



The Big Idea  
CONNECTpreneur Forum  
Baltimore, Maryland

Johns Hopkins Carey Business School  
February 19, 2020

# AGENDA

WEDNESDAY, FEBRUARY 19, 2020

7:30-8:45am REGISTRATION & NETWORKING

8:45-8:50am WELCOME REMARKS

S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea  
CONNECTpreneur Forum

ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey  
Business School

8:50-8:55am

TEDCO & MARYLAND VENTURE FUND  
UPDATE

Major General (Ret.) LINDA SINGH - Interim CEO, TEDCO

9:00-9:50am COMPANY SHOWCASE  
& ROCKET PITCH

Community Data Platforms - ALAN WORDEN

Vivos Therapeutics - CORBIN COWAN

FireBot Suppression - MARK BALDINO

CarrTech - SUE CARR

GreenTec-USA - STEVE PETRUZZO

NowSecure Mobile - BRIAN REED

Dapt - JIM KEENEY

Onclave Networks - GLEN GULYAS

# AGENDA, con't

9:50-10:40am INVESTOR PANEL:  
"Latest Trends in Early Stage Investing"

MODERATOR: ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey Business School

MICHAEL AVON - Partner, ABS Capital Partners; Founder and Executive Chairman, ICX Media

JEFF CHERRY - Managing Partner, The Conscious Venture Fund; CEO, SHIFT Ventures

ELIZABETH CHO-FERTIKH - Co-Founder & Managing Director, MEDA Angels; ECF Biosolutions and Venture Corner

CHRIS COLLEGE - Managing Partner, TCP Venture Capital

CHRISTY WYSKIEL - Executive Director, Johns Hopkins Technology Ventures; Senior Advisor to the President, Johns Hopkins University

10:40-11:20am FIRESIDE CHAT

JEFF GALVIN - CEO, American Gene Technologies

S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea CONNECTpreneur Forum

11:20am-Noon NETWORKING

# SPEAKERS



## **TIEN WONG, CEO, OPUS8, INC.**

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

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

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



## **JEFF GALVIN, CEO, AMERICAN GENE TECHNOLOGIES**

Jeff Galvin is the CEO and Founder of American Gene Technologies™ (AGT). He earned his BA degree in Economics from Harvard in 1981 and has more than 30 years of business and entrepreneurial experience. Past companies he has founded were taken public or sold to public companies, such as Varian, which is the leading maker of linear accelerators used in cancer therapy. Driven by his passion to solve complex problems and make a difference in people's lives, Galvin pursued an interest in gene and cell therapy.

Transitioning into scientific research, Mr. Galvin applied his expertise in critical problem solving to co-create a collaborative lentiviral vector platform for gene therapeutic development with Dr. Roscoe Brady. Dr. Brady was a research scientist at NIH-NINDS who co-discovered enzymatic defects in lysosomal storage disorders and later developed an enzyme replacement therapy to treat Gaucher disease.

Founded by Mr. Galvin with advice from Dr. Brady, AGT aims to create functional gene therapy cures to treat a broad range of genetic diseases, such as HIV/AIDS, Phenylketonuria (PKU) and Hepatocellular carcinoma (liver cancer). AGT anticipates becoming a clinical stage company in 2020 with a Phase I human trial for its HIV functional cure.

Dr. David Pauza, PhD, joined AGT as Chief Science Officer in 2016. Dr. Pauza has worked in the field of human virology and immunology and has received numerous honors and awards including the Chernow Foundation Award from the American Foundation for AIDS Research.



# SPEAKERS

## **ALEXANDER TRIANTIS, DEAN, JOHNS HOPKINS CAREY BUSINESS SCHOOL**



Alexander Triantis is the third dean of Johns Hopkins Carey Business School and a tenured professor. As an expert in the areas of corporate financial strategy and valuation, Triantis has built a reputation throughout his career as a strong, personable, and pragmatic leader skilled at building consensus around a strategic vision.

Triantis came to Carey Business School August 2019 from the Robert H. Smith School of Business at the University of Maryland, where he served as dean from 2013 to 2019. As dean of the Smith School, he promoted the development of cross-divisional research centers and initiatives focused on artificial intelligence, data analytics, enterprise and markets, ethics and regulation, financial and economic policy, and entrepreneurship. He also helped launch a number of new dual-degree programs and several new graduate programs and certificates, including a top-ranking online MBA and an in-person and online MS in Business Analytics.

An engineer by training, Triantis was inspired to join academia by his father, an economics professor. Before becoming dean at the Smith School, Triantis served as a professor of finance and chair of the Finance Department from 2006 to 2011.

Triantis received his PhD in industrial engineering (with a specialization in finance) from Stanford University and his BAsC and MEng degrees from the University of Toronto. Prior to joining the University of Maryland's faculty in 1995, he was a visiting scholar at the Massachusetts Institute of Technology's Sloan School of Management, and an assistant and associate professor at the University of Wisconsin.

Businessweek named Triantis an Outstanding Professor at the University of Wisconsin and the University of Maryland, and he is a two-time recipient of the Smith School's top teaching award for faculty.

He has published articles in numerous prestigious academic journals and consulted and led training in the areas of corporate finance and valuation for multinational corporations and other large institutions. He has served as a committee member and vice president for global services for the Financial Management Association International and in July 2019, he began a three-year term on the board of directors for the Association to Advance Collegiate Schools of Business, a leading global accreditation association of business schools.

## **MAJOR GENERAL LINDA SINGH, INTERIM EXECUTIVE DIRECTOR & CEO, TEDCO**



With over 30 years of leadership, consulting and systems integration experience, having served in various senior executive level positions, Dr. Linda Singh offers a blend of public and private sector experience that spans health, defense, state and local government.

Dr. Singh previously served as the founder and Chief Executive Officer of Kaleidoscope Affect, LLC providing leadership and strategic advisory services for a variety of clients. Prior to that she served as a Major General in the Maryland National Guard, dedicating more than 38 years of service. As the Adjutant General and a Cabinet Secretary she was responsible for the Maryland Military Department. As part of her military role she worked with senior level officials at ministerial and ambassador levels in Estonia and Bosnia developing country strategies under the Department of Defense State Partnership Program. Dr. Singh retired from Accenture in 2016, she was a Managing Director in the Health and Public Service North America Operating Unit where she served for 21 years.

Dr. Singh personally mentors, coaches and speaks on leadership, diversity, adversity, career transition and issues that plague women and veterans in the workplace. She holds a bachelor's degree in business, a Master of Business Administration, a Master of Strategic Studies and a PhD in Industrial

# SPEAKERS

and Organizational Psychology. She is the author of “Moments of Choice: My path to leadership” and “What’s in Your Box” which is scheduled for early 2020 release.

Dr. Singh is a certified Project Management Professional (PMP), Associate Certified Coach (ACC), Gallup Strengths Coach and John Maxwell certified trainer and speaker. She has received numerous awards, among them are the 2013 DiversityMBA Top 100 under 50 Diverse Emerging Leaders, The Network Journal 25 Influential Black Women in Business Award for 2014 and recipient of the Ellis Island Medal of Honor for 2015. She was also inducted into the Maryland Women’s Hall of Fame in March 2015. She was also featured on the Today Show for her history making leadership team and named as one of InStyle’s Badass 50 in July 2019.



## **MICHAEL AVON, PARTNER, FOUNDER & EXECUTIVE CHAIRMAN, ABS CAPITAL PARTNERS & ICX MEDIA**

Michael Avon is an entrepreneur, venture capitalist and executive with extensive experience in data analytics, marketing & media technology, SaaS, FinTech, cybersecurity and education technology. Mr. Avon has founded multiple companies and served in numerous leadership roles in those companies. Michael has also worked for several venture capital funds in the Greater Washington/Baltimore region and is an active angel investor, advisor and mentor in the local start-up community. Currently, Michael is a Partner at ABS Capital Partners, a leading growth equity venture fund based in Baltimore, MD. Mr. Avon is also the Founder & Executive Chairman of ICX Media, a media analytics and intelligence company he founded in 2015 and served as the Company’s first CEO from 2015-2019. Previously, Michael was the CFO & EVP of Corporate Development, Strategy and Operations at Millennial Media, a leading mobile advertising company he co-founded as a venture capitalist and board member in 2006. At Millennial Media, Mike led the company’s successful IPO in 2012 before the company ultimately sold to Verizon in 2015. Earlier in his career, Michael was a venture capitalist at Columbia Capital in Alexandria, Virginia. Michael graduated from the University of Virginia and the University of Virginia School of Law and remains actively involved with UVA through various boards affiliated with the University of Virginia College Foundation. Mike lives in McLean, Virginia with his wife and 2 children.



## **JEFF CHERRY, MANAGING PARTNER, THE CONSCIOUS VENTURE FUND; CEO, SHIFT VENTURES**

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

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

Jeff is a recovering NCAA DIII Football player, and a martial artist with a Black Belt in Tae Kwon Do and extensive experience in Krav Maga.

# SPEAKERS



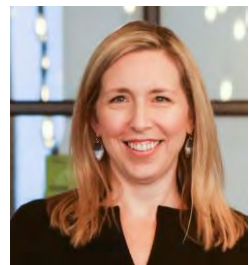
## **ELIZABETH CHO-FERTIKH, CO-FOUNDER & MANAGING DIRECTOR, MEDA ANGELS; ECF BIOSOLUTIONS & VENTURE CORNER**

Elizabeth is the Cofounder & Managing Director of MEDA Angels, a healthcare-focused angel investor group that she and a few physician-investor colleagues established. The Washington, DC-based MEDA Angels invests in mid-seed and Series A stage opportunities in health and wellness segments from across the country. She is a trained cancer biologist with over 25 years cross-functional experience in academia, industry and startups spanning drug development, regulatory affairs, commercialization and capital raising. Along with a team of Advisors, she also runs ECF Biosolutions, an advisory practice that counsels investors and startups in a suite of areas. These include diligence reviews of investment opportunities for investors and key development needs of startups from (1) preclinical & clinical operations, (2) regulatory & reimbursement counsel, (3) product market fit analysis, (4) commercialization strategies and (5) grant & investor fundraising. Elizabeth enjoys mentoring startups at incubators in the area including Halcyon House, Johns Hopkins, the Korea Innovation Center-DC, and frequently speaks at investment forums and judges startup pitch showcases. She received her BA from Johns Hopkins, her MS from Georgetown University, her PhD from Thomas Jefferson University, and completed her postdoctoral training in cancer epigenetics at the NIH & Harvard Medical School.



## **CHRISTOPHER COLLEGE, MANAGING PARTNER, TCP VENTURE CAPITAL**

Mr. College is an experienced venture capital professional with deep expertise in structuring, negotiating, and executing transactions. Chris has successfully closed over 70 transactions during his career worth over \$2.0 billion. He is currently responsible for the strategic and operational leadership of TCP Venture Capital. Prior to joining TCP Venture Capital, from 2006 to 2012, Mr. College was Head of the Private Finance Group at Stifel Nicolaus. From 2001 until 2006, Mr. College was with the Private Finance Department of Legg Mason Wood Walker. He joined Legg Mason Wood Walker in 1999 and from 1999 until 2001 was a member of the investment banking team focusing on mergers and acquisitions and initial public offerings (IPOs) in the technology industries. Prior to joining Legg Mason, from 1992 to 1997, Mr. College was an investment banker with Robert W. Baird & Co. Chris holds a BA in economics from Northwestern University and an MBA degree from Emory University.



## **CHRISTY WYSKIEL, EXECUTIVE DIRECTOR, JOHNS HOPKINS TECHNOLOGY VENTURES; SENIOR ADVISOR TO THE PRESIDENT, JOHNS HOPKINS UNIVERSITY**

Christy Wyskiel is the Senior Advisor to the President of Johns Hopkins University for Innovation & Entrepreneurship. In this role, she also serves as the Executive Director of Johns Hopkins Technology Ventures, the division of the university responsible for technology transfer, industry research partnerships, and company incubation under the brand 'FastForward.' Since her appointment in 2013, Christy has transformed the culture of commercialization at Johns Hopkins, opening 44,000 square feet of FastForward innovation space to support startup companies, facilitating the creation of 80 companies, and generating \$272 million in university revenue from licensing and industry collaborations. JHU startups have raised over \$2.5 billion in venture capital during her tenure. Christy is a fierce advocate for the future of Baltimore and the role that Johns Hopkins University can play in populating the city skyline with companies borne, built and grown locally.

Christy is a seasoned entrepreneur, investor, and ecosystem builder with 25 years of experience primarily focused on the life sciences and healthcare industries. Prior to her role at Johns Hopkins, Christy co-founded two Baltimore based startups and served as a formal and informal advisor to many others. Prior to that, Christy worked as an institutional investor where she had a long track record of successful investing in both public and private companies.

## Investment Thesis Overview

1. The lack of deep data analytics at the community level provides a great opportunity. The data analytics space is littered with generalized data but its typically superficial regarding the richness of specific communities. Leaders of billion-dollar businesses regularly rely on sophisticated data analytics to make important decisions, but their data resources at the community level are weak. And leaders who manage communities valued even higher, and who serve hundreds of thousands of citizens, tell us that the lack of data analytics at the community level is a massive problem.
2. Leaders in business, economic development, philanthropy, and government tell us they want to make evidence-based decisions, but no community data analytics resource is available. Consequently, community-based decisions about business strategy, economic development, healthcare, education, capital investments, infrastructure, and law enforcement are too often made on anecdotes or with limited or incomplete data.
3. Community Data Platforms (CDP) is creating an entirely new business category called “community data.” We believe that CDP will serve a massive market and will be a “category king” (such as Uber, Google, Facebook, and Netflix). These innovative companies corralled the lion’s share of the new category’s economics by first *inventing* the category, and then *building* a product, and finally *creating* a company to serve that category.
4. CDP is scaling the work of a successful prototype developed in 2018 to support ReMain Nantucket, Wendy and Eric Schmidt’s philanthropy. Eric was the Chairman and CEO of Google and Alphabet. NDP has built a reliable and rich data platform and is presently working with philanthropies, businesses, and government on Nantucket to develop scalable methodologies & compelling visualizations to answer their “Pressing Questions”. Revenue to date exceeds \$600,000.
5. CDP seeks to provide leaders (business, philanthropies, & government) with evidence-based analysis by leveraging its local, reliable data platforms. While communities are unique, the problems they face are not. CDP’s localized data platforms & methodologies scale across communities, leverage hyper-local, commercial, and national data, and provide business and community leaders with clear answers & compelling visualizations so they can make their businesses and communities smarter and stronger.
6. Early reception to the idea of localized data platforms in multiple cities is very encouraging. To facilitate broader adoption [Schmidt Futures](#), a venture philanthropy firm, is providing grants to facilitate three new community data platforms in 2020. CDP is managing this process through a national “open call” in 1Q20.
7. Revenue is derived by licensing data assets to enterprises and by executing subscriptions with “anchor institutions.” After a six-month pilot, CDP believes four anchor institutions will subscribe annually to the local data platform for \$250,000 each, generating \$1 million in revenue per community. CPD believes that licensing revenue derived from enterprises will exceed revenue from anchor institutions.
8. CDP is undertaking an Angel Round through a convertible note structure. The capital will be used to sell into additional communities and strengthen our data and tech teams with the vision of a Series A round in early 2021.
9. Everyone involved with CDP is mission-driven with a passion for making communities smarter and stronger. CDP’s mission has allowed it to recruit skilled data scientists to the team.



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



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

### Key Members of the Advisory Board

**Jerry Abramson** – Former White House Director of Intergovernmental Affairs (President Obama).

**Marcia Hale** – Senior Advisor, Bloomberg 2020. Former White House Director of Intergovernmental Affairs (President Clinton).

**Chris Hessler** – Executive Chairman, Linkwell Health. Operating Partner, Alpine Investors.

**Peg Jackson** – Managing Director, Stifel Financial. Former senior executive at Gridley & Company, NeoCarta Ventures, & NBC.

**Craig James** – Managing Director, Glover Park Group. Formerly the President of Powell Tate Advertising Group.

**Ray Kelly** – Former Commissioner, New York City Police. Former Commissioner of the U.S. Customs Service.

**Mark Tercek** – Former CEO of the The Nature Conservancy and Partner at Goldman Sachs. Author of the bestseller Nature’s Fortune: How Business and Society Thrive by Investing in Nature.



**QUALIFIED INVESTOR BUYER AND  
ACCREDITED INVESTORS\***

JANUARY 2020

## Executive Summary

### CONTACT INFORMATION

Corbin Cowan  
405-229-4052  
ccowan@vivoslife.com

Edward Loew – SVP Capital Mkt  
602-903-0095  
ed@vivoslife.com

### FINANCIAL INFORMATION

- Company Stage - Growth & Scale
- Capital to Date - Approx. \$20 MM
- 2018 REVENUE - \$3.8 MM
- 2019 REVENUE - \$11.2 MM\*
- Shares Outstanding - 37.3 MM
- Employees - 97

### CURRENT OFFERING SUMMARY

#### **\$15MM UNITS**

- Each Unit is 1 Series B Convertible Preferred Stock and 1 Warrant to Purchase Class A Common

### MANAGEMENT

CEO – R. Kirk Huntsman  
CMO – Professor G. Dave Singh, DMD, PhD., DDS  
CFO – Brad Amman  
SVP Operations – S. McCullough  
SVP Marketing – D. Bryan Ferre  
CCO – Cat Bonar  
SVP Capital Markets – Ed Loew

### **Our Company**

We are a medical device technology company focused on the development and commercialization of solutions for patients with sleep disordered breathing (SDB), including obstructive sleep apnea (OSA).

### **Obstructive Sleep Apnea (OSA) – The Problem**

OSA is a serious global problem affecting an estimated 54 million people of all ages in the U.S. alone, at an annual societal cost of over \$165 Billion. Current standards of care are palliative and do not deal with the underlying cause of the condition and require lifetime use.

### **Our Solution**

The Vivos System combines both patented and proprietary technologies that induce the remodeling of hard and soft tissues of the human airway – a process that we believe opens airway space and can potentially eliminate or significantly reduce symptoms and conditions associated with OSA. The Vivos System technology represents the first non-surgical, non-invasive and cost-effective solution for the hundreds of millions of people globally who suffer from OSA.

### **Our Revenue Model**

Our three core revenue drivers are (1) VIP enrollment and training fees, (2) recurring Vivos System sales, and (3) recurring subscription fees from services such as Medical Billing, Marketing, and Diagnostic and Treatment Planning.

### **First Mover Advantage – Go to Market**

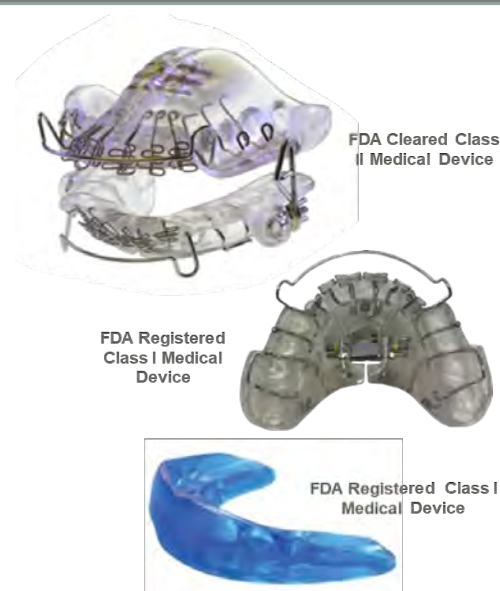
We are the first company to offer individuals diagnosed with OSA access to the Vivos System. We sell our Vivos System to doctors (mostly dentists) in the United States, Canada, and in select countries in Europe and Asia. Our direct sales force engages in sales efforts and promotional activities focused on referring physicians, sleep centers, as well as directly to the over 160,000 professionally active general dentists in North America. The Vivos System is in the marketplace, with rapidly growing acceptance among dentists and healthcare providers. We have trained over 1,000 providers (Dentists) to prescribe Vivos appliances throughout North America with an estimated delivery of over 8,000 appliances.

### **Proprietary Intellectual Property**

Two (2) issued U.S. utility patents, six (6) issued U.S. design patents, two issued Canadian patents and one issued European patent.

*This summary is for informational purposes only and is not intended as a recommendation, offer, or solicitation with respect to the sale or purchase of any securities. The securities and related financial instruments described may not be eligible for sale in all jurisdictions, or to certain categories of investors. The information provided herein was obtained from sources believed to be reliable; however, Weild & Co. cannot guarantee the completeness or accuracy of this information. Forward-looking statements are subject to factors that can cause statements to differ materially from what is stated within this summary. Financial highlights are intended for informational purposes only and are not meant to replace audited financial reporting. The financial data contained herein is based on information provided by the Company to Weild & Co. and has not been audited or independently verified as to accuracy, completeness, or the reasonableness of the assumptions underlying the projections. Weild & Co. shall not be liable for damages resulting from use of or reliance upon the information presented herein. Investment decisions may only be made by accredited investors who have relied only upon the information contained in the Private Placement Memorandum, including Risk Factors as described therein. This investment involves significant risk, including the possible loss of principal. \*CONSOLIDATED PRELIMINARY UNAUDITED*

An example of the impact of Vivos System treatment of an upper human airway is shown in the figures below



**Compelling economics at all levels of the product and service delivery chain:**

- **Vivos Integrated Practice Program (VIP).** Training and on-boarding fee for a dentist to become a VIP is currently set at \$62,500 plus \$10,000 for each additional associate.
- **Recurring Vivos System Sales.** Trained VIP doctors pay us an average adult case fee of \$1,600 per case. We maintain gross margins in excess of 60% on each adult case processed. In turn, VIP offices typically charge adult patients fees ranging from \$6,000 to \$9,000. With fully burdened cost of goods sold of around \$2,000 per case, VIP doctors also have compelling unit case economics with high gross margins.
- **Recurring Subscription Fees.** Ongoing access to our Institute for Craniofacial Sleep Medicine and online training courses; The Airway Intelligence Service; The Billing Intelligence Service; and The Marketing Intelligence Service

Product or Treatment Protocol	Non-Surgical Options				Surgical Options	
	VIVOS	CPAP	Oral Appliance Therapy	in <span style="font-size: small;">spire</span> <small>UPPER AIRWAY STIMULATION</small>	Uvulopalatopharyngoplasty (UPPP)	Maxillomandibular Advancement Surgery
Treats Underlying Cause	Yes	No	No	No	Yes	Yes
Time to Resolve Symptoms	Potentially Immediate	Potentially Immediate	Potentially Immediate	Potentially Immediate	Potentially Immediate	Potentially Immediate
Overall Efficacy	High with good patient compliance	High but patient compliance is low	High with good patient compliance	Good with proper patient screening and case selection	Low to medium effectiveness	High
Pain	Very minor or none	Very minor or none	Very minor or none	In some cases	During recovery	During recovery
Potential Negative Side Effects	Minor and/or cosmetic	Moderate	Moderate	Major	Major	Major
Treatment Time	Average 9-18 months	Lifetime	Lifetime	Lifetime	Surgery + healing time	Surgery + healing time
Duration of Benefits	Many years to lifetime	Only when device is in use	Only when device is in use	Only when device is in use	Limited and fade with time	Many years to lifetime
Portability	Yes	No	No	N/A	N/A	N/A
Potential Cosmetic Benefits	Yes	No	No	No	No	Yes
Impact on TMJ	May resolve many TMJ issues	No known positive impact	May create or exacerbate TMJ	No known positive impact	No known positive impact	No known positive impact

\*THE INVESTMENT DESCRIBED IN THIS CIRCULAR IS OPEN TO "ACCREDITED INVESTORS" ONLY, THROUGH AN OFFERING MADE IN ACCORDANCE WITH REGULATION D, RULE 506(c) OF THE SECURITIES ACT OF 1933, AS AMENDED.



# KOEV BROTHERS COMPANY ANALYSIS

Summary | **September 4, 2019**

8816 Hampton Station Ct,

Lorton VA 22079

(703) 906-3154

<https://firebot suppression.com>

[info@firebot suppression.com](mailto:info@firebot suppression.com)

## FireBot Suppression Systems

### Company Overview

FireBot is a battery powered device that intends to prevent kitchen fires, loss of life and \$1B in annual property damage. The product eliminates kitchen fires which account for half of all home fires.

### KEY FINANCIALS SUMMARY (Revenue and EBIT in \$th)\*

	2017	2018	Year 1	Year 2
Shipments	N/A	N/A	1,740	7,888
Revenue	N/A	N/A	279	1,308
EBIT	N/A	N/A	262	1,269
Net Debt/EBITDA	N/A	N/A	N/A	N/A

### Noteworthy Overall Facts/Figures

- **Current Capital Raise:** \$77K.
- **Remaining Equity:** 4,293 shares @ \$200 per share; \$858.6K.
- **Owner Investment:** \$125K.
- **Dilution Contingencies:** CEO is not willing to give up more than 50% equity but is open to investors joining his board of directors.
- **Company Valuation:** Company is seeking money off of future projections of revenue.
- **Compared to Comps:** Valuation not based on other transaction multiples.
- **Of Note:** Each year, \$81,600 of EBIT is non-cash income (amortization).

### BUSINESS MODEL

- B2C: Sell product directly to consumer via sales reps, online.
- B2B: Sell product to multifamily housing, apartments / condominium management, and assisted living facilities via direct sale to management companies. Lastly, the company plans to partner and sell to fire restoration companies.

### OBJECTIVES

- Acquire UL-300A certification for insurance companies to allow premium discounts and fire marshals to add system in fire code.
- Have materials available to service 75K pre-orders.
- Initial sales target - 10K units (\$1.65MM revenues).
- Capture 1% of 100 MM kitchens in the US to earn \$165MM in gross sales.
- Create a smaller pump or suppressor for easier installation.
- Achieve wireless capabilities for maintenance monitoring.

### OPPORTUNITIES

- Between 2014 and 2016 there was an average of 188,000 kitchen fires every year in the United States. Fire restoration companies could be great partners for installing this system on homes post damage.
- This type of product is in very few homes which gives FireBot an early start to market-engineer and set the stage for the industry.
- The product is well designed with a long lasting battery (3-5 years) which can be re-charged.
- Cost to produce one unit is \$45, generating 73% profit. The product is functional and it is ready for the UL-300A certification. Manufacturing takes place in Baltimore and the business is scalable.

### RISKS

- Consumers could be turned off to buying a new product that they do not think they need. Especially if their apartment has a sprinkler system
- Building Managements might not find the need to purchase.
- Since FireBot intends to sell to management companies to save them money, Firebot should first research what percent of insurance premiums were for fire and how much, on average, a company pays per unit in local or nationwide markets.
- FireBot's competitor, FireStop, has been in the market for over 40 years and sells similar products that last for 6 years (but does not have the UL-300A). FireBot has passed all UL-300A tests independently, but still needs to complete the official certification which costs \$75K.

### MANAGEMENT TEAM

#### • Mark Baldino —CEO

Served since 1992 as President of Baldino's Electronic Security and Vice President of Baldino's Lock and Key, companies serving the DC, Baltimore metro areas with 15 locations and 85 employees w/ annual revenue of over \$13 M. 30 Years w/ experience in Sales, Marketing & Management.

#### • Pat Rioidan—VP

Vice President and Co-founder of FireBot. Pat brings over a decade of experience, ranging from software development to electronics design to SEO. BS in Computer and Information Science.

### MARKET ASSESSMENT

Market Saturation	This seems to be very small market for this product now as very few consumers use these hoods. That said, with the proper strategy it could be in the majority of homes in America.
Competitors	StoveTop FireStop competes at the similar but slightly cheaper price-point. Other similar hoods for homes are more expensive and industrial hoods are substantially more expensive (\$6K).
Market Share Capture	FireBot does not have sales and has yet to capture any market share
Market Penetration	FireBot does not have sales and is not yet in any markets





## CarrTech LLC Executive Summary

### Tweet-length description of company:

The CarrTech Filter device saves lives, time, and money by improving safety and compliance.

### Value Proposition:

CarrTech has invented a better filtering device. It is an all in one, filter, all in one package which will save US hospitals close to one billion dollars annually in unnecessary waste by decreasing needle stick injuries, and decreasing time spent in medication preparation. Our mission is to make medication preparation easier and safer for the healthcare provider with a one-step filter device. This will increase compliance with federally mandated procedures for intravenous medication preparation.

### Sales/Marketing Strategy:

Our first customers will be the hospitals. We are currently networking with local hospital thought leaders, managers, and directors. An additional market will include oncology centers in Florida who are willing to sign a letter of intent to purchase our filter device. In 2020 we plan to market with twelve early adapter hospitals where we currently have networking contacts. We will hire three marketing experts in order to scale. We are currently preparing for FDA pre submission with our advisors. Our plan is to sell either through the current hospital channels in addition to new emerging suppliers such as Amazon, Fed Ex, and UPS. We have raised \$191,000 through friends and family to date. We need an additional \$600,000 for 510-k FDA submission. After anticipated FDA approval in 2020 we will need an additional 2.5-3 million dollars for inventory, distribution, marketing and sales.

### Management Team:

CarrTech's founder, Sue Carr RPh, brings a wealth of experience in both retail management and hospital pharmacy as a clinical pharmacist. John Brzezinski, CFO, has extensive financial experience in early stage medical device companies. Gary Lopez, CTO is a software engineer holding a degree in Biochemistry and Computer Science helping with technology related needs. Dr. John Nazzaro RPh., Vice President, revolutionized automations in the pharmacy for the DOD and has experience in sales and management. Terri Lopatka RPh., secretary has extensive hospital management in the pharmacy and has worked at local hospitals in the DMV, NIH, and FDA.

### Customer Problem:

Healthcare providers are using an intravenous medication preparation procedure which contributes to increased cost, time, and money for hospitals.

### The Solution-Product/Services:

CarrTech's solution is a one needle, one step, and one package filter device. The novel placement of the filter at the tip of the device allows for both the filter and hypodermic needle to be combined in one single, easy to use, one package product.

### Target Market:

The filter needle market in the US grossed over two hundred and seventy-five million dollars in revenue and the global filter needle industry grossed over three billion dollars in 2017.

### Customers:

Our first early adopter customers will be the hospitals. We will then expand to ambulatory care centers, compounding pharmacies, the DOD, government institutions, drug companies, rescue squads, and veterinarians.

### Business Model:

By 2021 CarrTech will sell each device for \$ 0.45. The needle will cost \$0.25 to make at scale. By 2023 the total revenue in the US will be close to 13.5 million dollars with a gross margin of 46%.

### Competitors:

Our major competitors are the big needle pharma companies such as BD (Becton-Dickenson) and B-Braun who comprise close to 90 % of the filter needle industry.

### Competitive Advantage:

Our competitive advantage is that our filter device will be the only filter available in the marketplace with a combined filter and hypodermic needle all in one, eliminating needle exchanges during medication preparation. CarrTech has three US patents and a patent pending in Canada

### Use of Funds:

\$600,000-Preparation and submission for FDA approval in 2020- Q3- Q4.

\$2.5 - \$3 Million dollars for manufacturing, storage, distribution, and marketing 2020-2021.

### Financials:

Financials (USD)	2020	2021	2022	2023	2024
Revenues	\$ 77,036	\$1,681,187	\$6,960,384	\$13,485,744	\$20,011,104
Expenditures	\$905,201	\$1,361,204	\$2,118,307	\$2,601,308	\$3,063,310
Net	-\$981,575	-\$929,405	\$791,296	\$3,628,948	\$6,181,586

Pre- Money Valuation: Negotiable not yet set

### Contact Information:

Sue E Carr

FITCI

4539 Metropolitan Ct

Frederick, MD 21704

[Suecarr@carrtechllc.com](mailto:Suecarr@carrtechllc.com)

301-694-2999 ext. 5005

### Industry:

Medical Device for Healthcare

### Development Stage:

Startup, 2 US Patents, Patent pending in Canada prototypes built and functional

### Year Founded:

Founded March 2012

### No. of Employees:

4 deferred salaries

### Funding opportunity:

Seeking \$600,000 - FDA

Seeking \$3,000,000-Series A

### Use of funds:

FDA Submission, salaries, marketing, rent, inventory, manufacturing and distribution

### Current Monthly Burn Rate:

\$2,500.00

### Current Monthly Revenue:

0

### Existing Debt:

0

### Existing Investors:

Friends and Family.

Capital Raised to date:

\$185,000



**Investment Opportunity:**  
 \$5-10M Strategic Partnership

**Funding To Date:**  
 \$2.1M Private

**Industries:**  
 Cybersecurity  
 Data Protection  
 Cyber Insurance  
 Secure Systems  
 Edge & Fog Computing

**Intellectual Property:**  
 Twelve patents issued  
 Additional patents pending  
 Software Apps

**Products:**  
 ForceField<sup>TM</sup>  
 CYBERdisk<sup>TM</sup>  
 WORMdisk<sup>TM</sup>  
 XTC-2200<sup>TM</sup>

**Key Deployments:**  
 ATF  
 FBI  
 DoE  
 NASDAQ  
 Exxon-Mobil  
 Honeywell Aerospace  
 Lawrence Livermore Labs  
 Raytheon  
 Alcatel-Lucent  
 Washoe County  
 State of Minnesota

**Background:** Innovative patented systems and data cyber security, storage and processing applications with automatic secure data protection as data is written, ensuring both data integrity, and data confidentiality. Prevents data disclosure, sabotage, manipulation, deletion, Ransomware, insider threats and other malicious attacks. Developed for sensitive commercial organizations, financial institutions and government agencies. Validated by the DOJ and DISA. These technologies are the NIST SP 1800-11 standard for data integrity and protection against Ransomware and other destructive events, have been penetration tested by large government defense contractors and are chain analytics certified. Scales from single USB stick, hard disk drive, storage server, data center racks and secure cloud solutions.

**ForceField<sup>TM</sup>, CYBERdisks<sup>TM</sup> and WORMdisks<sup>TM</sup>** protect data and systems by embedding patented security technologies at the lowest layer in the security stack, and cannot be bypassed or circumvented regardless of security credentials or operating systems used. Simple to use with standard operating systems, interfaces, data formats and applications. Data protection is immediate and automatic, with each data block being locked-down from manipulation and disclosure “on-the-fly” as it is written. Impervious to system crashes, power outages and cyber-attacks that often cause data loss. As part of an estimated \$202-billion cyber products market, these products provide the last line of defense for protecting financial transactions, important records and documents, voting machines, firewall log files, email repositories, medical systems, digital evidence, regulatory compliance, blockchain transactions, crypt currency wallets and ledgers, endpoint security, system backups, data archives and other sensitive and critical files and data.

**The XTC-2200<sup>TM</sup>** is a small, lightweight mobile technology providing edge-node processing and storage with applications such as remote video surveillance, analytics, fog computing, cybersecurity and video compression. One example benefit is use of the XTC-2200 to provide from 60% to 90% reduction in wireless bandwidth charges for video surveillance and back end video storage space requirements. Another example is the ability to perform advanced artificial intelligence (AI) analytics and data collection at the edge as an extension and augmentation to conventional cloud-based applications.

**Company/Management:** GreenTec’s seasoned management team has many years of developing innovative technology and establishing hi-tech start-up companies. Investment opportunity enables key sales, marketing and production team staffing.

**Intellectual Property:** Twelve patents issued with additional patents pending for data integrity, data replication, modular re-configurable computers and storage systems and advanced secure file system architectures.

**Investment Objectives:** Products are production-ready and already deployed to commercial and government organizations. Capital used to ramp up marketing, sales, distribution and OEM licensing. Currently partnered with VARs in consumer and federal marketplace.

**Competition:** GreenTec’s key differentiator is that cyber protections are at the lowest layer in the security stack, within the storage device, and are always protecting the data regardless of operating system or access permissions. GreenTec’s technology protects systems and data content and scales from USB sticks, microSD, HDD, NAS/SAN and secure cloud storage. Competition in the enterprise and government market spaces include EMC and Netapps who produce very-expensive and complex software-based appliance solutions consisting of a server and software that protects the data from being modified. These appliances have been hacked and bypassed and you need the entire appliance in order to protect the data, as compared to GreenTec’s technology that is embedded within each device wherever that device goes. Competition in the consumer space includes malware anti-virus, and other software-based endpoint solutions that provide detection, whereas GreenTec technologies prevent malware, rather than simply detecting it.

**Financial Projections (\$Thousands)**

	2019	2020	2021	2022	2023
Revenue	\$700	\$2,400	\$6,800	\$18,000	\$38,000
EBITDA	\$400	\$1,900	\$4,100	\$12,170	\$29,600

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**Management**

CMO, Brian Reed  
Founder, Andrew Hoog  
SVP Sales, Brian Murphy  
CFO, Jess Hansen  
CTO, David Weinstein  
SVP Egr, Jeff Fairman

**Industry**

Computer Software

**Number of Employees**

85

**Bank**

Comerica

**Auditor**

Miller Cooper

**Law Firm**

Cooley

**Current Investors**

ForgePoint Capital, Baird, Jump,  
MATH

**Use of Funds**

International Expansion

**Business Description:** NowSecure secures the mobile app economy. The 4.5m commercial mobile apps and millions more internal corporate apps dominate the web with \$58Bn in sales during 2019 holiday shopping season (vs \$34bn web). Mobile apps now drive 63% of all internet traffic and digital time, yet enterprises spend 95% of security on web. Alarming, industry benchmarks reveal 75% of mobile apps have security vulnerabilities and 72% leak personal data violating GDPR/CCPA. Enter NowSecure, purpose-built for mobile delivering automated mobile app security and privacy testing software and expert pen testing services to mobile first business and global enterprise brands in Finance, Gov, Retail, Travel & Hospitality, Healthcare and more. Join our mission to save the world from unsafe mobile apps!

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**Company Background:** In 2009 at the birth iPhone and Android, viaForensics founder Andrew Hoog sparked a new industry writing 2 books on mobile iOS/android forensics while building a mobile forensics and pen testing business. In 2014, the company renamed to NowSecure and raised capital (Series A) to commercialize their internally developed analyst software testing tools. Today NowSecure has nearly 200 customers testing millions of mobile apps and has twice been named by IDC as the industry leader in Mobile App Security Testing. In 2019 the company raised \$15m Series B.

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**Management:** Alan Snyder, Veteran mobile CEO strong exits incl Good Technology (acq. BBRY), BoxTone (acq. by Good), Idea Integration, Perspective Technology (acq. Idea); Jess Hansen, CFO, Morgan Stanley TMT Investment Banking; Andrew Hoog, Founder, noted authority, expert witness, patent holder, former CIO. Brian Reed, veteran mobile CMO Good Technology (acq. BBRY), BoxTone (acq. by Good), FormScape (acq. By Bottomline), Microfocus/INTERSOLV; Brian Murphy, veteran mobile SVP Sales Good Technology (acq. BBRY), BoxTone (acq. by Good), BEA Systems, Weblogic, Centura, Perspective; David Weinstein, CTO, former MITRE Security Researcher multiple patents; Jeff Fairman, SVP Engineering, Worldstream, PEAK6 Investments, OptionsHouse (acq. eTrade), CaptialStream (acq. By HCL)

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**Products/Services:** NowSecure Platform is SaaS based software for automated, continuous security and privacy testing of mobile apps that companies build, download and use. For agile and DevSecOps teams, NowSecure powers shift left by plugging security and privacy testing directly into the CD/CD pipeline. For mobile management and risk teams, NowSecure plugs into Apple AppStore and Google Play store to continuously scan the 3<sup>rd</sup> party mobile app supply chain. For mobile app security analysts and pen testers, NowSecure Workstation enables deep interactive hands on testing collapsing 2 week pen test into 1 hour test. NowSecure Services include expert mobile app and API pen testing, developer security training, mobile app security program development and mobile threat modeling.

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**Technologies/Special Know-how:** NowSecure is world's first and only fully automated SAST/DAST/IAST testing solution purpose-built for mobile. Embedding the experience pen testing hundreds of thousands of mobile apps, the NowSecure Platform is powered by intelligent automation that collapses a 2 week pen test into a 15minute automated assessment. NowSecure delivers the visibility, accuracy and control an enterprise requires while dramatically improving speed & efficiency.

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**Market:** IDC Sizes the Mobile App Security Testing market as \$200m in 2020 with 45% CAGR forecasted to \$959bn by 2023.

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**Distribution Channels:** NowSecure principally sells software and services via direct and 3<sup>rd</sup> party channels.

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**Competition:** Competitors are web security testing software vendors and pen testing services providers such as Veracode, MicroFocus Fortify, Synopsys, Checkmarx, Rapid7, FireEye, Protiviti. Mobile is fundamentally different from web, requiring fundamentally different architecture and approach. NowSecure competitive advantages include mobile-optimized automation, accuracy, speed, depth of coverage and seamless integration.



## Dapt Tech , Inc. Investor Executive Summary

### Mission & Vision

Dapt's mission as a Software-as-a-Service (SaaS) company is to make it easy for marketing professionals to engage with target audiences. Using our new Engagement Marketing Platform (EMP) integrated solution, marketers can effortlessly manage all their multimedia content (e.g., articles, video, podcasts) at the part level as opposed to the page level, dynamically assemble it into campaigns, and publish it to all their channels—website, social media, mobile apps, email, and print. As customers increasingly demand continuous engagement with their audiences, the long-term vision of Dapt is to provide the best platform for marketers as they move to continuous interaction through personalized campaigns.

### Investor Highlights

#### Market Positioning:

*Transitioning to engagement marketing requires constantly creating new content and distributing it to many different channels. Existing marketing software tools make it difficult to manage these efforts and coordinate across the different channels, leading to inconsistency and wasted time and effort. Wouldn't it be nice if there was one unified cloud solution that made it easy to manage content, assemble marketing campaigns, and publish to all channels? Marketing services companies are struggling with a disconnected collection of poorly designed products in an attempt to provide their customers with the continuous digital engagement they require. Dapt simplifies the delivery of digital marketing services by providing a unified platform. There are over 90,000 marketing services companies in the U.S. alone. Each new digital marketing partner will provide 1 - 5 additional Dapt customers per month leading to potentially exponential growth. In addition to selling to marketing agencies, Dapt sells directly to companies and *enterprise marketing departments*. As companies move forward along the digital transformation adoption curve they require a new integrated platform that allows them to go rapidly from marketing campaign idea to execution in days rather than weeks. Dapt is that platform.*

**Solution Description:** Dapt is an integrated solution that incorporates the technology of Content Management Systems, Social Media Management Platforms, and Email fulfillment into one cohesive platform. Each service can be purchased separately or together and the platform integrates with most major tools (e.g., Wordpress, Mailchimp, Hootsuite). Dapt may be purchased by service or all-in-one (website, social and email).

**Leadership Team:** Jim Keeney, founder and CEO/CTO of Dapt, has over 30 years experience building software products with the latest technology. COO Lisa Ray has over 20 years of proven experience in operations and technology. CMO/CRO Jesse Alton is a born entrepreneur with expertise in product design and business development. Chris Hollinger is a CFO with 20+ years leading teams as a financial executive. Advisors include Kathleen Slattery Booth, an acknowledged leader in the digital marketing sector, and Neil Kleiner, is founder and CEO of Diliver.

**Traction:** Dapt went live in October 2019 with 3 early adopters and is in the processes of onboarding its first digital agency.

**Business Model:** Digital partners use Dapt for free. There is a monthly service fee charge to their customers for the use of Dapt that starts at \$150/month and scales up based upon the size and complexity of the customer's digital marketing efforts.

**Financials:** Dapt generated revenues of over \$50,000 last year and has been built using bootstrapped funding to date. Our 5-year projection is \$100M+ in revenue. Our investor request for our seed round is \$500K to launch marketing and sales initiatives.

**Exit Strategy:** Depending on traction, Dapt is open to a strategic transaction, financial transaction, and possibly even an IPO.

### Quick Facts

#### Website:

<https://dapt.tech>

#### Launched:

October 2019

#### Corporate Status:

Delaware C Corp

#### Headquarters:

2919 Middlebridge Ct  
Crofton, MD 21114

#### Contact:

C: 703-568-5887

E: [admin@dapt.tech](mailto:admin@dapt.tech)

#### Industry | Subindustry | Domain | Software Category:

Information Technology | Application Software | Marketing Software (MarTech) | Engagement Marketing Platform (EMP)\*\*New\*\*

#### Law firm:

Shulman Rogers

#### Bank:

Bank of America

#### Executives:

Jim Keeney (CEO|CTO)

Jesse Alton (CRO|CPO)

Lisa Ray (COO)

Chris Hollinger (CFO)

Kathleen Slattery Booth (Advisor)

Neil Kleiner (Advisor)

## CHALLENGE

Protect the Enterprise from Operational Technology (OT) based Cyber Attacks

## SOLUTION

Eliminate the OT Attack Surface, Protect the Entire Enterprise—and Cut Costs

### What Sets Secure IoT<sup>®</sup> Apart:

- Ground-breaking:** Dramatically improves the security posture of the entire Enterprise
  - Innovative and Proven:** same approach, key technologies used in National Security (DoD and the IC)
  - Protects ALL OT:** regardless of age, OS, protocol or manufacturer
  - Best Approach:** fire-proof vs. firefight—Enterprises, Integrators and OEMS start and stay safe
  - Best for Less:** tested and proven military-grade protection that reduces costs
  - Easy, Fast:** installs on existing infrastructure with no disruption to operations
  - "Hardware-as-a-Service":** improve OEM maintenance, management and security
  - Available Today:** Commercialized with Service Partners, OEMs and Customers
- Solves big problems for CIOs, CISO, Physical Security and Facilities Management teams. Operational technologies (OT) often involve physical systems that can impact lives—not just data.**

### Technology: Zero Trust Platform for OT

- Enables dynamic segmentation of OT and IT
- Cryptographically separated networks prevent breaches to OT and IT
- Patent-Pending Dynamic Cypher Key Management (DCKM) enables dynamic deployment, management
- Military-grade secure communications protected and operational over any medium
- Unique root of trust and IP ensure OT is inaccessible via the web or "rogue insiders"
- Implementation is easy, fast, logical with little to no changes to infrastructure
- Operates cross-domain—across any network, the Internet or cloud
- FIPS 140-2, DHS CSET, HIPAA & HITECH compliant
- Supports NIST RMF, comply-to-connect, and zero trust framework
- Secure Blockchain intelligently sets, protects trusted, secured communications
- Eliminates certificates, flattens networks, reduces ACLs and network management
- Continuous monitoring ensures connectivity, detection, isolation and containment

### About Us

**Onclave<sup>®</sup>** was formed in 2015 to help protect our critical infrastructure. Our solution, **Secure IoT<sup>®</sup>**, was developed by a team with deep expertise and experience delivering secure enterprise solutions to customers whose mission is to protect our nation. Public and private sector enterprises need to win the fight to protect OT against nation states and organized crime attacks. Find out why Government agencies, commercial firms and device manufacturers are turning to **Secure IoT<sup>®</sup>**.

**FOR INVESTORS:** Onclave<sup>®</sup> is launching a Series A capital raise in March and closing out our previous round—interested? Contact Glen Gulyas at (202) 390-1000 or [Glen@onclave.net](mailto:Glen@onclave.net) for details and/or access to our data room.



# PARTNERS



## JOHNS HOPKINS CAREY BUSINESS SCHOOL

Grounded in Johns Hopkins' 150-year legacy of excellence and research, Johns Hopkins Carey Business School shapes business leaders who seize opportunity, inspire change, and create lasting value. We bring a modern business perspective to Johns Hopkins by shaping leaders who build for what's next™ in the global marketplace. With campuses in Baltimore and Washington, D.C., our full-time, part-time, and online MBA and MS degrees are data driven and built for the competitive, global marketplace. Our faculty are thought leaders, trailblazing what's next in the business world and in the classroom. And at Carey, we learn by doing. Our experiential learning courses send students on immersive treks from Baltimore to Belize and beyond. For more information, visit [carey.jhu.edu](http://carey.jhu.edu).



## WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



## MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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



## 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.

# PARTNERS



## NEXT powered by SHULMAN ROGERS

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

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. In the corporate arena, Shulman Rogers provides services including business planning, operational issues, M&A, litigation, commercial real estate, landlord-tenant, commercial development, securities, tax, intellectual property, immigration, telecommunications and bankruptcy/debt restructuring. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at [ShulmanRogers.com](http://ShulmanRogers.com).

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



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

## 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

## MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

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

### BILL TOMPKINS, CHIEF OPERATING OFFICER, MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION



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

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

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

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

## 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



# PARTNERS



## 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 Fredrick, 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.



## 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>



## 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 [iesbd.org](http://iesbd.org).

KEIRETSU



FORUM

## KEIRETSU FORUM

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

## STARTUP GRIND-COLUMBIA, MD

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

startup  
grind

COLUMBIA MD  
IN PARTNERSHIP WITH  
Google for Startups



# PARTNERS



## GEORGETOWN ENTREPRENEURSHIP

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

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

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



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

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

## RYAN & WETMORE, P.C.



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

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



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

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

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

## 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.

# PARTNERS

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

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



## SALLY STERNBACH, FOUNDER, MTC VENTURE MENTORING SERVICES

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

## TEDCO

TEDCO is more than an early stage funding resource. It is the hub of Maryland's entrepreneurial network where startups find mentors, organizational assistance, facilities for daily operations, and a roadmap for success. TEDCO was created by the Maryland State Legislature in 1998 to facilitate the transfer and commercialization of technology from Maryland's research universities and federal labs into the marketplace and to assist in the creation and growth of technology-based businesses in all regions of the State. TEDCO is an independent organization that strives to be Maryland's lead source for entrepreneurial business assistance and seed funding for the development of startup companies in Maryland's innovation economy. TEDCO facilitates the creation of tech businesses and fosters their growth in Maryland through commercialization of technology.

## TAMMI THOMAS, VICE PRESIDENT MARKETING, TEDCO

Tammi leads the development of TEDCO's marketing and communications strategy while contributing to strategic operations. Her expertise and leadership are instrumental as she stewards the organization through exciting growth to expand support for technology-based businesses that thrive in Maryland and beyond.

Tammi brings more than 25 years in marketing with senior-level experience developing strategy, managing partnerships, and facilitating initiatives and events in the technology, government, and higher education sectors. Before joining TEDCO, Tammi held the titles of Chief of Staff to the President and Director of University Relations and Marketing, both at Bowie State University, one of the oldest Historically Black Universities in Maryland. Bowie State is well-respected for its advancements in computing innovations. Her C-level experience in the high-tech industry also includes serving as the Vice President of Strategic Management for Data Solutions and Technology Inc., a full-service provider of technology solutions, and as the Director of Business Development and Marketing at the University of Maryland Baltimore County's Research Park and Business Incubator.

Tammi is a highly regarded expert in the industry and taught marketing and communications courses at Bowie State and the University of Baltimore as an adjunct professor. She is also a graduate of Leadership Maryland's Class of 2018, completing the eight-month hands-on learning program focused on the State's most vital social, economic and environmental issues.



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



## 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.

# ATTENDEES

SPEAKERS			
First	Last	Title	Company
Jeff	Galvin	CEO	American Gene Technologies
Tien	Wong	Chairman & CEO	Opus8, Inc.
Alexander	Triantis	Dean	Johns Hopkins Carey Business School
Major General Linda	Singh	Interim CEO	TEDCO
Michael	Avon	Partner, Founder & Executive Chairman	ABS Capital Partners & ICX Media
Jeff	Cherry	Managing Partner & CEO	The Conscious Venture Fund & SHIFT Ventures
Elizabeth	Cho-Fertikh	Co-Founder & Managing Director	MEDA Angels, ECF Biosolutions & Venture Corner
Chris	College	Managing Partner	TCP Venture Capital
Christy	Wyskiel	Executive Director & Senior Advisor to the President	Johns Hopkins Technology Ventures & Johns Hopkins University
PRESENTERS			
First	Last	Title	Company
<b>Community Data Platforms</b>			
Alan	Worden	Founder & CEO	Community Data Platforms
Ash	Asanti	Data Scientist	Community Data Platforms
Victoria	Powers	Founder & CTO	Community Data Platforms
<b>Vivos Therapeutics</b>			
Corbin	Cowan	SVP Business Dev	Vivos Therapeutics
<b>Firebot Suppression</b>			
Mark	Baldino	CEO	Firebot Suppression
Pat	Riordan	Vice President	Firebot Suppression
Suzanne	Baldino	Advisor	Firebot Suppression
<b>CarrTech LLC</b>			
Sue	Carr	President	CarrTech LLC
Terri	Lopatka	Secretary	CarrTech LLC
John	Nazzaro	Vice President	CarrTech LLC
<b>GreenTec-USA</b>			
Steve	Petruzzo	President & CEO	GreenTec-USA
Keith	Melvey	Vice President	GreenTec-USA
General Mark	Beesley (USAF, ret.)	Board Member	GreenTec-USA
<b>NowSecure Mobile</b>			
Brian	Reed	Chief Mobility Officer	NowSecure Mobile
Tizianna	Barrow	Director of Product Marketing	NowSecure Mobile
Cory	Thomas	Director Mid Atlantic	NowSecure Mobile
<b>Dapt</b>			
Jim	Keeney	Founder & CEO	Dapt
Jesse	James	Head of UX and Design	Dapt
Lisa	Ray	President	LHR Digital
<b>Onclave Networks Inc.</b>			
Glen	Gulyas	CEO	Onclave Networks Inc.
Marianne	Meins	President	Onclave Networks Inc.



SPONSORS			
First	Last	Title	Company
<b>Association for Enterprise Growth</b>			
John	Yetman	Co-Founder & DC Chairman	Association for Enterprise Growth
Beth	Berman	CEO & Founder	Compellications
<b>Baltimore Angels</b>			
Gloria	Jacobovitz	Investor	Baltimore Angels
<b>Early Light Ventures</b>			
Sam	Diener	Managing Partner	Early Light Ventures
Scott	Garber	Managing Partner	Early Light Ventures
<b>First Financial Group</b>			
Devon	Cury	Director of Advanced Planning	First Financial Group
Bradley	Troy	Retirement Plan Specialist	First Financial Group
Curt	Island	President	TelVersant
<b>Frederick Innovative Technology Center</b>			
Pete	Medd	CEO	M Power Education
Nick	Fullenkamp	CEO	EBF Health
Jeff	Strovel	CEO	Veralox
Bruce	DeShong	CEO	STEP Fusion Solutions
Olena	Lar	CEO	Molecular Tools
Ivana	Shuck	Community Manager	FITCI
<b>Johns Hopkins University</b>			
Derek	Battle	MBA, Founder of Flave	Johns Hopkins University
Nate	Bender		Johns Hopkins University
Corinne	Brassfield	Director, Employer Relations	Johns Hopkins University
Susan	Carr	Director, JHHC - Solutions	Johns Hopkins University
Mark	Cochran	Executive Director, JHHC - Solutions	Johns Hopkins University
Jess	Croughan	GMBA 2020	Johns Hopkins University
Mike	Doyle	Director of Experiential Learning & Community Consulting	Johns Hopkins University
Kelly	Farmer	Director of Admissions	Johns Hopkins University
Jill	Green	Associate Dean for Admissions & Student Experience	Johns Hopkins University
Sam	Hopkins	Commercialization Academy Manager	Johns Hopkins University
Kiera	Hynnien	Associate Dean, Global Marketing & Communications	Johns Hopkins University
Nicole	Mirra	Associate Director, Innovation & Impact	Johns Hopkins University
Christy	Murray	Assistant Dean for Career Development	Johns Hopkins University
Shawn	Padonu	Assistant Director of Admissions	Johns Hopkins University
Conor	Politz	GMBA 2020	Johns Hopkins University
Nancy	Riess	Director, Strategy Implementation	Johns Hopkins University
Dr. Dan	Schochor	Executive Director, Baltimore Homecoming	Johns Hopkins University
Sam	Schultz	1st year GMBA, Founder of First Five	Johns Hopkins University
Pam	Williams	Assistant Dean for Executive Education	Johns Hopkins University
<b>MD Tech Council Venture Mentoring Services</b>			
Katie	Brown	Member Services Coordinator	MD Tech Council VMS
Lindsay	D'Ambrosio	Venture Development Director	University System of Maryland
Zev	Steen	CEO	MirageID
Brian	Paniccia	Managing Partner	TecVeris
Millie	Paniccia	Managing Partner	TecVeris

<b>SPONSORS</b>			
First	Last	Title	Company
<b>Montgomery County Economic Development Corporation</b>			
Brad	Stewart	Senior VP Business Development	Montgomery County Economic Development Corp.
Daniel	Parra	Director Business Diversity & Inclusion	Montgomery County Economic Development Corp.
Ron	Stubblefield	Economic Development Specialist	Montgomery County Economic Development Corp.
<b>NEXT, Powered by Shulman Rogers</b>			
Anthony	Millin	Shareholder & Chair	NEXT, Powered by Shulman Rogers
Sara	Clasper	Associate	NEXT, Powered by Shulman Rogers
Deidre	Davidson	Administrator & Paralegal	NEXT, Powered by Shulman Rogers
Hunter	Haines	Associate	NEXT, Powered by Shulman Rogers
<b>Ryan &amp; Wetmore</b>			
Pete	Ryan	Partner	Ryan & Wetmore, PC
Amy	Dunn	Business Development Manager	Ryan & Wetmore, PC
Tu	Nguyen	Finance Consultant	Ryan & Wetmore, PC
Jenna	Schiappacasse	Director Client Development	Rosenberg Martin Greenberg
<b>SunTrust Bank</b>			
Chris	Ross	Managing Director	SunTrust Bank
Bob	Biciocchi	Private Investor	
Mike	Simon	Private Investor	
Andrew	Cohen	Mentor	MD Tech Council VMS
Shannon	Sentman	CEO	Sol Vista
<b>TEDCO</b>			
Tammi	Thomas	Vice President, Marketing	TEDCO
Stephen	Auvil	Executive VP Operations & Programs	TEDCO
Bill	Collier	Business Development Associate	Maryland Venture Fund
Mac	Conwell	Manager Seed Portfolio Development	TEDCO
Frank	Glover	Lead Director Seed Investment Fund	TEDCO
Jen	Hammaker	VP Business Development	TEDCO
Brittany	Eleazer	Gateway Services Coordinator	TEDCO
Elizabeth	Good Mazhari	Interim Managing Director	Maryland Venture Fund
<b>Wilson Sonsini Goodrich &amp; Rosati</b>			
Derrick	Rowe	Patent Attorney	Wilson Sonsini Goodrich & Rosati
Michael	Labriola	Partner	Wilson Sonsini Goodrich & Rosati
Mark	Holloway	Partner	Wilson Sonsini Goodrich & Rosati
<b>ATTENDEES</b>			
First	Last	Title	Company
Sean	Adler	CEO	GZI
Brian	Alexander	CEO	Omina Technologies
Ali	Allage	CEO	Boost Labs, LLC
Dawit	Amaha	CEO	Zenwell, Inc
Walt	Anderson	Director	AVEALTO
Alex	Antoniou	Director of Corporate Venture	CareFirst BCBS
Antonio	Arnett	Fellow	Georgetown Pivot Program
Jack	Artinian	Managing Partner	Helpwithmyloan.com
Justin	Ayars	Founder & CEO	Equality Rewards
Bob	Balcerzak	Angel Investor	

ATTENDEES			
First	Last	Title	Company
Martiel	Beatty	VP Marketing	Landmarks.Digital
Shashi	Bellamkonda	VP & Head of Marketing	Surefire Local
Chris	Bennett	Founder	Technology-Innovation-Law, LLC
Shelly	Blake-Plock	President & CEO	Yet Analytics, Inc.
Brian	Block	President	Brian Block
Matthew	Boehm	CEO	PrefTech
Jaime	Boggio	Managing Partner	Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	DataTribe
Frank	Bonsal	Managing Partner	Bonsal Capital
Jim	Broskow	Strategic Partnerships Manager	Johns Hopkins Applied Physics Laboratory
Barbara	Buchanan	Founder & CEO	MediaVax
Clara	Calvo	Fellow	Georgetown University
Finn	Cardiff	Founder	Beachgoer
Lisa	Carmichael	Director of Business Development	Gross, Mendelsohn & Associates
Rose	Carter	President	Paul and Rose Carter Foundation
Walt	Carter	LEAD 3D / Outlook Life Sciences	OUTLOOK / OVFX
Vizma	Carver	CEO	Carver Global Health Systems
Wen-Kuni	Ceant	CEO	Politicking
Katie	Chang	Vice President & Co-Founder	Benten Technologies, Inc
Jonathan	Chashper	CMO	WolfPack Systems, Inc
Mike	Chesser	Investor	Early Light Ventures
Alexander	Choi	Growth Equity Analyst	Volition Capital
Kimberly	Citizen	Co-Founder & CEO	Applied Development LLC
Bill	Collins	Chairman & CEO	The Collins Companies
Susan	Coots	Financial Services Professional	New York Life Insurance Company
Will	Cunningham	Event Volunteer	CONNECTpreneur
Brian	Darmondy	CEO	Association of University Research Parks
Stephen	Day	CEO	Day Capital Partners, LLC
Tahmina	Day	Partner	Day Capital Partners, LLC
Holly	DeArmond	Director	Dingman Center for Entrepreneurship
Traci	Denhardt	Coach	It's Not Too Late Coaching, LLC
Saurabh	Dharia	Founder & CEO	marGenius
Jennifer	Diamond	Investor	Early Light Ventures
Sarah	Djamshidi	President & Managing Partner	Speedshift Advisors
Randy	Domolky	Co-Founder & Managing Director	Private Access Network
Jason	Dudderar	VP & Senior Portfolio Manager	Morgan Stanley
Mark	Esposito	Growth Markets	Ernst & Young
Herb	Ezrin	CEO	Potomac Business Group
Sol	Fajado	Fellow	Georgetown University
Deborah	Fell	Partner & CMO	Chief Outsiders
Charlie	Fenwick	Managing Director	Cushman & Wakefield
John	Funge	Chief Product Officer	DataTribe
Ryan	Gee	Founder & CEO	Priva
Michelle	Geiss	Co-Founder & Executive Director	Impact Hub Baltimore
Rick	Gersten	Managing Partner	PeakGersten Partners
Adrian	Gianforti	Sr. Account Director for Nonprofits	Proof Strategies, Inc.
David	Giannini	CEO	CirrusWorks
Mark	Gilbert	Financial Advisor	Han Group at UBS Financial
Jeff	Goldfinger	Founder	Xtra Mile Training & Development
Douglas	Goldstein	Investor and Advisor	American Esports/ Moterum Technologies
April	Gomez	CEO	Charm City Rabbit Hole

ATTENDEES			
First	Last	Title	Company
Heather	Gramm	Sr. Director, Strategic Industries & Entrepreneurship	MD Department of Commerce
Linxin	Gu	Founder, Org. for Science, Tech & Int'l Affairs	Johns Hopkins University
Anita	Gupta	Founder & CRO	KiwiTech, LLC
Neal	Gupta	Managing Partner	KiwiVentures
Ian	Hamilton	CEO	TruTriage
Rachel	Hampton	Senior Account Executive	Proof Strategies, Inc.
Shana	Harris	Chief Operating Officer	Warschawski
Chris	Harris	Professor	Johns Hopkins University
Chris	Haug	Chapter Director	Startup Grind
Jeff	Hausfeld MD	Chairman of the Board & Chief Medical Officer	BioFactura Inc.
Nick	Hawkins	Associate	Womble Bond Dickinson
Glen	Hellman	CEO	Driven Forward
Mark	Henderson	Founder	Innovation Resources LLC
Mi Jeong	Hibbits	Executive Director	The Global Chamber
Laura	Hill	VP of Product	EquiFi
Craig	Hillman	Director	ANSYS
Tami	Howie	Partner	DLA Piper LLP (US)
Aliya	Hulse	CEO	MWM Systems
Kevin	Jennings	President & CEO	Millenium Corporation
Maniraj	Jeyaraju	Event Volunteer	CONNECTpreneur
Changrong	Ji	Founder and Investor	A3.AI
Mohamoud	Jibrell	Co-Founder & President	NormShield, Inc.
Katrina	Jones	IT Project Mgr	Dept of Health and Human Services
Kash	Kabaria	Founder & COO	marGenius
Marcel	Kaminstein	President	MediaLab, DiploRome, American Club Rome
Ashok	Kapur	CEO	TotalCare
Simon	Kelly	Sr. Manager	RSM
Charlie	Kernan	Retired CEO	Prometric
Agnes	Kibirige	Founder & CEO	Ensigno LLC
Christopher	King	CEO	We Are Marcus
Jason	King	President	BTV
Chris	Kirksey	President	Direction.com
Peter	Kirsch	Managing Partner	Blue Marlin Partners
Martin	Koev	Managing Partner	Koev Brothers Private Investor Group
Sotti	Koev	Managing Partner	Koev Brothers Private Investor Group
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC.
Nish	Krishna	Co-Founder & CEO	Lend-Grow
Steven	Kubisen	Commercialization	George Washington University
Janet	Lawrence	Founder	Harmony Surgical Services, LLC
Ines	Lebow	CEO & Transformation Executive	Enterprise Transformation Solutions
Matthew	Lee	CEO & Founder	FastTech, KoBE and U.S. Int'l Development Ctr.
Mike	Leffer	Principal	Squadra Ventures
Alejandra	Leiva	Co-Founder	Dulceology
Nicole	Leiva	Co-Founder	Dulceology
Julie	Lenzer	Chief Innovation Officer	University of Maryland
George	Letscher	Founder	Swish IP Consulting
Lixian	Lin	CEO	yooni software LLC
Xiaonao	Liu	CEO	NanoBioFab
Bertram	Lloyd	Sr. M&A Intermediary	Gottesman Company
Bob	London	CEO, Founder & Chief Listener	Chief Listening Officers
Kent	Lopez	Founder	Growth Advize



ATTENDEES			
First	Last	Title	Company
Jet	Lu	Deputy Chief Information Officer	City of Baltimore
Bei	Ma	Founder & CEO	The Pinea Group
Tony	Ma	President & Co-Founder	Benten Technologies, Inc
Matthew	MacGregor	Investor	ByteLion
Terrance	MacGregor	CTO	LawIQ
Tai	Mai	Event Volunteer	CONNECTpreneur
Ghazenfer	Mansoor	CEO	Technology Rivers
Aimee	Martin	CEO	MileMarker
Peter	Martino	Founding Partner	Honos Law PLLC
Harriet	Martyn	Associate Director, Population Health Analytics	Johns Hopkins University
Teja	Maruvada	Co-Founder	CeleFlux LLC
Josh	Massey	COO	Ortus Academy
Brent	Matherny	Director of Sales	Landmarks.Digital
Tony	McCright	Fellow	Georgetown Pivot Program
Content	McLaughlin	Director of Operations	Conscious Venture Lab
Tom	McMillen	President & CEO	LEAD1 Association
Brandi	Mebane	Owner	Mebane Design Studio
Brian	Meritt	Partner	RSM
David	Moehring, PhD	General Partner	Cambium Capital
David	Moeller	Co-Founder	Beachgoer
William	Moher	CEO	Billmoher.com
Ellen	Mundell	CEO	Buchanan Mundell
Supriya	Munshaw	Investor	Dingman Center Angels
David	Murname	Director of Capital Markets	Coloma River Capital
Daya	Naef	Owner	The Success Partner
Charlie	Nahabedian	CEO	VideoKall, Inc.
Silvana	Nani	Managing Partner, DC	BVC Equity
Yolanda	Nesbeth	Site Head & Director	Celdara Medical LLC
Michael	Nguyen	CEO & Founder	Patience AI
Ed	Novak	President	NovaVentures
Munachi	Nsofor	Attorney	Thomas & Libowitz, P.A.
Michael	Ogunsanya	CEO	MindStand
Patrick	O'Shea	Investor, Board of Directors & CRO	ICmed, LLC
Hakan	Ozsancak	EVP Finance & Communications	The Washington Institute
Sid	Pailla	Founder & CEO	Sunny Day Fund Solutions Inc
Marianna	Pappas	Program Director	Conscious Venture Lab
Charles	Paret	Managing Partner	Coloma River Capital
Troy	Pearsall	Co-Founder	Osparna
Patrick	Pennington	Risk Advisor	The Hilb Group
Steve	Pennington	Industry Relations	Maryland Environmental Service
CJ	Persson	Attorney	Thomas & Libowitz, P.A.
James	Peterson	Small Business Outreach Coordinator	Baltimore City
Chris	Petrakis	COO & Co-Founder	Cura AI
Ava	Pipitone	CEO	HostHome
Charles	Piven	Principal	Piven Investments
Trevor	Pryce	Principal	OUTLOOK / OVFX
Raj	Rai	Partner	Montane Ventures
Anand	Ramanujan	CEO	Publir
Mike	Ravencroft	Partner	re:Founded
Allyson	Redpath	Director, Entrepreneurship	MD Department of Commerce
Michael	Riemer	Entrepreneur in Residence	ABJJ Digital + IIoT Labs
Norman	Rogers	Business Development	American Gene Technologies
Toby	Roland	Principal	TRIM LLC
Safania	Romas	Event Volunteer	CONNECTpreneur

ATTENDEES			
First	Last	Title	Company
Sarah	Rush	Co-Founder & Advisor	Science, Technology & Research Institute of Delaware
Jeff	Salinger	Managing Partner	Speedshift Advisors
Yurani	Sandoval	Founder & CEO	Single ParentPower
Lois	Sarfo-Mensah	Principal + Lead Planner	3 Pillars
Jack	Schammel	RBI Mentor	TEDCO
Scott	Schedler	Co-Founder & Managing Director	Private Access Network
Curt	Schwab	Investor	Blue Water
Eugene	Shenderov	Founder and CEO	LifeImmune, Inc
Jennifer	Sherman	Founder & Chief Strategist	The Influencer Collective
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Ryan	Steeb	Director of Product	DataTribe
Luke	Sully	Founder & CEO	Custody Digital Group
Tony	Surak	CMO	Data Tribe
Sean	Sutherland	Director of Accounts	Kapowza
Ike	Syed	Vice President	KiwiTech
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Steven	Thomas	Managing Partner	Thomas & Libowitz, P.A.
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Mikita	Thompson	Event Volunteer	CONNECTpreneur
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Tom	Trexler	President	Corporate Finance Inc
Rosemarie	Truman	Founder & CEO	The Center for Advancing Innovation
Aaron	Velky	CEO	Ortus Academy
Steve	Vibhute	CEO	ScaleXM.com
Henri	Vies	Sr. Account Director, Technology & Finance	Proof Strategies, Inc.
Anthony	Walker	Inventor	Stay In Charger LLC
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David	Wang	Founder & Chairman	Pacific Trade International
John	Warden	CEO	Hememics Biotechnologies, Inc.
Mimi	Washington	Business Development	ISEC Inc.
Barry	Weinbaum	Financial Services Professional	New York Life Insurance Company
Kevin	Wolfgang	COO	Landmarks.Digital
Darren	Womer	President & CEO	National Capital Companies
William	Wong	Scout	Virtual Tank Global
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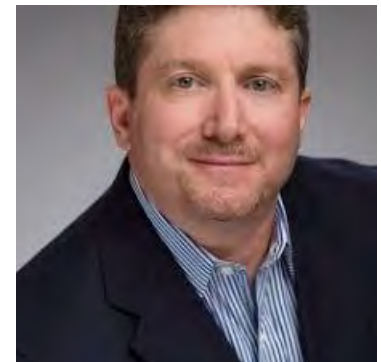
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