

Big Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

JULY 30, 2020

CONNECTPRENEUR.ORG

AGENDA

THURSDAY, July 30, 2020

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

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

11:25-11:30am | CONNECTpreneur CAPITAL ACCESS PLATFORM
-KEITH MOORE, CEO, Boustead Co, Ltd.

11:30-12:10pm | ROCKET PITCH SESSION

Companies will be introduced by:

- LISA FRIEDLANDER, Business Development Manager, NEXT by Shulman Rogers**
- MARK HAAS, CEO, Association for Enterprise Growth**

PRESENTING COMPANIES:

- **Safe Rx**
- **Capango**
- **Community Data Platforms**
- **FireBot**
- **Grapevine AI**
- **HT Biolumaging**
- **LSL Management**
- **Sense Neuro**
- **Third Pole Therapeutics**

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

SPEAKERS



KEITH MOORE, FOUNDER AND CEO OF BOUSTEAD SECURITIES, LLC

Keith has led Boustead and its affiliates through numerous acquisitions and strategic transactions since 2006. Prior to Boustead, Keith founded numerous technology and service companies. Throughout his career Mr. Moore has served in various executive capacities from micro-cap to Russell 1000 companies, including Activision, Inc., and POPcast Communications Corp.

From 1996 through 2007, Mr. Moore served in Chief Executive and other executive capacities for POPcast Communications Corp. and iTechexpress, Inc., overseeing their respective strategic growth and capital raises. From 1991 through 1996, Mr. Moore served as President, Chief Operating Officer, Chief Financial Officer, Director and Consultant of Activision, Inc. (NASDAQ: ATVI), recognized as the international market leader in videogames. Mr. Moore was a founder of International Consumer Technologies Corp. and was Vice President, Chief Financial Officer and Director since its inception in July 1986 until its merger into Activision in December 1991.

Mr. Moore earned a B.S. in Accounting and a Masters in Finance from Eastern Michigan University.



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

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

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

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

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

**DIRECT INVESTMENT OPPORTUNITY
IN NEW CATEGORY CREATOR SOLVING
MAJOR PUBLIC HEALTH & PRODUCT SAFETY PROBLEMS
BY MODERNIZING THE NOW 50-YEAR-OLD CHILD SAFETY PACKAGING**

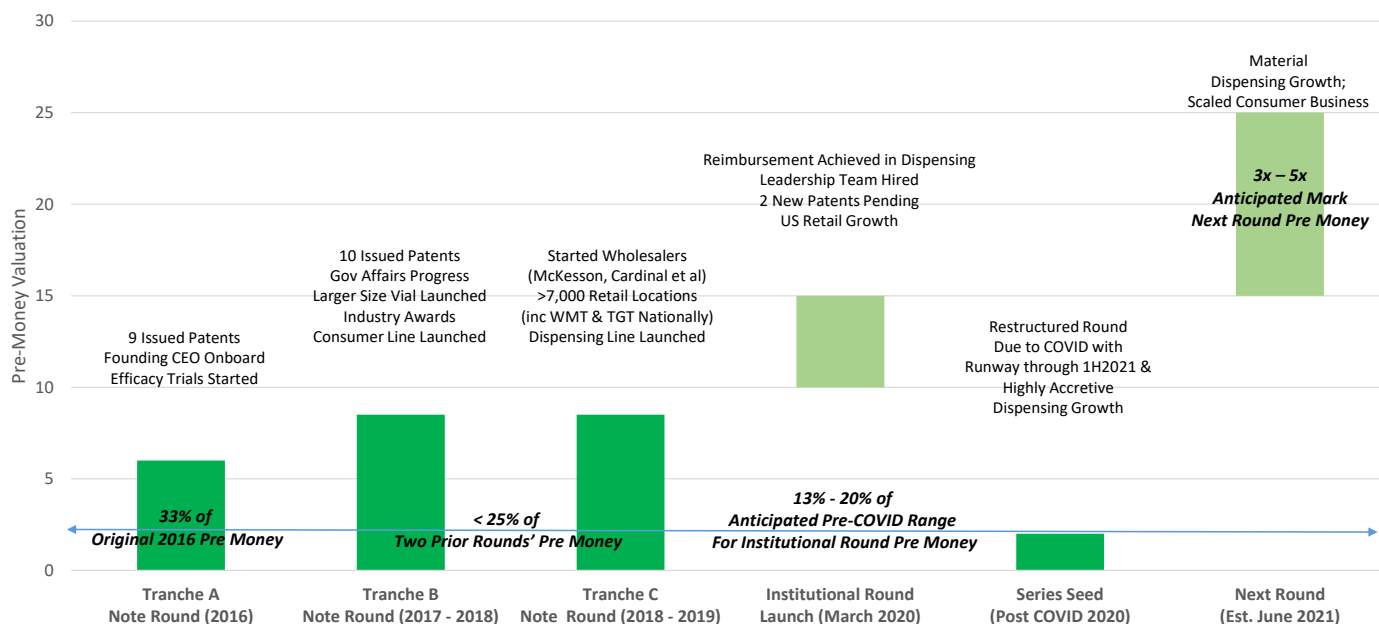
COMPANY BACKGROUND & STRATEGIC OVERVIEW

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

	Consumer LPB® Product Line	Prescription Dispensing LPV® Product Line	Consumer Products Licensed Packaging
Business Opportunity	\$100 M Revenue at 65% - 75% GPM domestically	Up to \$2.5 B Revenue at 55% - 60% GPM domestically	\$7.5 B + Revenue at 80% + GPM globally
Mission & Impact	Families can voluntarily protect teens from pilfering and toddlers from harmful substances	Prevent 7 million teens from initiating drug abuse & 4.3 million pediatric poisonings over 10 years	Eliminate pediatric poisonings from all household consumer products
Status & 2020E Revenue	Proven & Growing in National Retail \$509,000	Proving Now with Highly Qualified Early Adopters \$18,000	N / A
Current Representative Customers			N / A

HIGHLY ATTRACTIVE SITUATIONAL INVESTMENT OPPORTUNITY

The Company has already closed and funded approximately \$1.3 million in its \$2 million Series Seed Preferred Round. Existing investors from the current and prior rounds include pharmacy sector executives, YPO (Young Presidents Organization) colleagues of the CEO, selected family offices and angel investors. Due to COVID effects on the financing markets, the Series Seed Round was priced at a fraction of the Company's historical valuations, creating a significant opportunity for investors that can deploy capital during the pandemic. The following summary table profiles the Company's historical and forward financings and accompanying valuation drivers:

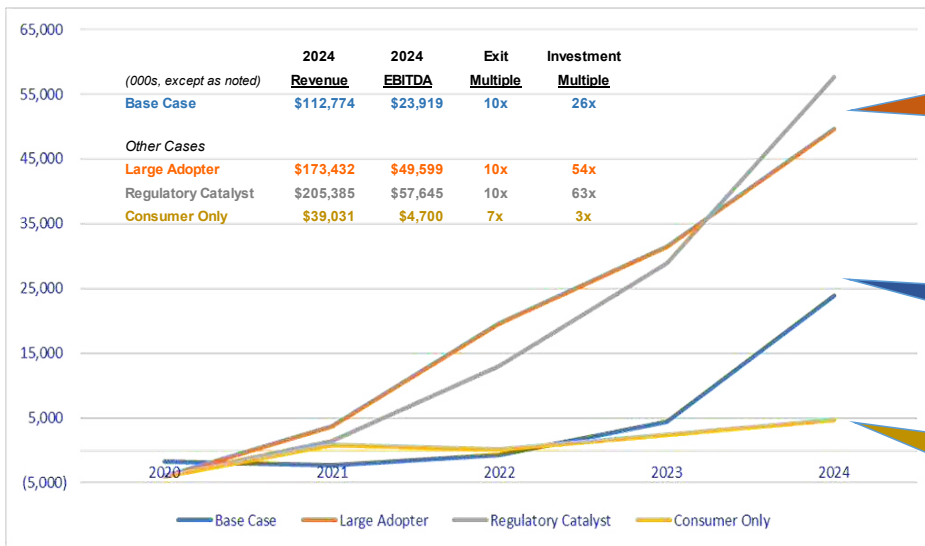


**DIRECT INVESTMENT OPPORTUNITY
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KEY INVESTMENT CONSIDERATIONS

- Multiple Addressable Packaging Markets Worth Tens of Billions of Units Annually
- Ten Existing Patents with Patents Pending on New Products & Adjacent Market IP Expansion Strategy
- Strong Management Team with History of Successful Exits, Domain Expertise & Meaningful Start on Diversity
- 8x Manufacturing Cost Advantage & 6x Workflow Cost Advantage in LPV Dispensing Market
- Low Tipping Points for Universal Dispensing Adoption of Initial LPV Product
- Significant Impact on Opioid Epidemic & Other Major Public Health Problems
- Strong Barriers to Entry including Structural Barrier in Core Industry
- Developing State Level Legislation Mandating LPVs for Controlled Substance Dispensing
- Large Strategic Buyer Universe with Validated Interest from Prior Unsolicited Approaches

INVESTOR RETURN SCENARIOS



Near-term accelerated dispensing growth can result from early adoption by CVS or another large dispenser, or from regulatory catalysts

The base case projection scenario includes only the baseline commercial go-to-market strategy in dispensing

In the event dispensing growth is significantly delayed or reduced, the consumer product line growth alone generates a successful investor outcome

INITIAL AWARD – WINNING PRODUCT LAUNCH WITH SIGNIFICANT SOCIAL IMPACT

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

The Company's consumer product line is sold to national and regional retailers including Target, selected Kroger banners and others, while its dispensing product line is sold to pharmacies that fill prescriptions in its LPVs. Safe Rx expects to capture a large share of the LPV dispensing market as it creates the category, with ten issued patents, an 8x manufacturing cost advantage and a 6x workflow cost advantage versus its next closest competitor.

POTENTIAL FOR STATE OR FEDERAL REGULATORY CATALYSTS

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





Stefan Midford
(703) 475-3032
smidford@capango.com

Management

Stefan Midford
President and Founder

Legal

Cooley LLP

Accounting Support

Adam Carson
Movista, Inc.

Bank

Bridge Bank

Number of Employees:

Staff - 4
Contracted -

Total Invested

\$1.9M

Current Investors

Movista, Inc
Stefan Midford

Use of Funds

Expand Sales
Marketing Rollout
Technical Enhancements

Business Description: Capango has reinvented retail recruiting with a frictionless platform that instantly connects qualified retail and hospitality job seekers to rewarding opportunities. For employers, this means direct access to qualified, passionate workers, making hiring fast and cost-effective

Business Strategy: Starting with a blank slate, the Capango team reimagined how retail and restaurant labor is recruited. We eliminated the need for a resume and replaced complicated web applications with a simple app much like the dating apps that millennials have come to love.

Products/Services: A suite of integrated recruiting tools providing a simplified experience while better connecting job seekers to potential employers. With predictive candidate scoring, contactless video chat capabilities and seeker apps that are designed for mobile, our clients can more effectively fill open work opportunities.

Competitive Advantage: In addition to our product differentiation, we have changed the revenue model by only charging customers when we delivered value through candidate pipeline activity. Job postings are free, and we charge small fees as a candidate reflects interest in a position or an employer unlocks the candidate contact information.

Target Market: The retail market with over 15 million workers and annualized turnover over 60% and the hospitality industry with over 12 million workers and 74% annualized turnover. Total recruiting and onboarding spending in these two initial industry segments is over \$10 Billion annually

Sales/Distribution Channels: Paid social site ads, internet search, viral marketing, public relations, business associations, partner referrals and trade conferences.

Competition: The status quo: recruiting is dominated by large firms that have not challenged the process or the pricing model. Some niche players have emerged, but they are not as complete as Capango.

Management Team:

Stefan Midford - President and Founder

Over 30 years in technology development, and retail management. Founded Natural Insight a VC backed company and sold company in 2019. Two prior companies - Intersections Inc. and Discover Card completed IPO's.

Seeking - Convertible Note \$500K



Investment Thesis Overview - Communities better understood and served

- The lack of deep data analytics at the community level is a massive problem and CDP's great opportunity. The data analytics space is littered with generalized data, but it is 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 community institutions, and who serve hundreds of thousands of citizens, tell us that the lack of data analytics at the community level is a massive problem – especially in a pandemic world.
- 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 COVID, business strategy, economic development, healthcare, education, capital investments, infrastructure, and law enforcement are too often made on anecdotes or with limited or incomplete data.
- 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.
- 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. They recognized the problem and the opportunity CDP is pursuing. CDP's multi-source data assets and reliable data analytics are now in Nantucket, Charleston and Carmel. Revenue has grown 400% over the past few years.
- Revenue is derived by licensing data assets to enterprises and by executing subscriptions with “anchor institutions.” Customers include a community's “anchor institutions,” consultants/subject matter experts who need access to reliable community data assets, and large enterprises which have weak community analytics.
- 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.
- 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.

FIREBOT

FIRE SUPPRESSION SYSTEMS

EXECUTIVE SUMMARY

INDUSTRY

Home Safety, Fire Suppression

NUMBER OF EMPLOYEES

4 FT, 1 PT plus contractors

FOUNDED

2017

TECHNICAL READINESS

Level 7

COMMERCIAL READINESS

Level 5

LEGAL STRUCTURE

C-Corp

LAW FIRM

Baker-Hostetler

FINANCING TO DATE

Pre-seed: \$750K

FINANCING PLAN

Late Seed Round Financing:

Round Size: \$1.4M

Round Timing: Q2 2020

PATENT

10,507,344 issued 12.17.19

Second patent pending,

Trademark 5303210 granted 10.3.17

BUSINESS BACKGROUND

FireBot has designed, will manufacture and sell a novel device intended to increase safety in the home, reduce home fires and their damage. The FireBot Suppression System is mounted within minutes in the range-hood over the stovetop or under a microwave above the range. It is unobtrusive, essentially hidden from view and requires no annual inspection or recharge. The product will primarily be sold in bulk directly to Independent Living Facilities (ILFs), apartment building owners and property management companies. Installation will be managed by the owners or in some cases by FireBot contractors. Future product iterations will link via WIFI directly to building alert centers.

VALUE PROPOSITION

Every year, home stovetop fires are responsible for over 170,000 home fires, 5,500 bodily injuries, 500+ deaths and over \$1.2 billion in property damage through smoke, water and fire (National Fire Prevention Association). Annually an estimated 700,000 events go unreported without tracking of damage or insurance claims. FireBot offers a patented, low-cost, easy-to-install, battery powered solution to extinguish stovetop fires and collateral damage. FireBot has planned a very scalable manufacturing & wholesale sales model. With Letters of Interest for 85,000 units and a seasoned sales and marketing force approaching the market with a very focused narrative, uptake is expected to grow quickly.

Priced at \$165 per unit, gross margin is anticipated at 73%. FireBot and all components will be made in the USA.

COMPANY BACKGROUND

FireBot was founded in 2017, is headquartered in Lorton, VA, with its preliminary manufacturing located in Baltimore MD. FireBot funded its R&D and early production through Angel and F&F investments. Since releasing the prototype in 2019, FireBot was awarded a patent for the technology and has subsequently filed for a follow-on patent for the 'nozzle bar'. FireBot has initiated additional R&D collaborations for this technology with select vendors and component manufacturers.

Mark Baldino, CEO

Security Professional and part-time Engineer, 20 years of business experience

Pat Riordan, VP

Co-Founder and operations expert. Worked with the CEO for 10 years

Shawn Broxson, Marketing

20 years of marketing experience, also with several startups

Christian Hager, Sales

25 years experience in Business Development, technology sales, 5th start-up

INTELLECTUAL PROPERTY

FireBot has received two patents and a trademark from the USPTO and has filed for an additional patent and trademark, both pending. FireBot anticipates ongoing R&D efforts will result in a minimum of 2 additional patents during the next 12 months.

The FireBot Suppression System is physically and visually unobtrusive, designed for a quick 'snap-in' installation. Each unit contains a circuit board, temperature sensor that activates at 190F degrees, a 34 oz bag of non-toxic fire suppressant, high-volume pump and an extended life battery. Once activated, the unit sprays all stovetop burners via the nozzle bar to extinguish the flames without allowing smoke or fire to cause damage and with little to no residual water damage.

FireBot will sell the units bulk wholesale for installation into a large number of customer housing units, not individually. Installation will also be done by local or in-house installers. The battery life is approximately 3 years. Future product enhancements will allow for service/ activation notifications via app or wifi message to the building

maintenance office.

MARKETS

FireBot is the only vendor to roll out an autonomous UL300A-certified product in this significant market (\$5B). Potential customers in these spaces operate with antiquated fire suppression systems (building sprinkler systems or smoke alarms & manual Class K fire extinguishers) which themselves cause large amounts of damage or require a physical presence. In addition to the Residential/Senior Lifestyle markets, FireBot will target DIY (Self- or professional install), Recreational markets (RVs & yachts/ boats) and large-scale builders.

SALES & MARKETING

To minimize overhead costs, FireBot's initial marketing campaign will be outsourced with a focus on vertical specific (not regional) sales and brand development. FireBot will also develop comprehensive installation training collateral as the company does not plan to manage volume installation – that cost will be passed on to the customer. Sales teams will be very focused on targeted verticals (not regions). Sales commission will be fixed at 15% and limited to net unit sales.

COMPETITION

FireBot is the only device of its kind to be UL300A certified.

StovetopFirestop.com deploys explosive-driven baking soda in a canister which may not be 100% effective in extinguishing all fires. Scaled-down commercial systems are available at a pricepoint of \$2,000+. The largest "competitor" is an actual person using a Class-K fire extinguisher who might not be able to act in time to prevent damage. Residential sprinkler systems may be effective, however the damage done by large amounts of water to the immediate property, as well as adjacent units can be substantial.

CONSERVATIVE FINANCIAL PROJECTIONS

	2019	2020	2021	2022	2023	2024
Revenue	\$0k	\$825k	\$2.4 M	\$5.78 M	\$9.08 M	\$19.8 M
EBITDA	-\$30k	-\$189k	\$295k	\$2.5M	\$4.6 M	\$10.6 M

USE OF FUNDS

FireBot will use investment funds to complete UL300A certification and commission the manufacture of injection molds. Operational expenditures will support the scaling of the sales team, minor SG&A expenses, ramp up a targeted marketing campaign and securing the supply chain, ensuring the first 10,000 units are manufactured quickly and enough raw materials are in stock to ensure scaling of production.

Currently FireBot's manufacturing line can scale to 10,000 units per month, equating to an annual revenue of \$17.5M. Additional manufacturing lines have been identified to scale beyond that volume. As FireBot will be shipping in bulk to start, packaging costs will be negligible. FireBot is cognizant of the need to secure its supply chain and will take steps to have components readily available.

Executive Summary



VALUE PROPOSITION

Grapevine AI is the first-ever voice-driven, real-language relationships insights platform. Powered by AI, our platform allows salespeople to easily capture and remember every important detail—fueling their ability to close deals by building authentic relationships. We created Grapevine AI for both standalone use and seamless integration with any Enterprise CRM.

LEADERSHIP TEAM

Our founders and leadership have 5 exits. Our advisors are shareholders and include: former CMO for Buddy Media (acq. for \$800m), former CEO Acclaim Entertainment (\$550m+ profit) & CEO of Rabb.it (raised \$50m+), former Chief Procurement Officer for Reed Elsevier and board member of Coupa (ticker: COUP) and 1800-PetMeds (ticker: PETS).

CHALLENGE

Salespeople are missing billions of dollars of potential deals due to impersonal relationships and poor prospecting. Building authentic relationships using existing platforms is impossible as it is excruciatingly painful to capture and recall details.

SOLUTION

Our integrated AI platform is comprised of:

- A voice-activated app for easy data entry and retrieval
- A standalone CRM as well as enterprise CRM integration
- An assurance & communication platform to guarantee our AI's accuracy

Our users can simply talk to us as they would their assistant. Our AI interprets their unstructured voice, recognizes who they are talking about, builds a profile after finding that person's online footprint, supplements that profile with whatever was said over voice, streamlines your future workflow, and then allows people to search every corner of their network.

TECHNOLOGY

Our integrated platform is supported by both proprietary IP and open-source technology. The most crucial part to building out better Natural Language Processing (NLP) and AI is correctly tagging the data. We have created a completely unique methodology of ensuring scalable training.

MARKET

The total market for global mobile SaaS is massive and grew 369% in the last 5 years to \$116B. In the US, 31% of people are using voice tech weekly and 110M+ people are using voice assistants every month which is up 144% in the last 4 years. The US has 30M salespeople which is a serviceable addressable market of \$5.4B.

REVENUE MODEL AND TRACTION

Our main revenue stream is from monthly subscriptions from our freemium product. We currently have 1,200+ people signed up for our wait list, and dozens of LOI's from SMB's and a few enterprises.

CONTACT INFORMATION

Grapevine AI
575 Lexington Avenue
NY, NY 10022
+1 917.887.5594
www.grapevine.ai
investors@grapevine.ai

FINANCIAL INFORMATION

Company Stage: In Beta
Previous Capital: \$500,000
Capital Seeking: \$1,650,000
Monthly Net Burn: \$25,000
of Employees: 5

USE OF FUNDS

Product rollout, marketing, operations

MANAGEMENT TEAM

- **CEO & Co-Founder:**
Andrew Reiner
- **CTO & Co-Founder:**
Nathaniel Cohen

ADVISORS

Leslie Campbell
Gregory Fischbach
Katherine Bateman
Richard DiBlasi

LEGAL REPRESENTATION

Fox Rothschild LLP

FINANCIAL PROJECTIONS

	Year 1	Year 2	Year 3	Year 4	Year 5
# of users	10,000	25,000	80,000	150,000	300,000
Revenue	\$1.8M	\$4.5M	\$14.4M	\$36M	\$80M



New Imaging Modality For Cancer Detection



One of the main health challenges in the world is cancer, with the number of cases constantly rising. 45% of patients do not survive, most of them due to late detection and misdiagnosis. Doctors do not have all the necessary tools and data they need to see cancer at the critical point of care and in the operation room, where it can make a difference between life and death. If cancer is detected at an early stage, while the treatment is immediate and localized; the survival rate is significantly improved. Early detection is key to saving lives. That vision could be realized only if the medical imaging systems are safe, available at the point of care, community clinics OR, and cost-effective. Unfortunately, many existing detection methods are not accurate, not immediate, invasive, expensive and potentially place patients at risk.

Business Summary

HT BiImaging is a revolutionary patented medical imaging platform technology. Our mission is to detect and classify cancer early on the spot. Our exceptional team includes AI, signal analysis and computer vision experts, heat transfer & thermodynamics top researchers, oncologists, radiologists, and one successful serial entrepreneur.

HT BiImaging developed the HTScan – a disruptive system to measure heat diffusion in biological tissues.

This new medical imaging technology translates the heat diffusion signal into an image to enable early detection of cancer in a non-invasive and real-time procedure at the point of care.

The HT BiImaging system utilizes smart algorithms that are based on signal analysis, computer vision and artificial intelligence to create a new medical imaging modality that will be used in every community clinic and OR and offers the following benefits:

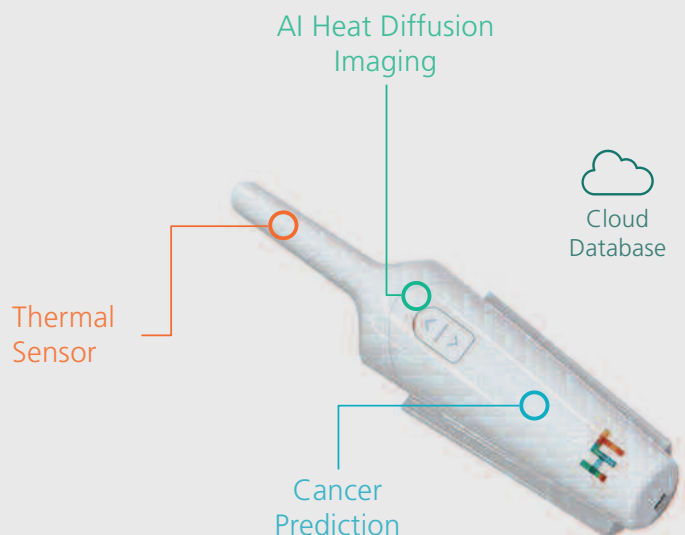
						
Early detection	Non invasive	No radiation risk	Real-time results	High accuracy	Automatic imaging	Eliminates expensive analysis

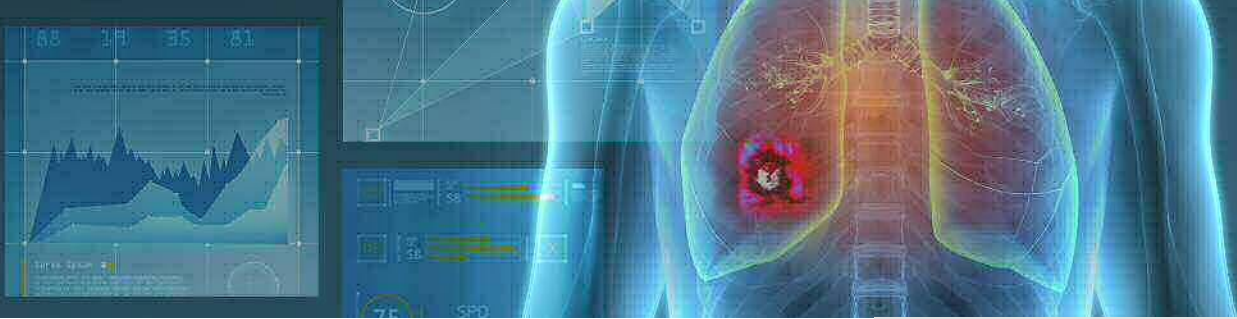
How does it work?

1. The hand-held device heats the tissue and measures heat diffusion.
2. The signal is automatically analyzed with an advanced computer vision algorithm to identify thermal diffusion abnormalities.
3. Accurate location and margins of the pathology tissue are highlighted.

Solution

HT BiImaging is developing a dedicated product line for each application focusing on cancer-types with insufficient detection procedures such as Oral, Cervical, Colon, Prostate, Robotic surgery, veterinary and more.





1st and 2nd Markets

PET – Non-FDA market

We plan to start sales in a \$3B VET market early 2021 while working on the 'in-human' FDA approval. According to The Veterinary Cancer Society, cancer is the leading cause of death in 47% of dogs, especially dogs over age ten, and 32% of cats. Currently taking a biopsy is the only existing diagnosis procedure. However, a biopsy is an invasive, expensive procedure for the owner, also involving lab testing and analysis waiting time. Real-time diagnosis can help the veterinarian provide a better service and reduce anxiety for the owner. HT BioImaging has developed a handheld device for the veterinarian to screen and detect cancer that currently do not have a non invasive procedures.

In-human oncology tool to detect cancer at the point of care – 510k application - Oral cancer first (Cervical, Skin, prostate, colon)

Oral and Head & Neck Cancer is one of the deadliest types of cancer. There are over 529,000 new cases every year globally with over 300,000 deaths. Its 5-year survival rate in the developed world is around 59.5% and much lower in the developing world. Nearly half of cancer deaths can be avoided through preventive action and early detection. Unfortunately, oral cancer is discovered in late stages (metastasis) in over 70% of the cases, and thus has a high death rate. This is because, for one, oral cancer patients may not notice any symptoms in early stages and thus not seek help, and two, the "gold standard" for oral cancer detection is a visual inspection ("eyeballing") by a dentist which is inaccurate and relies on their expertise. There is currently no effective commercial device for early detection of oral cancer The ADA (American dental association) recommend to every adult to have a screening test once a year but unfortunately, an effective tool is still missing.

HTOScan has been tested on 100 patients in a clinical trial (US& Israel) showing 94% sensitivity, and 98% specificity HTOScan's accuracy is expected to save at least 70% of the False Negatives seen today and eliminate False Positives.

Summary

In line with the current healthcare industry shift from treatment to diagnosis and monitoring, our dedicated imaging will allow for considerable savings for the healthcare system and the economy as a whole, in a several medical fields. Patients will avoid long waiting lines and delayed results. Expensive tests and treatments will be avoided. Early detection of cancer saves lives! Prospects of successful treatment improve tenfold.

BioImaging has developed the HTScan - a breakthrough medical imaging technology for early detection and classification of cancer

Company Overview

- A revolutionary patented imaging technology to detect and classify cancer in real-time
- Team - AI and signal analysis experts, heat transfer & Thermodynamics top researchers, Oncologists, Radiologists and one successful serial entrepreneur
- Vision - To save lives by detecting cancer earlier
- Collaborations - Intuitive Surgical, IBM, Florida University, Cornell, Technion, Sheba Tel Hashomer
- 3 patent applications: Method, Algorithm and Devices

Management Team

Business, AI and healthcare.

-  **Shani Toledano M.Sc.**
Co-founder & CEO
-  **Gideon Barak MBA**
Co-Founder & Chairman
-  **Gabriel Polliack MD. MHA**
Chief Medical Officer
-  **Assaf Gur M.Sc.**
VP R&D
-  **Moshe Tshuva Ph.D.**
Heat transfer researcher

Investors

- NextLeap Ventures
- Angels
- Israel Innovation Authority grants



Management:

Brandt Stiles, *Founder & CFO:*
 Founded one of the nation’s fastest growing student housing development companies. Developed over \$1B of purpose-built student housing since 2012.

Kyle Lenzen, *Founder & CEO:*
 Over 15 years’ experience in retail real estate development assisting large national retailers in expansion efforts.

Andrew Lammert, *Founder & COO:*
 Partner at a large regional law firm focused on litigation and regulatory compliance.

Marijuana Licenses Awarded:

One (1) Cultivation
 Three (3) Dispensaries

Amount of Financing Sought:

\$12.2M of preferred equity
 14% Preferred Return
 25% residual equity
 \$4.1M already raised/committed (friends/family)

Use of Funds: Construction of medical marijuana facilities, FF&E & working capital

Company Background: LSL Management LLC (“LSL”) is a vertically integrated medical marijuana company located in St. Louis, Missouri, preparing to operate 1 cultivation facility, 1 manufacturing facility and 3 retail dispensaries for the benefit of Missouri patients. LSL will construct a scalable, state-of-the-art greenhouse to cultivate high-grade marijuana and an additional warehouse for manufacturing concentrates, edibles and topicals for the wholesale and retail markets in Missouri. LSL will operate a chain of 3 dispensaries in the greater St. Louis area under the brand name Kind Goods™.

Market: In 2019, the U.S. marijuana market reached \$12.4B in adult use and medical sales – 37% growth YOY between 2018 and 2019 – Market expected to reach \$24.8B by 2021 with a compound annual growth rate of almost 31% and expected to grow to \$37 billion by 2024. Classified as an “essential” business in most states in which it has been legalized, the marijuana industry has surged during the COVID-19 economic downturn.

In January 2020, Missouri awarded 60 cultivation, 86 manufacturing & 192 dispensary licenses to serve a population of 6.1M – well below the average number licenses issued in other legal markets. The Missouri market is uniquely attractive for 3 key reasons: limited licensing, broad list of “qualifying medical conditions” allowing patients a medical marijuana card; fragmented market ran by a limited number of experienced operators.

Operations Management: LSL has entered into a long-term management agreement with Strawberry Fields, a vertically integrated marijuana company in Colorado owned by brothers, Michael and Richard Kwesell. The Kwesells are bringing their collective 22+ years of experience operating a successful marijuana company to Missouri. Strawberry Fields is an industry leader in cultivating marijuana within a climate-controlled greenhouse where they can cultivate marijuana more cost effectively than comparable indoor operations. Strawberry Fields has institutionalized the marijuana business by developing proprietary SOP compliance software (Greenwork Central), cultivation & extraction methodologies, data-driven product strategies, security protocols, employee training techniques, continuing education programs, and other operational processes which will be implemented in LSL’s facilities.

Competitive Advantage: Lower COGS: LSL is cultivating marijuana within a state-of-the-art greenhouse while nearly all Missouri cultivators are using indoor facilities. In their Colorado greenhouse facility, Strawberry Fields is cultivating marijuana for the average cost of \$100 per pound while indoor cultivation facilities are growing it for \$400-\$500 per pound, 25% of the cost of its indoor competitors. **Dispensary Locations:** We believe we have three of the best dispensary locations in the State of Missouri. The surrounding demographics, traffic counts and visibility are second to none.

Operational Efficiencies: Cultivation: automated environmental controls with tried-and-true algorithms to maximize yields; Manufacturing: access to Strawberry Fields’ proprietary brands & intellectual property for production of LSL proprietary brands; Dispensaries: online ordering, delivery via fleet management software, drive through, telehealth consultations

Opportunity: The marijuana industry is in its infancy and federal legalization is on the horizon. Currently, 33 states have legalized marijuana for medical use, including 13 recreational use states. Due to federal restrictions upon marijuana, consolidation at any sort of scale is extremely limited due to the lack of public capital markets for plant touching marijuana businesses. By taking an institutional perspective on business operations and striving to be a best-in-class operator, LSL will be a prime acquisition target when marijuana is federally legalized and big industry (Pharma, Tobacco, Alcohol) enters and goes on a buying spree to take market share.

Growth and Exit Plan: Once stabilized, LSL will pursue additional acquisitions in Missouri and Illinois. Upon federal legalization or the lifting of restrictions upon banking institutions, LSL will explore exit opportunities that are most beneficial to its investors. Expectations are that when legalization occurs, the Banking, Pharma, Tobacco and Alcohol industries will rush into the industry and drive up valuations through mass consolidation.

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue:	\$26,799	28,865	29,139	29,384	29,670
EBIT:	14,694	16,487	16,463	16,403	16,374
Cash flow after taxes and interest: *	\$5,279	5,498	5,841	5,526	5,544

(dollars in thousands)

* Displayed after tax cash flows as the marijuana industry must follow a unique federal tax code (280e). Assumed a blended state and federal income tax rate of 41%



Overview

Our “radar for the brain” rapidly identifies active bleeding and blood flow disturbances in the brain, allowing doctors to start treatment sooner - saving lives, reducing disabilities and lowering the costs of treating stroke and traumatic brain injuries.

We are raising a \$5 million equity round that will enable FDA clearance for our first product.

The problem & The solution

Patients with severe brain injuries often die or are left severely disabled because of **delays** in identifying hemorrhages and blockages of large blood vessels.

Our scanner uses **radio waves** to non-invasively **detect** active bleeds and blockages in the ICU and the ambulance, **reducing the time** it takes to start treatment.

Business model & Go-to market

Seeking FDA approval via a de novo 510(k) pathway.

Sales will target key stroke and trauma centers, including the >200 institutions in the NIH STROKENET. Expansion into EMS, military, India, Canada and other.

Milestones & Traction

- **\$3.5 million in funding** (Queen City Angels, Accelerant, Cleveland Clinic Foundation, NSF, Ohio TVSF).
- **IDE approved**, multiple pre-submission meetings with FDA.
- **First US and EU Patents Issued**, New IP filed 2016.
- **First in Human Testing: 100% agreement with CT scan.** No false positives, no false negatives, no significant device related adverse events.



Faster diagnosis
Better triage



Saves lives
Reduces disability



Reduces cost
Of brain injuries

Addressable market

Over 3 million Americans suffer a stroke or serious traumatic brain injury annually – **a \$1B opportunity**. Globally, the market is almost **\$3B each year**, with many potential follow on indications.

In India, stroke is the second most common cause of death and over 500,000 people die from traumatic brain injury annually.

Team

Geoff Klass, CEO -
Over 30 years building commercial organizations, from startups to global enterprises; deep healthcare and neuro innovation background.

Dan Kincaid, JD - COO, 25 years as a healthcare executive, serial entrepreneur and seed stage investor.

Opeolu Adeoye, MD -
Emergency physician, renowned researcher and leader of cutting edge clinical trials in stroke and Traumatic Brain Injury.

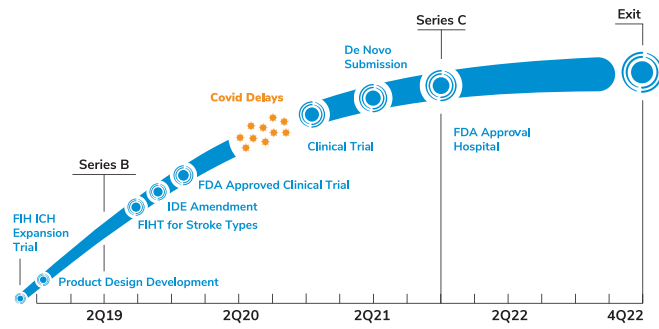
Joe Korfhagen, PhD -
Neuroscientist and primary developer of our technology.

Matthew Flaherty, MD -
Neurologist, prolific author and researcher in neurovascular disease, leader of large clinical trials in stroke and brain trauma.

George Shaw, MD, PhD - CTO, Professor of Emergency Medicine; Trauma physician; PhD physicist formerly with NRL.



Milestones



Key Advantages to the Competition

Sense technology allows us to look at everything directly. Most competitors can only look indirectly.

Sense uses radio frequency with direct measurements that can detect ICH, Ischemic Stroke and LVO. The results are 100% concurrent with CT for ICH expansion ≥ 3 ml.

Sense is developing the only technology to detect all stroke subtypes and TBI detection for EMS use and in hospital monitoring for hemorrhage expansion in the ICU.

Clinical Trial Restart

July 2020

TECP

First in human for stroke differentiation
5 LVO, 5 SVO, 5 ICH
Trial completed December 2020
TECP Cost \$32K

March 2021

Part II Pivotal

25 patients US and 25 patients for India
5 new sites India / 5 sites US
Data submission to FDA May 2021
Part II Cost \$465K

August 2020

Part I Pivotal

50 patients to be monitored for safety data
5 sites in US
Data submission to FDA January 2021
Part I Cost \$1.2MM

June 2021

Part III Pivotal

5-10 new US sites
200-300 patients to finish
Target India regulatory submission
FDA submission December 2021
Part III Cost \$1.7MM

Exit Partners

- GE
- Siemens
- Phillips
- Stryker
- Zoll
- Nikon Kohden
- Medtronic
- Compumedics

Intellectual Property

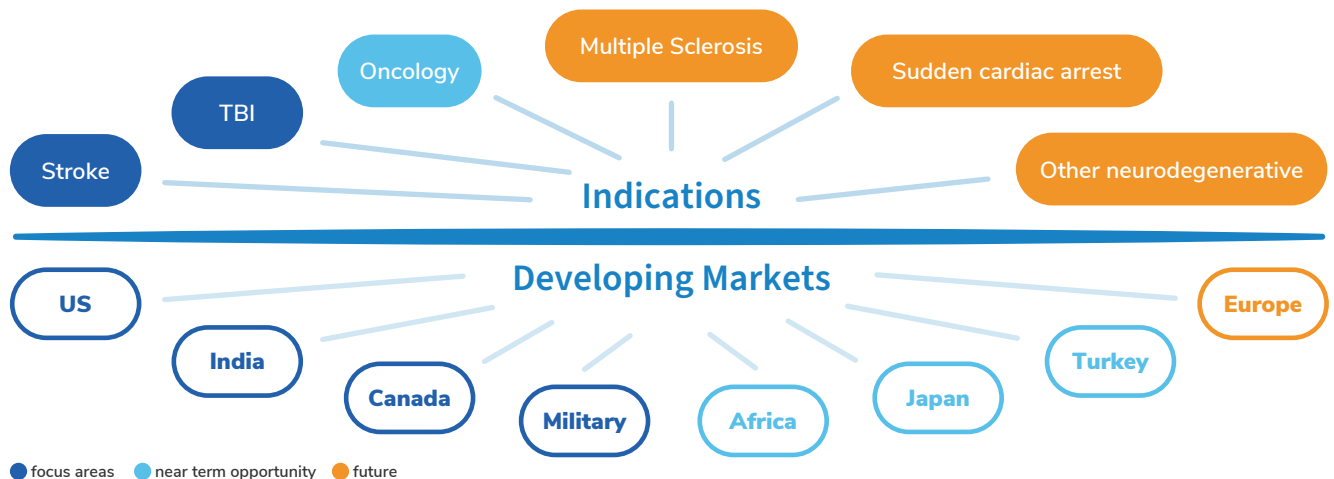
- Issued patents in US and EU
- Pending additional claims
- New filing for sudden cardiac arrest
- Trade secret algorithms and data analysis processes

Regulatory Pathway

- Multiple Pre-sub meetings with FDA
- 510(k) de novo review
- IDE in place

- Pilot Clinical study: 400 patients, 10-15 US based sites, comparing Sense calculated hemorrhage volumes to CT, estimated trial duration 10-12 months

Developing Markets & Indications



PARTNERS



PHOENIX FUND

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

SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



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

LAURA HILL, GENERAL PARTNER, PHOENIX FUND



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



WILSON SONSINI

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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



NEXT powered by SHULMAN ROGERS

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

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

ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS



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

PARTNERS



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



MARK HAAS, CO-FOUNDER & CEO, ASSOCIATION FOR ENTERPRISE GROWTH

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



NORTHERN VIRGINIA CHAMBER OF COMMERCE

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



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

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

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

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



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

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

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

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

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

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

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

THE BALTIMORE ANGELS

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





FIRST FINANCIAL GROUP

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

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

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

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

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

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SUNTRUST BANK

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

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

CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



PARTNERS

REFRACTION

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

ESTHER LEE, PRESIDENT & CEO REFRACTION



Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies, responsible for economic development, job creation, innovation and entrepreneurship, small business, tourism, trade, housing, community development, and labor policies for the state. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, one of the world's largest strategic communications firms. As a member of the firm's Executive Committee, she led its marketing, thought leadership, and new business strategies and advised major clients like Samsung, Coca-Cola, and Marriott.

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

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

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

FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



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

PARTNERS



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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

SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

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



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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

HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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



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.

PARTNERS

**startup
grind**

COLUMBIA MD

STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contacts or compete.

**Angels + Life.Sci
Investors**

ANGELS + LIFE.SCI INVESTORS

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

INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



ANNUAL WHARTON DC INNOVATION SUMMIT

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



PARTNERS



GEORGETOWN ENTREPRENEURSHIP

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

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

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



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

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

RYAN & WETMORE, P.C.



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

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



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

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

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

PARTNERS



Diliver (www.diliver.com)

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



Neil Kleinberg, Founder & CEO of Diliver

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

ATTENDEES

SPEAKERS

First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc
Keith	Moore	Founder & CEO	Boustead Securities, LLC

PRESENTERS

First	Last	Title	Company
Bill	Athenson	CEO	Third Pole Therapeutics
Mark	Baldino	CEO	FireBot
Milton	Cohen	President & CEO	Safe Rx
Geoff	Klass	CEO	Sense Neuro
Stefan	Midford	President	Capango, Inc.
Andrew	Reiner	CEO & Co-Founder	Grapevine AI
Brandt	Stiles	Founder & CFO	LSL Management
Shani	Toledano	Co-founder & CEO	HT BioImaging
Alan	Worden	Co-founder & CEO	Community Data Plarforms

ATTENDEES

First	Last	Title	Company
Nandana	A	Business Research Associate	EPIC Knowledge Society
David	Abelson	Founder/ Producer	Corona Hustle
Matthew	Abenante	President	Strategic Investor Relations LLC
Fredric	Abramson	CEO	Digital Nutrition
Jennifer	Adeli	CEO	WinBiz Proposals
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
Sean	Adler	CEO	GZI
Oded	Agam	Managing Partner	NextLeap Ventures
John	Aggrey	CEO	The Unicorn Group LLC
Akhil	Ahuja	Head of Marketing	Marsview.ai
Jitin	Ahuja	Principal	SpaceJet Media LLC
Ron	Ainsworth	Principal	Boustead & Co
Patrick	Akins	Advisor	Moneta Group
Daniel	Akre	Managing Director	UNI Partners, Inc
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Mike	Albo	Director of Sales	Justworks
Luis	Alcoser	Venture Executive	Chevron
Aida	Alcover	Intern Consultant & Virtual Assistant	Fiore3 Consulting
Gokul	Alex	Chief Technology Officer	BeyondIdentity
Yasir	Ali	Advisor	Raven
Jaizal	Ali	Director	RedTeam Hacker Academy Pvt. Ltd.
Ibraheem	Alinur	CEO	City Health Tech
Amy	Alkhalidi	Management Consulting Analysts	Accenture Federal Services
Ken	Allgood	Founder	HealthFlow LLC
Mohsen	Almihdar	Student	Brown University

ATTENDEES

First	Last	Title	Company
Dawit	Amaha	CEO	Zenwell, Inc
Anthony	Ameen	Keynote Speaker & Founder	Wings For Warriors Taylor & Lawrence
Walt	Anderson	Managing Director	AVEALTO Lrd.
Mary	Angela Moore	Consultant	Ewmm
Ayla	Annac	CEO	InvivoSciences, Inc
Abigail	Annear	Summer Associate	Baker Botts
Michael	Antone	Patent & Trademark Attorney	Law Office of Michael Antone, LLC
Usman	Anzaar	Director	CYFU
Ekta	Aora	Associate	KiwiTech
Raja	Appachi	Founder and CEO	OneWhistle inc
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Simon	Aspinall	CRO	Swim.AI
Reed	Atkin	Principal	Double Beta Consulting
Marvin	Atteck	N/A	N/A
Curt	Aubley	Public Sector Strategy and Solution	CrowdStrike
Derek	Auito	Partner	Dentons US LLP
Darrin	Auito	Partner	HEA Law PLLC
Stephen	Auvil	Executive Vice President	Maryland TEDCO
Yolanda	Avidano	CEO	Empowerment Intelligences
Justin	Ayars	Founder & CEO	Equality Rewards
Mia	Azburg	Product Manager	Cisco
David	Bain	VP	TIA
Manny	Bains	Coach	Bains Inspire Success
Bert	Baker	Program Manager	Great Wall Motors
VJ	Bala	Founder	SaaSify LLC
Albert	Baldwin	CEO	Alfa Omega GrafX LLC
Afzal	Bari	COO	National Journal
Brian	Barnett	President	The Barnett Company, Inc.
Adi	Baruch	CEO	iNNOGING Medical
Faz	Bashi	Lead Venture Investor	Portfolia FemTech Fund
Jay	Beam	Managing Director	Adasel Global Partners LLC
Peter	Bechtel	CEO	RxVIP Concierge
Justin	Beck	CEO	CONTACT LLC
Mike	Beirne	Managing Partner	TAG / Vetted Capital
Laura	Beldin	SVP	BOA
Mitchel	Bell	SLS	Oppli
Lena	Benjamin	Creator & Founder	EmpowerBusinessClub.com
Christopher	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Renauda	Bennett	Membership Director	The Gathering Spot
Aida	Berger	CEO and Founder	ALPHALEONIS GROUP
Luke	Berger	Strategy Lead	Zooky LLC
Jim	Berkman	Go-to-Market Beachhead Advisor	NZTE
Beth	Berman	Pro EOS IMPLEMENTER	EOS / COMPELLICATIONS
Richard	Berryman	Co-founder	WheelConX
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC

ATTENDEES

First	Last	Title	Company
Chetana	Bhat	CEO	Personal, Professional, Relationship Development
James	Bickley	Managing Director	Ankura Consulting
Joe	Bishop	CPA	Snyder Cohn
Anne-Marie	Bitman	Managing Partner	TrainingHub.Online
Meredith	Bixler	President	Avenue CM Corp
Eli	Boahen	Student Experience Designer	Hack To The Future
Dr Gorakh	Bobde	CEO	AGSINGENUITY
Jaime	Boggio	Attorney, IP Law	Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	DataTribe
Christine	Boomer	Marketing	AccelerEd
Alan	Borgeson	Vice President	Captive Nation
Gaye	Boyette	Vice President	M&T Bank
Jim	Bradfield	CEO	NAS-Secure
Cathy	Bradley	CEO	CBE
Steve	Braun	President & CEO	Search Consultants International
Linda	Broenniman	Co-Founder	RadiateBuzz, Inc.
Claire	Broido Johnson	Managing Director, MD Momentum Fund	University System of Maryland
Philip	Bronner	General Partner	Ardent Venture Partners
William	Bruner	Managing Partner	Tandem Consulting
Mark	Bulkeley	Managing Director	DC Investment Partners
Drea	Burbank	CEO	Todreamalife
Michael	Burke	Principal	Gravel Road Partners
Sue	Butler	VP, Corporate Development	Keri Shull Team/Optime Realty
Laura	Butler	Consultant	Self-employed
Nikolay	Bychenko	General Director	Yalos Innovation Company
French	Caldwell	CFO & Co-Founder	The Analyst Syndicate
Tarin	Calmeyer	Founder	Remote Team Wellness
Christian	Camarce	Partner (at intellectual property law firm)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	CEO	KnickleKick
Syd	Cappe	CEO	Thereby Inc.
Sue	Carr	President	CarrTech LLC
David	Carrithers	Chief Beekeeper	Businesshive.com
Adam	Carson	CFO	Capango
Tim	Carvana	Founder	The MAY-Dann Group
Santiago	Casas	Marketing Manager	Heineken
John	Casey	Managing Director	Venture Mentors LLC
Rami	Caspi	Partner	NextLeap Ventures
Alex	Castelli	Partner	CohnReznick LLP
Shati	Chakrabarti	Founder	Halcyon International
Tonnie	Chamblee	Co-Founder	Design Alliance
Neal	Chandra	CEO	CySecure Inc.
Connie	Chang	Board Chair	The Lever Fund
Raghavan	Chellappan	Co-Founder & CTO	ByteSafe
Jerry	Chen	Intern	Opus8

ATTENDEES

First	Last	Title	Company
Alain	Chetrit	MP	Expansion Alliance Group
Wayne	Chiang	Founder	ThreatQuotient
Stephanie	Chin	Entrepreneurship Evangelist	Maryland Institute College of Art
Jon	Chisholm	Director of Operations	LSL Management
C. Kristin	Choi	Managing Director	DotLine Advisors
Shivani	Chokshi	CEO	Impaction
Nico	Choksi	Investor	Unilever Ventures
Jo	Clark	Founder	Noww
Helene	Clayton-Jeter	Founder & CEO	HealthScape LifeSciences LLC
Brian	Clinton	Investor	Clinvesco
Dan	Cohen	CEO	PainScript
Andrew	Cohen	Principal	AGC Coaching and Advisory
Dan	Cohen	Partner	NextLeap Ventures
Christopher	College	Managing Partner	TCP Venture Capital
Bill	Collins	Chairman & CEO	The Collins Companies
Robert	Colorina	Director	AIAC Group
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Peter	Conley	Managing Director, Head of IP Banking	Boustead Securities
Tomas	Cook	CEO	Self
Judy	Costello	Managing Director	BioHealth Innovation
Scott	Cotter	Managing Director	CMAdvisors
David	Cross	Assistant Director	Towson University Venture Creation
Phil	Cruver	Founder & CEO	Regenbiomass, Inc.
David	Culver	Chief Collaboration Instigator	VentureSHOT
Luis	Cuneo	CEP	Mojavie
Robert	Curran	Manager	Celadon
Larry	Cynkin	Founder, Consulting CTO	GreenBar
Hisardo	Dagmar	Product Development Associate	Sunny Day Fund Inc.
Carmine	D'Aloisio	President	Global Business Diplomacy LLC
Jim	DArcangelo	CMO	MomentFeed
Priti	Dave	Director	Self
Mona	Davis	Manager of Portfolio Analysis	CIT
Stephen	Day	CEO	Day Capital Partners
Catherine	De Peuter	CEO	Self
Firaas	Deak	CEO	Sikeology
Hank	Dearden	Principal	Group 3D
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship
Margot	DeFrance	Managing Director	Entoro Capital
Jaap	Dekkinga	CEO	TuneURL Inc.
Vince	Deng	President	SAPA-DC
Sarah	Dennis	Sales and Marketing	Safe Rx
Aley	Desiderio	Founder	Fiore3 Consulting
Shantanu	Dev	Co-Founder	Examd Inc.
Taylor	Devine	Founder & Managing Partner	The CDI Group
Chris	Dhas	Engineer	CNSW

ATTENDEES

First	Last	Title	Company
Mahesh	Dhillon		Witan Partners
Cosmo	Di Tucci	CEO	AbleOne
Talabiou	Diallo	Grad Student	Working on Idea
Sam	Diener	Managing Partner	Early Light
Victor	Diloreto	CEO	Blackmarker
Bob	Dinkel	Director	RE Dinkel LLC
Rich	DiPippo	Partner	NFP
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Martin	Doyle	Executive	GoodWallet
Vincent	Drake	CTO	Saltwater Software
William	Drohan	CEO	Southeastern Capital Investment Holdings,LLC
Cindra	Dunaway	Chief Public Safety Advisor	Angelia
Amy	Dunn	Director, Business Development	Ryan & Wetmore, PC
Mike	DuVall	Program Manager	Legacy International
William	Dyess	Managing Director	Dyess Group, LLC
James	Early	Managing Partner	Tamarack Advisory
Steven	Eddy	CPA	Resourceful Business Advisors LLC
Craig	Elias	EiR	Bow Valley College
Andrew	Ellis	Founder	Like Minds
Trevor	Elm	Financial Services Professional	MassMutual Greater Philadelphia
Omar	El-Mohri	IT Consultant, General manager	IPCONNEX
Asher	Epstein	Private	Private
Altan	Erginkoc	PM	MOSAIC DC
Ken	Espinosa	Program Coordinator	Towson University Incubator
Mark	Esposito	Director	EY
Idong	Essiet-Gibson	Principal	The Idyeas Group
John	Estrada	President	Altron, Inc.
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Advisor	N/A
Christopher	Faranetta	Vice President	HyperJet Fusion Corporation
Matt	Fates	Angel Investor	Angel Investor
Brian	Felderstein	CEO	BroadDesk, LLC
Gloria	Felicia	Managing Director	Spero Group
Brian	Fife	CEO	Easy Alfred
Alyssa	Flores	Growth Strategist	EWR Digital
John	Floyd	SEO	Notch Solutions
Michael	Foley	Investment Banker	Sutter
Lance	Ford	CFO	Commutyble
Edward	Frank	Business Advisor	Consultant
Lisa	Friedlander	Business Dev	NEXT powered by Shulman Rogers
Richard	Fu	Managing Partner	GCAIA Capital
Steven	Fuhrman	Business Manager	Didlake Document Management
Josh	Futterman	Managing General Partner	Papa Bear Ventures
Jay	Gaines	SVP, Marketing	Tesorio
William	Galle	President	DPS

ATTENDEES

First	Last	Title	Company
Chris	Galloway	Director	CBG Investments
Ryan	Gandy	Deputy Director	Rockville Economic Development, Inc.
Tom	Garber	Director	TrueCapital Finacial Partners
Marcos	Garciaacosta	Attorney	Marcos E. Garciaacosta Law Group PLLC
Jason	Gayl	Managing Partner	Cyber Capital Partners
Frank	Gelbart	CEO	ServicePower
Ali	Gerami	Founder	AllDOTs
David	Gertler	CEO	TrebleNetwork.com
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Sampada	Ghimire	Life Coach	Sampada Ghimire
Jason	Gilbert	CEO	Saltwater Software
Keith	Gillette	Founder & CEO	TaskTrain
Jencarlos	Giron	Founder	ChiChiCa
Kate	Glantz	Senior Director, Economic Opportunity	U.S. Chamber of Commerce Foundation
Anthony	Glenn	Founder & CEO	CarDana
Eric	Glowniak	President & Financial Consultant	Inclusive Finance
Surendra	Goel	Founder	ProHaat LLC
B.K.	Gogia	Managing Partner	K5W LLC
Douglas	Goldstein	Innovation Officer	eFuturist, Inc.
Laura	Gomez Cadena	MBA & MSIS Candidate	UMD
Ken	Gordon	Co-Founder & CEO	VALR
David	Gottesmann	CEO	Perchance
Greg	Grant	Partner	Shulman Rogers - NEXT
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Robert	Greer	Managing Director	Entoro Capital
Yisrael	Gross	COO	L7 Defense
Clarice	Grove	Small Biz Manager	PWC
Marc	Gruner	CMO	Limber Health
Linxin	Gu	Founder	TechConnect
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Joseph	Gwozdz	Founder	JTG Ventures
Hannah	H	COO	Angelia, Inc.
Tetiana	H	Marketing Director	Itirra
Mark	Haas	CEO	Association for Enterprsie Growth
Michael	Habash	CSO	Ovechr Inc.
Jim	Hadley	CEO	Tiber Solutions, LLC
Shan S.	Haider	CEO	Teacherix Inc.
Pradnya	Haldipur	Executive Director	Magic Bus USA
Hamza	Hamad	CEO	Raven
Brian	Han	Deputy Director	KIC
Craig	Handley	CEO	listen trust
Haidee	Hanna	COO	Argona Partners
Michael	Hanson	Consultant	Optimum Dynamics LLC
Edgar	Harrell	President	Edgar C Harrellll Associates
Connie	Harrell	President	Keiretsu Forum SoCal

ATTENDEES

First	Last	Title	Company
Elliot	Harris	CEO	Absorbits
Barry	Hartzberg	Founder	Darden VC Club
Jim	Hatch	Special Project Director	The McCormick Group / DJH Consulting
Tim	Hattenberger	Strategic Product Development Consultant	Consultant
Chris	Haug	Director	Startup Grind, Columbia Chapter
Danelle	Hayer	Small Business & Entrepreneurship Manager	Loudoun County Department of Economic Development
Claude	Hayn	Advisor	AdJumps
Daniel	Heimlich	Principal	Heimlich Group
Tyler	Helms	Financial Advisor/Owner	Sole Proprietor - Financial Planning Practice
Nicholas	Hemmerly	Senior Managing Director	Bridgeway Capital Partners
Anil	Hemrajani	Founder	Startup Sidekick
Peter	Henry	Managing Partner	Seed Milestone Fund
Adam	Henry	Business Development Manager	Arlington Economic Development
Stan	Herring	CTO	Response365
Cheryl	Heusser	Principal	Snyder Cohn
David	Heyman	CEO	Tektonics Global
Mi Jeong	Hibbitts	President	Robert & Willaim, LLC
Tim	Hijazi	Principal Consultant	Ahead Consulting Services
Laura	Hill	VP, Product	EquiFi
Rich	Holloman	CEO	Mobodyne LLC
Elizabeth	Holmberg	Chief Financial Officer	Third Pole Therapeutics
Reggie	Holmes	Founder & Creative Director	Enthuse Creative, LLC
Alyse	Holstein	CEO	HPG Parters, LLC
Klaas	Homan	Founder	RVUK
Nancy	Horiye	Self	NA
Tripp	Hornick	Managing Director	Stage Access
Sarah	Hostyk	Founder	WorkStrive
Sam	Hou	Business Development Analyst	Next Gen HQ
Shawn	Howard	Partner	Citrin Cooperman
Tin	Htut	Executive Director	Trust Venture Partners Co., Ltd
April	Huang	Founder	Martecana
Jeff	Hunter	CIO	Relaston Ohio
Tony	Hussain	CDO	Alike Patients
Brian	Israel	Corporate Development	DHG
Djakarta	Jacobs	Investor	Me
Steve	Jaffe	VP	Saltwater Software
Paula	Jagemann	Founder	Someone With
Piyush	Jain	CEO	Simpalm
Guillaume	Jaulerry	CEO	O COMPANY
Sushil	Jha	CEO	3ANALYTICS, INC
Mohamoud	Jibrell	Founder & Managing Director	SAMA Technologies LLC
Liam	Johnston	Co-Founder	Not yet named
Chris	Jones	Founder & CEO	The Millennial Foundation (TMF)
Jaheylya	Jones	Inventor	Pilloword
Nat	Jones	Partner	CORDIA

ATTENDEES

First	Last	Title	Company
Hicham	Jorio	Board Director	Savana Ventures
Ian	Joseph	Senior Vice President	Capital One
Michele	Joseph	Executive Director	SGAP LEADERS
Phillip	Jung	CFO	Mindoula
Chirag	K	PM	BN
Kash	Kabaria	COO & Co-Founder	marGenius
Bruce	Kahn	Director of Investor Relations	Edgewood Capital Advisors
Karen	Kalantzis	Director, Community Programs	Launch Workplaces
Marcel	Kaminstein	Director	MediaLabCBG
Madhur	Kanjolia	Consultant	Knackstor - a Blue Hour Sky Technologies Inc. brand
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Alec	Karys	CEO	Genesis Inc.
Stephanie	Katz	Founder & CEO	CETA Benefit Consulting Group
Steven	Kaufman	CEO	Quikiks Hands-Free Shoes
Lori	Kavle	Managing Partner	BD/M Collective
Hanna	Kebbede	Business Management Consultant & Coach	HanmarKLLC
Joe	Kessler	Managing Partner	Next-Stage Development Group
Hunter	Kettering	Associate	T-Bird Capital
Robert	Keuroglan	President & CEO	Sentrien Systems, Inc.
Shaheer	Khan	CEO	Statehood
Shazor	Khan	COO	Statehood
Mohsin	Khan	Associate (Healthcare SME)	Booz Allen Hamilton
Md Aershad Ho	Khan	Assistant Vice President	Uttara Finance and Investments ltd
Musirah	Khan	Research Scientist	Nephrology Group
Vilma	Khmaladze	CIO	Openix Solutions LLC
Alexander	Khorokhorin	Managing Partner	Angelico Ventures
Zach	Kiefer	Product Strategy & Growth	LendGrow
Nim	Kim	Head of Partnerships	Sweeft Digital
Jonathan	Kindberg	CEO	Big Deal Analytics
Jonathan	Kirkland	Founder	NextPour.com
Laura	Kittredge	Dir of Events	Breaking Media
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer
Josh	Kligman	Co-Founder	Yearly LLC
Epic	Knowledge	Contributor	Epic Knowledge Society
Ted	Koblick	Business Development Specialist	Computer Pros On Call
Christopher	Koeber	CIO	N/A
Eric	Koefoot	CEO	PublicRelay, Inc.
Martin	Koev	Investor	Koev Brothers
Shawn	Kohltfarber	Self Employed	Self Employed
Prakash	Kolli	CEO	Blue Point Materials Research LLC
Nelly	Kolodny	Founder & CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	SVInnovations, Inc.
Kei	Kondo	Business Development Manager	NSK Corporation
Joshua	Konowe	Digital Innovation Lead	10Pearls

ATTENDEES

First	Last	Title	Company
Paul	Korkemaz	Principal	XPRT LLC
Anne	Kottmeier	VP Technical Operations	AARP
David	Kratochvil	Managing Partner	Vista Capital
Richard	Kris	Member	Desert Angels
Max	Kryzhanovskiy	Maxk@moscreative.com	MOS Creative
Anil	Kumar	Architect	Deepphouse
Brenden	Kumarasamy	YouTuber	MasterTalk
Cindy	Kupski	President & Co-Founder	Flexwind
Felix	Kushnir	Attorney	Shulman Rogers
Prakash	Kushwaha	Co-Founder	Gramline Commerce Technologies
Agata	Kusztan	L&D Expert	
Stan	Laborde	SVP	Boustead
Brian	Lacey	CEO	Mobomo LLC
Edward	Lafferty	Partner	Saturn Partners
Sunny	Lai	Senior Business Program Specialist	Deloitte
Mandy	Lam	CPA	Snyder Cohn
Andrew	Lammert	Attorney & Business Owner	LSL Management, LLC
Kevin	Lancaster	M&A	Kaseya
Tom	LaPlante	Managing Partner	Star Support Inc
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Eugene	Liu	CEO	VTRY INC
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Megan	Melendres	Owner	Bishops
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ATTENDEES

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Adam	Suri	President	CDNS
Sean	Sutherland	Director of Accounts	Kapowza
Paulina	Szyzdek	Investor	VC
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Skip	West	President	MAXSA Innovations
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Robert	Wiltse	Partner	Priority Advisors, LLC
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Andrew	Yu	Business Investment	FCEDA
Hank	Yuan	Local Director, DC Metro Area	Founder Institute
Jurgen	Zach	Chief Scientist	Subsea Finder
Theo	Zacharis	Innovation & Strategy Advisor	Please Select
Khuram	Zaman	CEO	Fifth Tribe
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THANK YOU TO OUR COACHES



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