
18 years biz dev, corporate sales, giving software



Legal: Cooley
Accounting: Hertzbach
Banking: Bank of America



INVESTING IN GIVIO

Amount raising: \$1,500,000
Round: Seed

User of Funds: Customer acquisition, channel development
Product innovation, Crypto completion
Subscriptions



Executive Summary CarrTech LLC

Business Description:

CarrTech has developed a safer, quicker, easier, way for preparing injectable medications packaged in glass ampules.

Customer Problem: The current method for preparing injectable medications can lead to dangerous glass shard medication contamination, presents a high risk of needle stick injuries, and wastes preparation time.

Solution: CarrTech has developed an all- in- one filter device (Filter Removal of Glass, FROG™) which cuts medication preparation time in half, and ensures that the process is performed correctly. The FROG™ has a combined filter and a single hypodermic needle all in one, simplifying the medication preparation process and virtually eliminating the possibility of needle stick injuries.

Target Market:

Our initial target market will be the U.S. hospitals within the healthcare sector, additional market segments include surgical centers, ambulatory care centers, compounding pharmacies, the department of defense, dentists, veterinarians, and home infusion companies. The target U.S. market is estimated at \$400 million and over two billion dollars globally.

Team:

CEO and founder Sue Carr RPh developed the FROG™ as a result of personal experience preparing intravenous medications. CFO, John Brzezinski is experienced with early stage medical device companies. Vice President, John Nazarro RPh and Terri Lopatka RPh, secretary, both have extensive pharmaceutical hospital experience. CTO, Gary Lopez, a software engineer, helps with technology related issues. Our future plans include recruiting a marketing professional to our team. Richard Hughen- TEDCO business advisor, Patricia Royak, Salisbury University advisor.

Competitors / Competitive Advantage:

Our competitors are big needle Pharma companies- Becton-Dickenson and B-Braun. CarrTech has 3 U.S. patents and 1 Canadian patent protecting FROG™ which is the only all-in-one needle and package filter device in the marketplace.

Business Model:

CarrTech will sell the FROG™ through existing hospital supply chain and distribution networks post – FDA approval, with a focused marketing and sales team that will both support the channel and seed interest in the product with industry thought leaders. CarrTech will work through contract manufacturers to develop final packaging and scale manufacturing. MethodSense is CarrTech’s FDA consulting company has prepared a and submitted a pre-submission package to the FDA for 510-k Class II medical device submission. Meeting scheduled early September 2020.

Use of Funds:

Asking for \$600,000 for: Prototype design and testing (300K), packaging, pilot production, preparation and submission to FDA (300K).

Contact Information:

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Frederick, MD 21704
Suecarr@carrtechllc.com
301-694-2999 ext. 5005
<http://www.carrtechllc.com>

Industry:

Medical Device for
Healthcare

Development Stage:

Startup, 3 US Patents, 1
Canadian patent.
prototypes built and tested

Year Founded:

Founded March 2012

No. of Employees:

5 deferred salaries
1 Part time with salary

Funding opportunity:

Seeking \$600,000 - FDA

Use of funds:

Prototype, development
FDA- 510 k Class II medical
device submission

Current Monthly Burn Rate:

\$3000.00

Current Monthly Revenue:

\$31,500

Existing Debt:

0

Capital raised to date:

Friends and Family:

\$221,500.

TEDCO:

\$50,000

Salisbury University:

\$10,000

Frederick County, MD:

\$4,800

Financials (USD)	2020	2021	2022	2023	2024
Revenues	\$0	\$509,794	\$3,912,950	\$10,223,064	\$16,748,424
EBITA	-\$499.967	-\$1,431,648	\$759,913	\$1,628,269	\$4,081,176

Financials

Pre-Money Valuation= \$2,000,000

MANAGEMENT TEAM

CEO - Michael D. Nelson, JD

CSO - Erick Berglund, PhD

CLINICAL GUIDANCE

Dr. William Reisacher - Weill Cornell

Dr. David Fleischer - U. of Colorado

Dr. Matthew Greenhawt - U. of Colorado

Tonya Winders - CEO, Allergy & Asthma Network

CONTACT

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+1.646.494.8432

eberglund@intrommune.com

+1.646.770.2533

USE OF INVESTMENT FUNDS

IND submission to FDA

- CMC / stability validation
- Phase Ib study
- IP maintenance and expansion
- G&A

LAW FIRM

Andrew Abramowitz, PLLC

COMPANY

Intrommune Therapeutics is a biotechnology company developing patient-friendly therapies for the treatment of food allergies. The company's oral mucosal therapeutic platform is based on the well-accepted principles of allergy immunotherapy. Immunotherapeutic agents are regularly administered to areas of the oral cavity with the highest likelihood of decreasing allergy symptoms, gradually desensitizing the immune system to specific foods.

TECHNOLOGY

- Oral mucosal immunotherapy (OMIT) is administered via a specially formulated toothpaste that incorporates and stabilizes allergens (food proteins)
- Toothbrushing brings allergens into contact with specialized immune cells throughout the oral cavity

PLATFORM ADVANTAGES

- Completed proof-of-concept clinical investigation validates OMIT approach
- Published study data consistent with safety and adherence advantages over other allergy immunotherapies
- Global IP portfolio protects OMIT products at least through 2034; Twenty-five patents issued thus far; global prosecution ongoing

PRODUCT PIPELINE

- Lead product is INT301 for treating peanut allergy
- INT301's efficacy is driven by (1) OMIT's optimization of administration and (2) integration into daily tooth brushing routine for consistent, long-term adherence
- Pre-IND meeting completed; Agency agrees with company plans for
 - ✓ IND submission material
 - ✓ Phase Ib study plans with an abbreviated up-dosing regimen
- Follow-on products will treat other common food allergies such as egg, milk, and tree nuts

MARKET

- Over 3 million people (including 1.6 million children) in the US suffer from peanut allergy at a cost in excess of \$6 billion annually
- Prior to 2020 there has been no approved treatment for any food allergy other than strict avoidance

COMPETING LANDSCAPE

Two comparable companies have food allergy products in clinical development:

1. Aimmune Therapeutics (AIMT)

- Patients ingest daily measured doses of characterized peanut protein
- Efficacious but significant side effects
- Palforzia for peanut allergy approved Jan 2020
- \$160mm IPO in August 2015. Current market cap is \$900 million*

2. DBV Technologies (DBVT)

- Daily dose of peanut protein delivered by skin patch
- Long period (~2 yrs) required before protection begins
- Only effective in pediatric (<12 years)
- FDA did not grant approval on Aug. 4, 2020 due to the impact of patch-site adhesion on efficacy



Intrommune's Food Allergy OMIT Platform Optimizes Safety and Efficacy

Food allergy thought leaders anticipate Intrommune's OMIT toothpaste delivery approach to be safer than peanut protein ingestion, while activating immune desensitization faster and more reliably than skin patches. Importantly, many clinicians agree that OMIT has an optimal design for food

Contact:

Justin Tabb, CEO

**4 Market Sq 403
Knoxville TN 37902**

jt@amplifyexchange.com

+1 212 235 5330 x 9011

**Law Firm: DLA Piper &
Goodwin Proctor**

Gap Funding Seed Round:

\$300,000 - \$1,000,000

**Loan, Convertible Note or
Direct Equity**

**12.5% equity available at a
6M Valuation**

**Signed Term Sheet for
Series A available under
NDA**

**More information about
large exchange interested
in acquisition available
under NDA**

September 4 2020 cutoff

Problem:

Normal users cannot effectively take advantage of the digital assets or the best features that blockchain based technologies are capable of due to disparate systems and difficult interaction touchpoints.

Solution:

Amplify brings fiat onramps and offramps in local currencies by region with the ability to trade direct for altcoins, removing fees and delays along the way. With our Crypto Market Sweep Vehicle users will be able to benefit from Interest Bearing Accounts while allowing Amplify to generate revenue from AUM based lending. By then integrating Decentralized Financing into the exchange you have a one-stop solution for people all over the world to take advantage of the best the blockchain has to offer in a single location.

Traction:

Launched 3 December 2019 - \$45M+ in Trading, \$30M+ of that in the last 90 days, \$12.4M+ in last 30

Outpacing projections by 68.33% each month on average

Euro & GBP Fiat Pathways Live

Approved for 18 More Fiat Currencies within the Silvergate, InCore, Clearbank Network

Proprietary Profit & Loss System v1 Available in Brokerage

Proprietary Crypto Market Sweep Vehicle can be completed in 90 days with proper funding and already has interest from Top 5

Futures Exchange about licensing

Signed Term Sheet for 12.5M for 50% non-voting shares on table, restrained by travel, copy available under NDA

Approached top 5 crypto exchange for full acquisition of Amplify Brokerage available in 150+ countries, human translated into 10

languages, onboarding supports non-latin based character sets

like Arabic and can provide onboarding with document level

verification and background screening for KYC/AML in 2-5

minutes, deep liquidity network, no trading fees above spot pricing enables us to deliver on average 1.4% more Bitcoin per trade than

industry leaders like Coinbase

Challenge:

Closing of Series A round delayed due to travel restrictions until end of September.

Opportunity:

Invest at a 75% discount from Series A that will be closing within 60 days.



VALUE PROPOSITION

BRIDGING THE GAP BETWEEN ONLINE AND OFFLINE INTERACTIONS

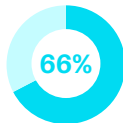
Chekmate is a dating marketplace designed to facilitate genuine connections by bridging the gap between online and offline interactions using a data driven and personalized AI approach.

PROBLEM

- Lack of authentic connections
- Lack of safety in the dating community
- Decline in local business and venue traffic
- No current full cycle dating solution
- Poor user retention



of Americans fabricate parts of their dating profile



of people on dating sites actually end up going on dates

SOLUTION



Text free messaging environment



End to end dating experience



Catfish proof community



B2B partnerships & integrations

TRACTION



1099
Users



16,626
Swipes



7M 38S
Daily user engagement



6
Affiliate partnerships

MARKET OPPORTUNITY



117 million
singles



\$1,596
\$ spent per year
on dating



\$186.7
BILLION
Potential
market



2020
US Dating Services
Industry



2023
US Experiences
Economy

REVENUE MODEL

OUR REVENUE MODEL IS B2B2C.

It is based on partnerships and integrations that facilitate an end-to-end date experience, both virtually and IRL.

ASK

\$1.75M FOR MARKETING, OPERATIONS AND PRODUCT UPDATES.

TEAM

30+ years of tech experience with: Mastercard, Curb, Google Cloud, Homeland Security & more.

Anurag Yadav
Senior Software Engineer

Landon Ferrier
VP Engineering

Sonia Polyzos
UI/UX Designer

Jimi Tele
Founder & CEO

Lauren Smith
VP Marketing

Walter Mitchell
VP Product

LAW FIRM

Wilson Sonsini

EMAIL

investors@chekmateapp.com

LOCATION

Washington, DC

WEBSITE

chekmateapp.com

Empowering Remote Sales Teams to Share Knowledge and Stay Informed

RadiateBuzz’s advanced AI sales platform, **JustSoldIt (JSIt)**, intelligently matches remote salespeople working on an opportunity to just the right internal team members to gain experience, expertise, and knowhow. JSIt’s metrics yield a host of new analytics unavailable with any other tool, that enables the identification of emerging trends, best practices, and alerts management to the need for interventions. The key to this process is JSIt’s *patent-pending* data analysis and matching algorithms, the drivers of our AI engine. A perfect solution for today’s virtual sales environment. When company knowledge flows unimpeded, on-demand, the odds of winning improve by 21%.

Company Background: The co-founders, have spent their careers in sales and marketing and know full well that existing sales tools are inadequate. We set out to change that dynamic with a revolutionary service aimed at disrupting accepted approaches. We completed our conceptual market surveys, specified our unique service, hired a development team, and built JSIt, filing patents on elements of our data processing. We are now in the active sales and marketing stage of our Company’s evolution.

Leadership Team: Linda Broenniman, President/CEO: 30+ years building high growth technology companies. Recently took a life science company from \$5M to a successful exit over \$1B. **Dan Frumkin**, Co-Founder, has proven track record within start-ups, is an innovator, and has 24 years’ experience leading sales and marketing teams. **Srini Iyengar**, CTO, has 18 years of expertise architecting cloud-based applications and solutions driven by big data, primarily in the CRM and PRM domain.

Products/Services: JSIt is a powerful AI sales platform that identifies knowledge, experience, and skillsets within the enterprise, matching team members so they can collaborate and win more business. For virtual sales teams, JSIt is always available. With the tracking of activity and connections, JSIt yields a host of management metrics and analytics for improved decision making. Reps and managers, regardless of location, are never without the collaborative support of the entire organization at their moment of need.

Technologies/Special Know-how: Our *patent-pending* AI platform works behind the scenes, monitoring field sales activity. The platform automatically transforms data and tags opportunities, selling teams, closed deals, and the resources used. Our processing makes this intelligence discoverable, and our specialized matching algorithms assure ideal rep-to-rep matches every time, enabling internal skill sets and enterprise expertise to be found on-demand.

Market: The market for sales technology is over \$66B and growing at a rate of 13%-19%. We are targeting B2B selling organizations with over 100 sales reps in selected industry sectors. Over 60,000 companies fit our criteria.

Distribution Channels: Direct selling initially to demonstrate an ROI. Thereafter, a mixed model of direct and channels sales (Salesforce AppExchange, Platinum and Silver Partners, sell-with strategy).

Competition: Our competitive “neighborhood” includes collaboration solutions (e.g. Teams, Slack, Chatter), knowledge sharing, corporate wikis, intranets (e.g. Bloomfire, Slab), and content management (e.g. Seismic, Highspot, Qvidian). JSIt stands alone; it is better, faster, less expensive, and more effective. A fully automated service, it does not require clients to enter data, resulting in a lower total cost of ownership.

Financial Projections (000’s): (Subscription Models Based on Seats)

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	514	3,110	12,072	34,223	75,000
EBIT	(964)	(4,186)	(3,180)	235	14,931

Quick Facts

Website: RadiateBuzz.com

Headquarters Office:
1420 Spring Hill Road, Suite 600, McLean, VA 22102

Industry: Software (SaaS)
Domain: Sales Technology Tools, B2B

Bank: Sun Trust
Law Firm: Morrison Foerster
Patent Estate: Dickinson Wright

Number of Employees: 3
Leadership Team:

- **Linda Broenniman**
Co-Founder President/CEO
LindaB@Piedmontgrp.com
- **Dan Frumkin**
Co-Founder, Product Development
DanFrumkin@RadiateBuzz.com
- **Srini Iyengar, CTO**
SIyengar@RadiateBuzz.com

Financing Sought: \$1M
Current Investors:
Personal Funds, ~\$400K invested
Use of Funds: Product rollout, sales, marketing and branding



Pre-Meeting Circular #1 (of 3)

Investment Suitability

Are We Right For You?

Are You Right for Us?

NEXUS: AN ALTERNATIVE INVESTMENT, FIXED-INCOME FUND

Our Offering: **Yield (9%) + Collateral (100%+) + Ease of Exit**

Investment Suitability:

- Nexus is appropriate for Accredited Investors who are seeking a higher-yielding, fixed income alternative to highly rated bonds, CD's and money market deposits.
- Acceptable for both Qualified (Retirement) & Non-Qualified accounts.
- No Volatility: A passive investment with a fixed share-price.
- This is a yield-only investment with no upside for investors but considerable downside protection.
- Investors purchase Membership Units in an open-ended fund (Nexus Series B, LLC) by Private Placement offered under Section 506 (c) of the Code.
- Liquidity: Members may exit anytime after 18-months by simply redeeming shares at par.

Minimum Investment:

- \$25,000

Current Capitalization:

- \$23,125,000 (as of 1/31/20)

Date of Inception:

- April 1, 2017

Distributions:

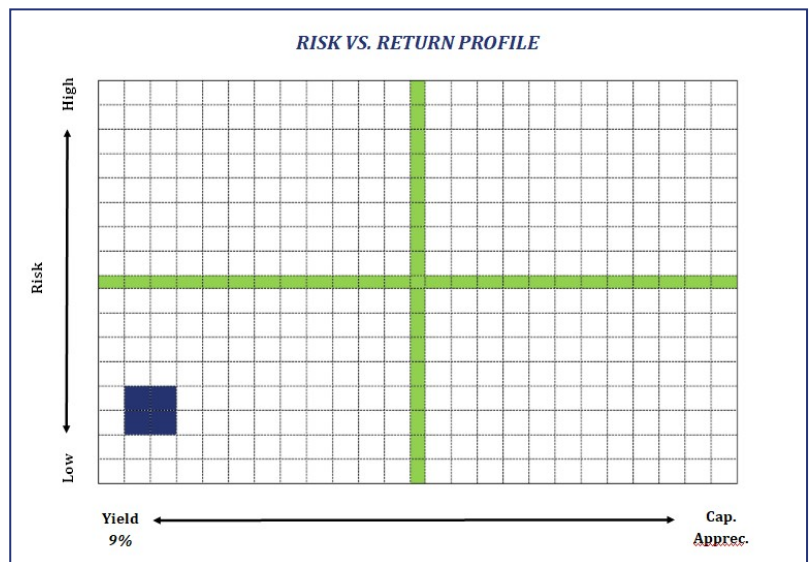
- Monthly (or Reinvestment Option)

Business Description:

Nexus uses investor capital to originate and service, short-term loans secured by [mostly residential] real estate.

Our business caters largely to the "Fix & Flip" market, which represents about 6% of all residential resales in America.

The Fund Manager charges no management fees. It makes money on the spread between lending rates of 10.95% - 12% (plus orig. fees) and investor payouts at 9.0%.



You're Invited! **Investor Presentation**

SPONSOR: Tien Wong, Chairman, Opus8

DATE: Friday, March 20, 2020

TIME: Breakfast Served @ 7:00

LOCATION: Tower Club
8000 Towers Crescent Drive #1700
Tysons Corner, VA

NEXUS: A HARD TO FIND COMBINATION OF:

Yield (9%) + Collateral (100%+) + Ease of Exit (18-Months)

Proven Performance:

- 36 straight months of profitability. We pay our investors on-time from cash flow.
- Over 200 loans advanced with only a 3% default rate.
- We consistently attract borrowers and investors despite almost zero promotion or advertising.

Proven Security:

- All loans secured with 1st Deeds of Trust + borrower personal guarantees.
- We lend at 70-cents to the \$1.00.
- 1.25x Preferred Return Coverage Ratio.
- Diversified: Currently >60 loans in the portfolio w/average loan size of \$330k.

Proven Management:

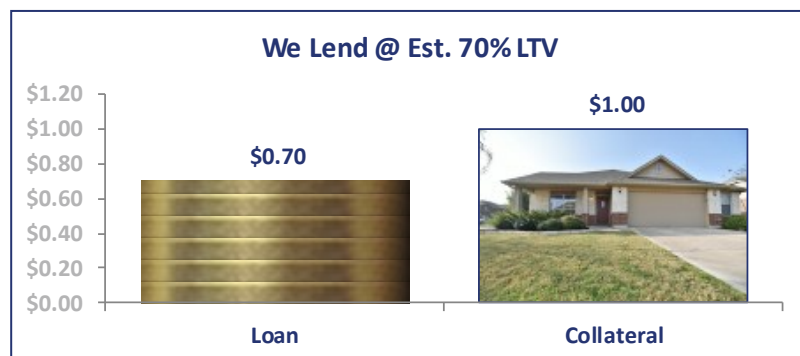
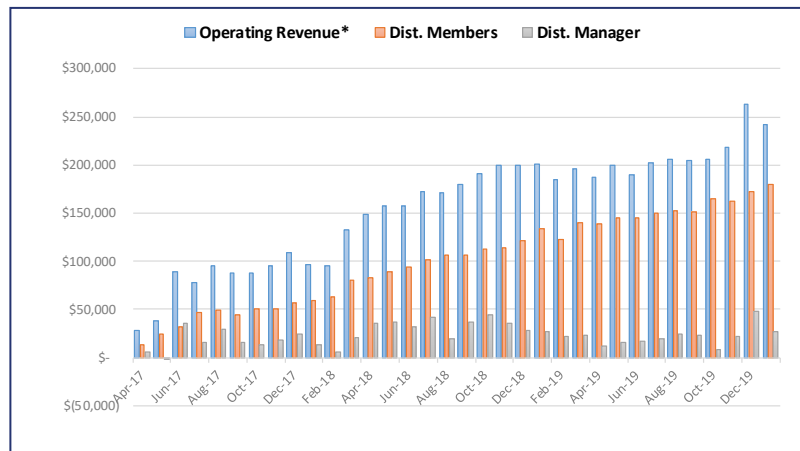
- CEO and COO together for 25-years.
- Top 3 Execs. each have high-powered resumes with 30+ years of demonstrated results.

Manager Has "Skin in the Deal":

- \$1,300,000 invested in 1st Loss Position.
- Manager's capital and monthly return are both subordinate to those of investors.

Tight & Timely Reporting:

- Statements & Distributions by the 10th of each month.
- Comprehensive Quarterly Reports.
- Audited Financial Statements, annually.
- 24-7 access to an Investor Portal with up-to-date financials & personal data.
- K-1s delivered on-time.



NEXUS PRIVATE CAPITAL CODE OF CONDUCT

- ◆ At all times, act in the best interest of our clients.
- ◆ Provide information that enables our clients to make informed decisions.
- ◆ Be fully transparent in all dealings with our clients. Readily provide all relevant documentation as may be requested and ensure the validity and accuracy of all documentation provided.
- ◆ Communicate with clients regularly. Consistently deliver reports and investment distributions on time.
- ◆ Respect client's confidentiality and take prudent steps to protect their personal data.
- ◆ Be professional, efficient and responsive in all dealings.
- ◆ Act in the spirit of this Code and encourage others to do the same.

For Circular #2 or Event Information:

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Kathy Broe
(301) 502-2222
kbroe@lore.net

For Fund Information:

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cort@nexuslending.net
www.nexuslending.net

Contact: Pramod Raheja, CEO

Patapsco Building, 5145 Campus Drive
Suite 1132, College Park, MD 20742

Tel: 703-798-7850

Fax: 703-766-6501

E-mail: pramod@airgility.co

Product: Unmanned VTOL AI/Autonomous Aircraft Systems

Location: College Park, MD

Number of employees: 7 full-time

Total Funds raised to date:

\$800K non-dilutive funding

Financing sought: \$1M seed round,

\$400K committed

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

Use of funds: Go to market with our DS-1 product and services

Exit: 3 to 5 years via acquisition.

Candidates include large integrators and aerospace/defense players

Founding Team & Key Employees:

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

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

Ashwin Kuruttukulam, A/I & Autonomous Systems Engineer
Dipam Patel, Robotics Software Engineer
Niket Shah, Robotics Software Engineer

Technical & Business Advisors:

Navin Ganeshan, Product, Amazon

Dr. Inderjit Chopra, rotorcraft. UMCP

Dr. Jewel Barlow, aerodynamics UMCP

Darrin Auito, ESQ, IP & Tech Strategy

Dr. Tim Horiouchi, A/I, UMCP

David Bain, VP, TIA

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

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

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

Market Size: From extensive customer discovery through hundreds of discussions with potential clients and partners, we have found an enormous need for a US based hardware manufacturer with an effective design that blends the advantages of payload, and distance combine with the speed of a fixed-wing drone with a small footprint. Goldman Sachs, Accenture and other studies predict that UAS alone could add \$100B to the US Economy by 2025. Drones will be ubiquitous worldwide, whether in communications, energy, medicine and of course defense/security and public safety. Our early beachheads of public safety and counterUAS are \$2B and \$4B, respectively.

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

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

IP & Advantage: Exclusive license on international (PCT) patent application (No. 16/49429). The International Search Report issued by patent authority on 15 Nov 2016 is favorable and does not indicate major patentability issues. While there is a plethora of drone related patents, none combines exoskeleton, lifting wing and vectored thrust to produce a combination of payload weight and volume with long range, high speed, and overall practicality of the solution that the market demands. Issued patent April 2020 for a "System of Play Platform for Multi-Mission Application Spanning Any One or Combination of Domains or environments."

Business Model: Mix of product/services recurring revenue model and solutions for security/public safety, DoD and commercial sector

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

PARTNERS



PHOENIX FUND

Phoenix Fund is an early stage investment fund focused on disruptive technologies, driven by outstanding, resilient, and customer-centric management teams. Phoenix Fund's defining objective is to provide outsized returns to our investors by selecting, guiding, and turbocharging the growth of our portfolio companies. Our preferred vertical markets include fintech, health-tech, and marketing technologies/CRM. Our focus is on Seed and A Rounds, and we will consider opportunistic later-stage investments on a case by case basis. Phoenix Fund looks for innovative and disruptive solutions that take on social responsibility and solve real problems in massive markets. We highly value diversity in our portfolio, as we believe that those who have overcome the most challenges have the grit and resilience to create great success for themselves and others. To this end, we will invest at least half of our fund in women, immigrants, and minorities. For more information please visit www.opus8phoenix.com.

SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



Sumin is a Co-Founder and General Partner of Phoenix Fund. She is a seasoned VC and investment professional. Her distinguished tenure in the financial industry also includes valuations, mergers & acquisitions, financial analysis, and fundraising support for VC and other alternative investment funds. She has deep expertise in health technology and life sciences, having worked at a \$400 million global VC fund focused on those markets. In addition, she led the creation and implementation of sourcing, due diligence, evaluation, monitoring, and back-office processes for the fund. Most recently, Sumin held a senior finance position at a \$10 billion leading international services company owned by Softbank Group. There, she led global cross-functional teams to optimize financial & operational performance, and drive investment returns through financial restructuring, strategic planning, and innovation. Sumin has an MBA and is a CFA (Chartered Financial Analyst) charterholder.

LAURA HILL, GENERAL PARTNER, PHOENIX FUND



Laura is a Co-Founder and General Partner of Phoenix Fund. She started her career at the Inter-American Development bank and brings over a decade of experience in Big 4 management consulting with PwC. Laura's focus has been on finance technology and property-tech applications including financing solutions for residential real estate nationwide. As Vice President, Product for a funded early stage innovator in alternative real estate finance, she has been integral in capital raise activities, investor relations, and partnership formation. With deep expertise in specialty finance solutions for consumers with attention to financial inclusion, her expertise also includes blockchain, API architecture and originations software development. Her passion is building and sustaining quality for emerging, conscious, and disruptive companies through product development, process optimization and people growth. Laura has an MBA and is a certified project manager PMP®, member of the PMI DC Chapter. She is a Board member of several organizations including WIIN (Women Impact Investing Network) and is a Coach, Advisor and Anchor of the CONNECTpreneur Community.

TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND



Tien is a Managing General Partner of Opus8's Phoenix Fund, which invests in remarkable fintech, healthtech, and martech/CRM companies that are disrupting their markets and changing the world. He is CEO of Opus8, Inc., which makes tech investments and raises capital for alternative investment funds and companies. In 2012, Tien created the Big Idea CONNECTpreneur Forum, a global community of 20,000+ founders, CEOs, angels, VCs, CXOs and other business leaders. The community hosts monthly Forums with several hundred attendees featuring VIP guests, exciting presenting companies, and some of the best CXO to CXO networking in the USA. Thousands of companies have applied to present at CONNECTpreneur and thousands of investors have attended, inspiring the creation of Phoenix Fund to provide funding to exceptional founders. Tien has been an investor and mentor to Affiliated Computer Services (acquired by Xerox), Parature (exited to Microsoft for \$100 million+), Transactis (exited to MasterCard), DataRPM (exited to Progress Software), TerraCycle, and TopBox. He has assisted dozens of VC and private equity funds in raising institutional and family office capital. Clients include Morgan Stanley, Blackstone, Mitsubishi Corp., TPG, Ares, StepStone, HarbourVest, Thomas H. Lee, K1, and US Venture Partners. Tien serves on the Investment Advisory Board of the Commonwealth of Virginia's CIT GAP Fund and is a Mentor at the Mach37 Cybersecurity Accelerator and Conscious Venture Lab. In the past, he served on the Boards of the Maryland Venture Fund Authority, Maryland Tech Council, Association for Corporate Growth, Digital DC Tech Fund, and Trade-Up Capital Fund. He is a graduate of Dartmouth College.

PARTNERS

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.

ELISA SIELSKI, CORPORATE ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Elisa Sielski is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth. She also represents venture capital funds and investment banks in financings and public offerings. In particular, Elisa's practice focuses on corporate and securities law (including general corporate representation), public offerings, public and private mergers and acquisitions, and venture capital financings. Elisa has experience working with clients in a broad range of industries, including technology and software companies, financial services, agriculture, utilities, oil and gas, and retail goods. Her international experience includes multiple transactions across Latin America as well as the UK, France, Israel, Luxembourg, the Netherlands, and the Cayman Islands, among others. Prior to joining the firm, Elisa was an associate in the New York office of Cleary Gottlieb Steen & Hamilton, working in the capital markets and Latin America groups. In addition to English, Elisa is fluent in Portuguese and proficient in French and Spanish

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.

PARTNERS

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>



PARTNERS



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.



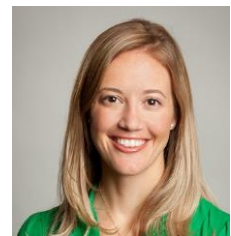
DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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.



PARTNERS



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.



ANGELS + LIFE.SCI INVESTORS

Formed in 1996, the Angels + Life.Sci Investors Network is organized under NJAngels.net. We are a manager-led, loosely organized network of investors and accredited Angels, Coaches, and Experts who Sponsor world class Entrepreneurs. Our colleagues have deep experience and technical domain expertise in all of the life sciences disciplines in which we are involved, including nanobio tools, materials, and devices: tele-diagnostics, augmented healthcare & remote patient monitoring, automation and robotics, & advanced chemistry for drug discovery. We are keen on CEOs who are focused on improving Patient-outcomes and developing better, faster, less invasive, less painful, and less expensive healthcare solutions by discovering new technologies to commercialize: drug discovery, genomic diagnostics, advanced imaging, wound healing, and stem cell therapies. For more information, please email Dan Conley at DanConley@NJAngels.net.

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.



PARTNERS



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.



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.

PARTNERS



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.



Diliver (www.diliver.com)

Diliver is an award-winning fintech M&A due diligence solutions company with new metrics-based scorecard tools to assess an enterprise's performance to date and growth potential in the future. These analytics improve the quality and reduce the risk of M&A transactions for strategic/financial buyers, sellers, and their intermediaries. Our MAST™ SaaS applications, along with BRaSS Tacks™ facilitation sessions and domain-specific market data, provide additional transaction benefits, including a more accurate due diligence process and better pre-transaction deal sourcing/applicant funneling and post-transaction integration/portfolio management. Diliver's customers either perform M&A financial, legal, or operational due diligence services directly or outsource such services from M&A ecosystem providers.



Neil Kleinberg, Founder & CEO of Diliver

As founder & CEO of Diliver and inventor of its intellectual property, Mr. Kleinberg leads the company's performance and growth functions. With 25 years of experience as an entrepreneur, executive, management consultant, and lead technology engineer, his expertise spans commercial and government sectors, including the IT, healthcare, financial services, national security, and telecommunications industries. Previously, Mr. Kleinberg led corporate development buy-side and sell-side M&A activities at enterprise software firm ASI, and initiated 20+ transactions. As President of VerticalFalls Software, which developed CRM solutions for financial advisors, Mr. Kleinberg orchestrated a successful exit to strategic partner Sage in 2007. Before VerticalFalls, he was a founder/owner of two other prosperous high-growth companies — EIC, a management consulting firm, and NTC, a specialized high radio frequency electronics firm. Mr. Kleinberg is an adjunct professor at Johns Hopkins Carey Business School, where he teaches M&A, Finance, and Corporate Governance courses, and he serves on many boards across Johns Hopkins University, where he received his MS in Computer Science and BS in Bioengineering. Mr. Kleinberg is also a mentor at the Washington, DC Chapter of Founder Institute, INOVA Personalized Health Accelerator, MACH37 cybersecurity accelerator, and the Maryland Tech Council; is an ambassador at the Center for Advancing Innovation; and was elected to the MindShare CEO Network and Alumni Association. Mr. Kleinberg is helping the University of Miami Herbert Business School Finance Department launch its new capstone/internship initiative with the South Florida business community.

ATTENDEES

SPEAKERS

First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.

PRESENTERS

First	Last	Title	Company
SurgiPrice			
Sanjay	Prasad	Founder & CEO	SurgiPrice
Givio			
Gary	Carr	CEO	Givio
CarrTech			
Sue	Carr	President & Founder	CarrTech
Intrommune			
Erick	Berglund	CSO	Intrommune
Amplify Exchange			
Justin	Tabb	CEO	Amplify Exchange
Chekmate			
Jimi	Tele	Founder & CEO	Chekmate
Radiate Buzz			
Dan	Frumkin	Co-Founder	Radiate Buzz
Nexus Private Capital			
Cort	Chalfant	Managing Member	Nexus Private Capital
Airgility			
Pramod	Raheja	CEO	Airgility

ATTENDEES

First	Last	Title	Company
Matthew	Abenante	President	Strategic Investor Relations LLC
Christian	Abera	Self-employed	
Fredric	Abramson	Founder and CEO	Golden Thread Technology, Inc.
Jennifer	Adeli	CEO	WinBiz Proposals
Sean	Adler	CEO	GZI
Michael	Adler	Managing Partner/Investor	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
John	Aggrey	CEO	The Unicorn Group LLC
Dennis	Ahearn	Attorney	Law Office of Dennis Ahearn
Sameer	Ahirrao	CEO	Ardent Privacy
Muneeb	Ahmed	Analyst	Impression Ventures
Ron	Ainsworth	Principal	Boustead & Co

First	Last	Title	Company
Abiola	Akala	CEO/Owner	Abiola Incorporated
Daniel	Akre	Managing Director	UNI Partners, INC
Satya	Akula	CEO/Investor	Amyx, Inc.
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Alex	Alexander		
Ibraheem	Alinur	CEO	City Health Tech
Laura	Allahiari	Key Account Manager	Toptal
Ken	Allgood	Founder	HealthFlow.io
Richard	Alvarez	President Rockville Office	Brand Institute
Anthony "Doc"	Ameen	Founder Senior Vice President - Wealth Management	Wings For Warriors Taylor & Lawrence
Paul	Andrews	Management	Raymond James
Maximilian	Ani	Founder	Glohub
Abigail	Annear	J.D. Candidate	Georgetown University Law Center
Brad	Antle	Excutive Chairman	Oceus Networks LLC
Paul	Armijo	Director, A&D Business Sector	GSI Technology, Inc.
Michael	Arneson	CEO	matrics2
Peter	Arundel	CEO	Arcom
Syed	Askari	CEO	Maculus Therapeutix inc
Reed	Atkin	Principal	Double Beta Consulting
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Milla	Bakhareva	CTO	datrixo
Ali	Bakhshinejad	CEO	VasoGnosis
Albert	Baldwin	Founder/CEO	Alfa Omega Grafx
Albert	Baldwin	CEO	Alfa Omega Grafx
William	Bandy	CSO	matrics2
Jim	Bark	President	Kyssmet
Brian	Barnett	President	The Barnett Company, Inc.
Jayantav	Baruah	Financial analyst	Nedfi
Fernando	Batista	COO	InvestUSC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Mitchel	Bell	Sales	oppili
Rasheed	Bello	Co-founder/CIO	Codessy Technologies
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Rokas	Beresniovas	Head of Growth	NIHFCU
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC Personal, Professional, Relationship Development (PPRD)
Chetana	Bhat	CEO	
Ashish	Bhatia	Angel Investor	Ashish.net
Joe	Bishop	CPA	Snyder Cohn
Meredith	Bixler	President	Avenue CM
Cassie	Blazejeski	Wealth Advisor	McAdam
Floor	Blindenbach	CEO	Organizing4Innovation
Gorakh	Bobde	CEO	AGSINGENUITY

First	Last	Title	Company
Jaime	Boggio	Attorney - IP Law	Brandia LLC - IP & Business Law
Maurice	Boissiere	Chief Customer Officer	DataTribe
Vladimir	Bondarenko	CEO	Cyber Tester LTD
Christine	Boomer	Marketing	AccelerEd
Craig	Bowman	VP	Anchore
Gaye	Boyette	VP	M&T Bank
Cathy	Bradley	CEO	CBE
Randy	Breiter	Associate Director of Student Services	Keiser University
Julia	Brodsky	Founder	Art of Inquiry LLC
Linda	Broenniman	President & CEO	RadiateBuzz
Matthias	Broner	PMM	DFINITY
Joe	Brown	CSO	xgility, llc
Stephanie	Broyles	Chief Marketing Officer	yorCMO
Michelle	Brunswick	COO	Space Foundation
Mark	Bulkeley	Managing Director	DC Investment Partners
Michael	Burke	Founding Partner	Gravel Road
French	Caldwell	CFO and Co-Founder	The Analyst Syndicate
Kathie	Callahan Brady	CEO	FITCI
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Luis	Campbell	Managing Director	Fast Lane
John	Canter	CEO	KnickleKick
Syd	Cappe	CEO	Thereby Inc.
Joseph	Caramadre	Regional Manager	DePuy Synthes Joint Reconstruction
Joe	Carlin	Principal	Joirre Capital
Christopher	Carmine	Director of Development	FinTech Connector
Gary	Carr	CEO	Givio
Sue	Carr	President	CarrTech LLC
Wayne	Carter	CEO	TVAX Biomedical
Tim	Carvana	Founder	The MAY-DANN Group Incorporated
John	Casey	Managing Director	Venture Mentors LLC
Shati	Chakrabarti	Founder	Halcyon International LLC
Ng Chee	Chee Yong	Chief Technical Officer	Beez Solutions Pte Ltd
Jerry	Chen	Marketing	Opus8
Wayne	Chiang	Founder	ThreatQuotient
Jim	Chung	Associate Vice President	GWU Office of Innovation and Entrepreneurship
Tim	Claiborne	Founder	Better Phoenix
Crystal	Clark	Operations Director	Bowie Business Innovation Center
Randall	Cochran	Consultant	RC Consulting
Andrew	Cohen	Principal	AGC COACHING & ADVISORY
Karen	Cole	CEO	Assura, Inc.
Christopher	College	Managing Partner	TCP Venture Capital
Robert	Colorina	Director	AIAC Group
Gelu	Comanescu	Licensing Manager	George Washington University
David	Comiskey	Consultant	Technology Consulting
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Jane	Connell	Business Development	Fagen, Inc.
Tim	Connelly	CEO	AccuChain, Inc.

First	Last	Title	Company
Tomas	Cook	CEO	ISPI dba. - Mirror, Mirror - Off the Wall
John L	Coulson	Founder	Productions
John	Coulson	Founder	SETi corp.
Don	Cox	CISO	MEDNAX
Pamela	Creekmur	Principal Consultant	Creekmur Solutions, LLC
David	Cross	Assistant Director	Towson University Venture Creation
David	Culver	Chief Collaboration Instigator	VentureSHOT
James	Cunningham	Consultant	family business
Larry	Cynkin	Fractional CTO	GreenBar
Juan Pablo	D'Alessandro	Head of ESG	Endeavor
Jim	Darcangelo	CMO	MomentFeed
John	Daus	Managing Director	Property Improvement Capital LLC
Sherrod	Davis	Chief of Staff	Protenus
Firaas	Deak	CEO	Sikeology
Hank	Dearden	Principal	Group 3D
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship
Susan	Delia	Founder	Techmarket
Vince	Deng	President	SAPA-DC
Heli	Desai	CEO	uvsity.com
George	DeVaux	Vice President	Titan Systems
Taylor	Devine	Founder & Managing Partner	The CDI Group
Jerome	Di Giovanni	Entrepreneur in residence	The Center for Advancing Innovation
Cosmo	Di Tucci	Founder and CEO	AbleOne Systems srl
Talabiou	Diallo	Student	GWU
Lorena	Diaz	CEO	Product Marketing Coach
frank	dickson	Director, Strategic Business Initiatives	MD Department of Housing
Samuel	Diener	General Partner	Early Light Ventures
Victor	Diloreto	CEO	Blackmarker
Bob	Dinkel	Director/Investor	Pierce Capital Partners
Richard	DiPippo	Partner/Investor	NFP
Mike	Dodier	CEO	123SmartPro
Jason	Dodier	Director	AlphaStruxure
Gillian	Driscoll	Marketing Specialist	Boustead Securities
Tom	Duffy	CEO	Vc international
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David	Eastin	ESVP	matrics2
David	Eastin	EVP	Matrics2
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Howard	Eisenberg	President	Eurosort Inc
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
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Jeffrey	Englander	CEO	Omyno
Asher	Epstein	Private Investor	
Altan	Erginkoc	pm	MOSAIC DC
Tomas	Espinoza	Operations Manager	Nexus Private Capital
Mark	Esposito	Director	EY
Steven	Evans	CEO	Oncolyze

First	Last	Title	Company
Eric	Evans	Senior Managing Director	Evans Hagen & Company
Jonathan	Ewert	CEO, CapZone Analytics	CapZone Impact Investments
Herb	Ezrin	CEO/President	Potomac Business Group
Kim	F	Partner	DL Capital Partners
George	Faber	agent	USHEALTH Advisors
David	Famolari	Managing Director	Hearst Ventures
Christopher	Faranetta	Vice President	HyperJet Fusion Corporation
Brian	Felderstein	CEO	BroadDesk, LLC
Gloria	Felicia	Managing Director	Spero Group
Frank	Felker	President	Digital Media Positioning
Deborah	Fell	Area Managing Partner	Chief Outsiders
Cynthia	Fermin	Wealth Advisor	Wells Fargo Bank NA
Shannon	Fields	Consultant	Social Shadow consulting
Elana	Fine	Chief Operating Officer	VWG Wealth Management, LLC
Charlyn	Fitzgerald	Self Employed	Joie de Vivre LLC
Brandon	Fix	CRO	Givo
Samy	Fodil	CEO	Taubyte
Lance	Ford	CFO	Commutyble.com
David	Fugit	Co Founder	Swarm Digital
Cindy	G		Wicks Studio
Rihards	Gailums	CEO	PILOT Automotive Labs [Woodpecker]
Janette	Gallardo	Fractional CFO	Vitta Solutions
William	Galle	President	Diversified Portfolio Strategies LLC
Dave	Gandara	CEO	David Gandara
Marcos	Garciaacosta	Attorney	Legal Business Global
Steven	Garofano	Co-Founder	Aqqaint
Jennifer	Georgino	Business Advocate	DealBox
Richard	Gersten	Managing Partner	PeakGersten Partners
Gregory	Giammittorio	Partner	MoFo
Mark	Gilbert	Financial Advisor	UBS
Keith	Gillard	Managing Director	Upper Stage Ventures
Howard	Gillick	Director	Latin Exclusive
Eric	Glowniak	Vice President, Commercial Banking	Sandy Spring Bank
Surendra	Goel	Founder	Laukti.com
	Gomez		
Laura	Cadena	MBA & MSIS Candidate	University of Maryland
James	Gordon	CCEO	CULTIVA
Ken	Gordon	Co-founder and CEO	VALR
Richard	Gottlieb	Chairman & CEO	International Clean Energy
Bridget	Grams	Senior Account Executive	mspark
Greg	Grant	Partner	Shulman Rogers
Richard	Greene	President	RGA Venture Funding & Business Advisory
Jennifer	Gregory	Principal	FOCUS Investment Bankers
Cleo	Grieve	Postgraduate Student	University of Edinburgh
Elizabeth	Griffin	Founder	Tickety Blue
Matt	Grosmann	Founder	DealPartner, LLC
Collin	Groves	Startup Mentor	Newchip

First	Last	Title	Company
Frank	Gruber	Co-CEO & Managing Partner	Established & Established Ventures
Linxin	Gu	Founder	TechConnect
Fred	Gumbinner	Managing Partner/Investor	G2 Development/G2 GEM Finance/K4
Neal	Gupta	CIO	KiwiTech
Robert	Guzman		
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Joseph	Gwozdz	Founder	JTG Ventures
Tetiana	H	Marketing director	Itirra
Mark	Haas	CEO	AEG
Michael	Habash	CSO	Ovechr, Inc.
Samantha	Halliwell	Operations & Finance Manager	One of many Ltd
Chris	Hamoen	Strategic Advisor	Digital Main Street
Brian	Han	Deputy Director	Korea Investment Center
Haidee	Hanna	COO	Argona Partners
Michael	Hanson	Consultant	Optimum Dynamics LLC
Nathaniel	Harding	Managing Partner	Cortado Ventures
Delfon	Hare	CFO	Grind Time Global, LLC
Edgar	Harrell	Entrepreneur in Residence	Harrisburg Uiversity of Science and Technology
Barry	Hartzberg	Managing Director	Darden
Yusra	Hasan	Financial Representative	Western & Southern Life
Chris	Haug	Director	Startup Grind, Columbia Chapter
	Hausfeld MD,		
Jeffrey	MBA	Chairman of the Board/Investor	BioFactura, Inc.
Claude	Hayn	CEO	AdJumps
Cheryl	Heusser	Principal	Snyder Cohn
David	Heyman	CEO	Smart City Works
Tim	Hijazi	Principal	Ahead Consulting Services
Mike	Hill	Founder/CEO	SensiPass Inc.
Laura	Hill	VP, Product	EquiFi
Kevin	Hill-Byrne	Vice President	PAK BioSolutions, Inc.
David	Hitt	VP	CyKor
Scott	Holec	Investor	Angel
Rich	Holloman	CEO	Mobodyne LLC
Douglas	Holly	Principal	Eagle Management Group
Reggie	Holmes	Founder/Creative Director	Enthuse Creative
Alyse	Holstein	CEO	hpg partners
James	Horris	Financial Consultant	Equitable Advisors
Sam	Hou	Business Development Analyst	Next Gen HQ
Terry	Hsiao	Investor	Tipboxme
April	Huang	Founder	Martecana
Richard	Hughen	CEO	Linshom
Aliya	Hulse	CSO	Profit Matters
Tony	Hussain	Managing Partner	alike patient
Uchenna	Ibekwe	Founder	SifaCore Technology LLc and Cyberjobbers
Brian	Israel	Corporate Development	DHG
Sukumar	Iyer	President/Investor	Ascendant
Doug	Jackson	President & CEO	Sioneer

First	Last	Title	Company
Anish	Jain	CEO	Swiing
Abhishek	Jain	Co-Founder and CTO	Devtorium
Michelle	James	CEO	The Center for Creative Emergence
Hubin	Jiang	CEO	Wiowise, LLC
Kevin	Johnson	Managing Director, Tech Banking	Signature Bank
Joyce	Johnson	Partner	ZH Partners
Jon	Jones	COO	Trailit.co
Greg	Jones	Managing Partner	Joshco Partners
John	Jones	Owner	John P. Jones, Inc.
Yvonne	Jones	Owner, CEO	Freedom Solar Generators LLC
Kali	Jordan	OCM	Bithgroup Technologies
Guido	Jouret		
Kash	Kabaria	COO and CoFounder	marGenius
Paul	Kaczor	Engineer	matrix2
Bruce	Kahn	Investor Relations	Edgewood Capital Advisors
Marcel	Kaminstein	President	MediaLabCBG
Madelle	Kangha	Founder	Jumpstart Innovative Solutions
Ashok	Kapur	CEO	Hawkeye MedTech
Alec	Karys	CEO	Genesis Inc
Stephanie	Katz	CEO and Founder	CETA Benefit Consulting Group, LLC
Neil	Katz	President	Neil A. Katz & Associates, LLC
Neil	Katz	President	Neil A. Katz & Associates, LLC
Steven	Kaufman	Founder/CEO	Hands-Free Inc.
Lori	Kavle	Managing Partner	BD/M Collective
Kathleen	Kernich	Assoc Dir Giving	Catholic University of America
Joe	Kessler	Managing Partner/Investor	Next-Stage Development Group
Thomas	Ketcham	President	Intensity Analytics
Hunter	Kettering	VC	T-Bird
Mohsin	Khan	Associate	Booz Allen Hamilton
Musirah	Khan	Research Scientist	Nephrology Group
Mahnaz	Khazari	Broker owner	Mk finance co
Vilma	Khmaladze	CIO	Openix Solutions LLC
Jade	Kim	Director of Sales & Marketing	Cheval Blanc LVMH Hotel Management
Gordon	Kimpel	Financial Advisor	GORDON KIMPEL
Jonathan	Kindberg	CEO	Ovechr Inc
Neil	Kleinberg	CEO	DiliVer
Ted	Koblick	Business Development Specialist	Computer Pros On Call
Martin	Koev	Managing Partner	Koev Brothers
Shawn	Kohlthfarber	Self-employed	
Prakash	Kolli	CEO	Blue Point Materials Research
Kei	Kondo	Business Development Manager	NSK Corporation
Paul	Korkemaz	Principal	XPRT LLC
Anne	Kottmeier	VP Technical Operations	AARP
Justin	Kotze	BDD	Billionaires in Boxers
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Richard	Kris	Investor	Desert Angels

First	Last	Title	Company
Max	Kryzhanovskiy	President	MOS Creative
Rahul	Kulkarni	CEO	Sukhi
Anand	Kumar	CTO	CT Corp
Anil	Kumar	Engineer	deephouse.io
Sathish	Kumar	Partner	SBSS & Co
Brenden	Kumarasamy	YouTuber	MasterTalk
Prakash	Kushwaha	Co-Founder	Gramline commerce technologies
Brian	Lacey	CEO	Mobomo LLC
Sunny	Lai	Senior Business Program Specialist	Deloitte
Justin	Lall	Director	Gallup
Mandy	Lam	CPA	Snyder Cohn
Santiago	Larrarte	CEO	Finally Financial
David	Lashmanov	VC analyst	AVentures Capital
Laura	Laut	Human Resources/Logistics	Laut Design
Jeannette	Lee	CEO	IIA Technologies
Esther	Lee	CEO	Refraction
Sean	Lee	COO	ARRA Networks Global
Jack	Lee	Managing Director	Marketing Integration
Steven	Lehat	Principal	Regulatory World
Joye	Leo	Manager	Life style express
Jessica	Leung	Outreach Specialist	Silicon Valley Innovation Program, DHS S&T
Armand	Levasseur	Co Founder	Broad Street Brand Partners
Joy	Levin	President	Allium Research and Analytics
Dong	Li	Founder	Fore Health Visual
Stephanie	Li	Vice President	NMPA
William	Lin	VP	sce partners
Richard	Lindhorn	President	SkyOcean Holdings
Vladimir	Litvak	COO	Virintel LLC
Cody	Locke	Chief Innovation Officer VP Digital Health and Innovation, Co-	Center for Advancing Innovation
Robert	Longyear	Founder	Avenu
Terri	Lopatka	Secretary	CarrTech, LLC
Dennis	Lucey	Vice President	AKIMA
Rohan	Luktuke	Founder	Deephouse.io
Zhongwen	Luo	PhD candidate	UVA
Sud	Luthra	Founder	Tipboxme
Bei	Ma	Founder and CEO	The Pinea Group
Marcela	Maamari	CEO, Founder	Indigo Healthcare Partners
Adam	MacDonald	COO	Rocket Club
Kevin	Mahoney	CEO	Sanctum Federal
Mike	Malloy	Program Director	Halcyon
Ghazenfer	Mansoor	CEO/Investor	Technology Rivers
Shawn	Marcell	Pres & CEO	Torus Biosystems Inc.
Jovan	Marjanovic	Managing Partner	Prowerk consulting
Mohan	Markandaier	Managing Partner	Good News Ventures
Donald	Marron	Institute Fellow	Urban Institute
Stephanie	Marshall	CEO	M3 Advisors, LLC

First	Last	Title	Company
Julie	Martin	Economic Development Specialist	Montgomery County Economic Dev. Corporation
Emanuel	Martinez	General Managing Director	GreenHills Ventures
Bruce	Masterson	Director	Chicago Master Consulting, LLC
Tony	Mauil	Managing Partner	McLean Analytica
David	Maxfield	CIO/CTO	Dave Maxfield Consulting
Ilya	Mazo	CEO	Virintel LLC
Karen	McCord	CEO	Sapfonte
Earl	McCoy Jr	Regional Recruiter	Webster University
Cindy	McLaughlin	CMO	Givio
John	McMahon	Azure Solutions Architect	Catholic Relief Services
Fred	McMurray	Partner	Westvyne
Saron	Mechale	Enterprenuer	
Don	Megrath	Managing Director	VectorPoint Ventures
Sahil	Mehra	Chief Operating Officer	Darwinian Ventures
		Managing Director, Tech Investment	
Arvind	Mehta	Banking	Xnergy Financial
Tedla	Mekonnen	CEO	EveryIncome
Melcher	Melcher	CEO	Wellpreneur Inc.
Michael	Melendres	Owner	DeLucas LLC DBA Bishops
Michelle	Melo	Entrepreneurship Programs Associate	George Mason University
Michael	Mendelsohn	Vice President	Blackstone
Brian	Meritt	Partner	RSM US LLP
David	Meyerson	Scout	Wefunder
Sean	Mikael	CEO	ProNear Inc.
Devin	Miller	CEO	Miller IP Law
Greg	Miller	Owner	Hayland Advisors LLC
Samantha	Mitchell	Partnerships Marketing Manager	Next Gen HQ
Judy	Mod	Founder + CEO	Innovations Domain, LLC
David	Moehring	General Partner	Cambium Capital
Alex	Moffitt	Associate Attorney	Wilson Sonsini Goodrich & Rosati
Anish	Mohammed	CEO	R2 Labs
Bill	Moher	CEO	Complexity
Curtis	Moiles	Business Development	GreenHills Ventures
Brian	Moloney	Account Representative	Precoa
Brian	Moloney	Sales	Precoa
Keith	Moore	CEO	Boustead Securities, LLC
Alicia	Moran	Manager	PGCEDC
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
Kevin	Morgan	Director	Washington DC Economic Partnership
Michael	Morton	CEO	GNEISS
Robert	Moss	Contracting	DOD
Duncan	Moss	President	DJMoss Associates
Abdul	Mugad	Consultant	iFind
		Director International Business	
Jan	Mul	Investment	Fairfax County EDA
Doug	Murphy	Founder	Skillcite
Marie-Louise	Murville	CEO/Founder	Delight Me, Inc.
Daya	Naef	CEO & Head Coach	The Success Partner

First	Last	Title	Company
Charles	Nahabedian	CEO	VideoKall, Inc
Silvana	Nani	Managing Partner	BVC Equity
Thomas	Nash	CEO	Xalles
Thomas	Nastas	President/Founder	Innovative Ventures Inc.
John	Nazzaro	Vice President	CarrTech, LLC
Michael	Nelson	CEO	Intrommune Therapeutics
Rob	Ness	General Partner	Asymmetry Ventures
Doug	Nguyen	Founder	HUSTLR INC
Michael	Nikitin	CTO	Itirra
Shaun	Norris	CTO	Ovechr
Shaun	Norris	CTO	Ovechr
Robert	Norton	CEO	AirTight Management
Ed	Novak	President	NovaVentures, Inc
Michael	O'Brien	Founder & Principal	MOB Advocacy
Keith	ODonnell	CEO	Clover Group
Howard	Offit	President	Braden RE
Bill	Oldham	Chairman	Thought Leadership & Innovation Foundation
Brian	Oravetz	Managing Principal	Level 1
Elizabeth	Orsinger	SVP	PacWest Bank
Julia	Ostrovsky	Marketing/Social Media Specialist	Job Seeking
Hervy	Oxendine	DCO Intelligence Planning Team Lead	US Navy
Guc	Ozenci	Entrepreneur / Mentor / Advisor	Peoplise / Prisync / SlashPay / TalentMondo
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Ernesto	Paiz	Venture Partner	MicroVentures
Estefanía	Palomino	President	Aleph Leadership
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Abhi	Patwardhan	CTO	GIVIO
John	Paty	Principal	geostrategic
Jasmine	Paul	Founder	CreateFinStew
j	Peacock	RPB	Comerica
Kushtrim	Peci	President	Fonero LLC
Michael	Peck	CMO	Airmid Critical Care
Nick	Perdikis	CEO	Devensoft
Virginia	Perry	Owner	VP Consulting Event Design
Joanna	Pezzini	President	PAK BioSolutions, Inc.
bach	pham	CEO	bePOS
Brad	Phillips	Director - Emerging Company Solutions	PwC
Henry	Pittman	Founder	GSC360
William	Podd	President /Executive Director	Landmark Angels/Family Office
Matt	Pomrink	President	Edgebrook Advisors
Christopher	Pondoc	Business Development Associate	CarrTech LLC
Suniti	Ponkshe	Partner	Newport
Suniti	Ponkshe	Partner	Newport, LLC

First	Last	Title	Company
Sathibalan	Ponniah	CEO	Founder Immune Analytics LLC
Nathan	Poon	Founder	Myntor
Eric	Postow	Talent Placement Expert	RPStaffing
Kevin	Potter	President	KPFB
Marvin	Powell	Founder	Coach Powell Training & Development
Kevin	Price	Owner	Various
Boominatha			
n	Pukazhendhi	Head of Projects	MURUGU Consulting Services
Oleg	Pun	CEO	Vareger Group OU
Noah	Pusey	President & CEO	Ripple Analytics Inc.
Samuel	Pye	N/A	N/A
Harsha	Rajasimha	CEO	JEEVA Informatics Solutions, Inc
Blake	Ratcliff	Founder	Intellisplex
Gautam	Rattehalli	Managing Partner	DLG Consulting.
Sashi	Reddi	Managing Partner	SRI Capital
Joe	Reddix	President and CEO	The Reddix Group, LLC
John	Reighard	CEO	MomentumNow In.
William	Reisacher	Senior Medical Advisor	Intromune Therapeutics
		Strategic Advisor to the Secretary of the USAF	
Riley	Repko		U.S. Air Force
Catherine	Rhee	.	LEGENDARY
Steven	Rinaldi	Owner	Steven D. Rinaldi, P.C.
Anne	Roanblum	Business Investment Manager Board Advisor, Investor, Interim	Fairfax` County EDA
Jack	Roepers	Manager	Corporate Expansion Organizers Intl. LLC
Tobey	Roland	Investor	TRIM, Inc.
Jojo	Roque	Cofounder	GoodWallet
		Business Investment Manager,	
Anne	Rosenblum	National Div.	Fairfax County Economic Development Authority
Andrea	Ross	FA	RBC
Jacque	Roth	Founder/CEO	CannabizMD
Todd	Rowley	Market Executive	Old Dominion National Bank
Todd	Rowley	Market Executive	ODNB
Dietrich	Ruehlmann	Partner	Oscamo LLC
Steve	Ryan	Counsel	Crowell & Moring LLP
Yan	Rybachenko	CEO	Umbrosys
Vikram	S	AI	Fusionx Innovation Hub
Jennifer	S	Consultant	Independent
Rovaida	Saleh	CEO	Cynosure Services, Inc.
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Umit	Sami	CEO	memcus inc.
Liz	Sara	Founder & CEO/Investor Manager of Marketing and Business	Best Marketing LLC
Lili	Sargsyan	Dev.	Snyder Cohn
Limor	Schafman	President	KeystoneTech Group
Noga	Schechter	CEO	Global impact products
Gerald	Scheinman	Exec. Comp. and Retirement/Investor	New York Life
Tom	Schipper	Investor Relations	Land Intelligence
Ron	Schmelzer	TB dude	TechBreakfast

First	Last	Title	Company
Judy	Schramm	CEO	ProResource, Inc.
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
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Joseph	Sebsibe	Self-employed	
David	Selley	Founder	International Entrepreneurs Association
Antony	Seppi	Startup Community	HCDC Business Center
Akash	Sethi	Fellow	Life Science Angels
Aniket	Shah	CoFounder	GoodWallet
Deepak	Sharma	CEO	Anjay Venture Partners
Gaurav	Sharma	Co-founder	Stealth Startup
Vincent	Sharps	EVP	Mindgrub
Prudence	Shaw	founder	self - not determined
Michelle	Sheahan	Consultant	Independent Contractor
Becky	Shewbridge	M&A Lead	CX3
Kacper	Shkeli	Motion Designer	RGB United
Ivana	Shuck	community manager	FITCI (Frederick Innovative Technology Center Inc)
Elisa	Sielski	Attorney	Wilson Sonsini Goodrich & Rosati
Neal	Silverman	CEO	Traction Technology
Gus	Simiao	Principal	Data Point Capital
Stephen	Simons	CEO	Restyn, Inc.
Les	Simpson	CEO	Wellness Tech Plus, Inc.
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Anjuli	Singh	Principal	Rezon8 Capital
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Ryan	Smith	Chairman	Smith Capital
Robert	Snyder	CEO/MMM	Masters Radio
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Paul	Sorkin	CEO and General Counsel	Perfect Balance Investments
Anthony	Soscia	President	Perfect Balance Investments
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Andrew	Sovran	Registered Representative	Result Brazil
Maura	Sparks	Co-founder	Western & Southern Life
Farah	Spencer	Chief Investment Advisor	AccuChain, Inc.
Robert	Spertell	Managing Director	TuT-GA
Ajay	Srivastava	President/Investor	Boustead Securities
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			Pillsbury

First	Last	Title	Company
Rebecca	Stewart	District Manager	Insperity
Paul	Stoichevski	President	Polar Shift Productions
Stanislav	Sukhinin	Director	Atrani Capital
Adam	Suri	President	CDNS
Sean	Sutherland	Director of Accounts	Kapowza
Paulina	Szyzdek	Investor	VC
Aksaraphak	T.	Owner	Real estate business
Saba	Tabriz	Senior Analyst	2U
Ganesh	Tayi	CEO	Never Lose The Deal
Denise	Tayloe	CEO	PRIVO
Emma	Tello	Consultant and Founder	Tello IP Services
Naomi	Tes	Founder	VC
Naomi	Tes	Product Manager	PIU
Roberto	THIELE	CEO	Verde Telecom
Chris	Thomas	Owner	Reach High Productions
Nick	Thompson	Owner	.
Andrea	Tinianow	Connector in Chief	Connector Street
Suruchi	Tiwari	AVP (Solutions)	Nuage Biztech Pvt. Ltd.
Joshua	Tobkin	CEO	Trailit.co
Leslie	Todd	CEO	SCM
Tania	Tome	CEO & Founder	Ecokaya
Aleksandar	Tomic	President and Co-Founder	SpeechTherapy.Ai
Chris	Tomseth	Advisor	Skysquad
Gregory	Towns	CEO	GAT Management Group
Jake	Truman	Founder	Savvy Melon, LLC
Matt	Truong	Entrepreneur	Attest Technologies
Wai	Tsang	Principal	I/E/I
Robert	Ulrich	CEO	Viroforge Technologies
Madhvi	Upender	CSO, Co-founder	Awarables
Campbell	Ure	Owner	The Alternative Board
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Haresh	Ved	Managing General Partner	Cronus Ventures
Primus	Vekuh	CTO	Primus Cloud Solutions
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Neeraj	Vohra	CFO	Rose Financial Solutions
Mayur	Vyas	Chief Financial Officer	Finconoso
David	Wagstaff	Founder	Eprenz.com
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Sha	Wang	Founder	Terra Magnum Capital Partners
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Kali	Wasenko	Executive Director	STABLE
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Joseph	Weaver	CEO	Global Design Interactive
Chris	Weger	Seeking Employment	
David	Weigelt	Entrepreneur	māzi

First	Last	Title	Company
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Matthew	Weitzman	Co Founder	Swarm Digital
Shirah	Wercberger	Fractional CFO	LevelUp Advisory
Tish	Whitcraft	Chief Customer Officer	OpenX
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Jansen	Whitlock	Controller	Modus Create, Inc.
Kevin	Williams	CEO	TEKCONNX
Liz	Witte	Account Executive	Justworks
John	Wnuk	Founder	SJW SmarTech Consulting, LLC
Karin	Wolok	Founder	OnMyRadar
Henry	Wong	Managing Director	Garage Technology Ventures
William	Wong	Sales	NCAMEO
Griffin	Wong	Fiscal Policy Analyst	Commonwealth of Massachusetts
Linda	Wright	Owner/Event Curator	Keynote Events, LLC
Don	Wright	Retired	
Christopher	Xenos	Vice President	Exogent
Bo	Yang	EVP	ABC
Johnny	Yang	Mentor	MIT
Lawrencr	Yoon	Marketing Coordinator	GrowthExpertz
Russ	York	VP	Liberty Insurance Agency
Theo	Zacharis	Innovation & Strategy Advisor	bioGLOT Ventures
Khuram	Zaman	CEO	Fifth Tribe
Peter	Zawadzki	Founding Royalter	Ergoden
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Raymond	Zoeller	Strategic Advisor & Investor	Organicell
William	Zonghetti	EVP	Colliers International

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