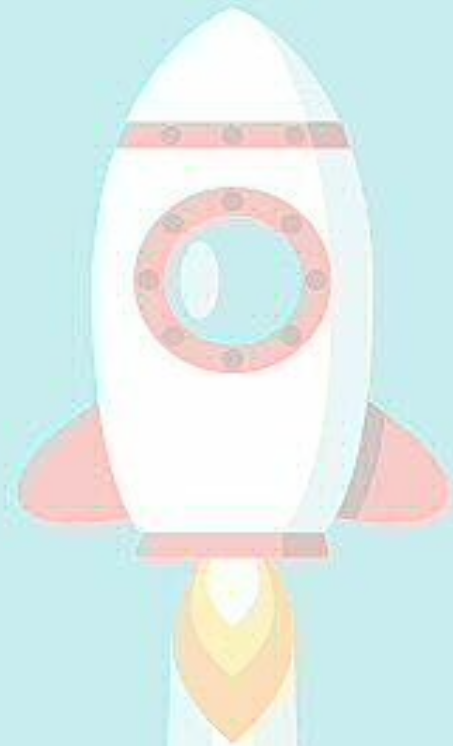


Big  Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

JUNE 25, 2020

CONNECTPRENEUR.ORG

AGENDA

THURSDAY, JUNE 25, 2020

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

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

11:25-12:10pm ROCKET PITCH SESSION

Companies will be introduced by:

ANTHONY MILLIN, Founder and Chair, NEXT by
Shulman Rogers

JOHN LYNCH, Associate, Wilson Sonsini

Bright – ROB WRIGHT

Alexanders Grace – BRAD BERGERSEN

Alzyn – CHRIS EFESSIOU

EternaTear – TIM WILLIS

Podopolo – MELINDA WITTSTOCK

Safe Hydrogen – KENNETH BROWN

Thinaër – BRYAN MERCKLING

Walkabout – TONI PORTMANN

Botanisol Analytics – DAVE TALENFELD

11 Sight – ALEKS GOLLU

12:10-1:00pm VIRTUAL NETWORKING
(via Private Message)

SPEAKERS



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

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

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

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

Company Overview: Bright Software, Inc.

We are a learning technology startup that aims to reimagine the corporate learning experience. We offer a **cloud-based simulation training platform** to US-based contact centers and sales teams. Our product lets employees practice taking simulated calls or emails, build soft skills, and manage a simulated version of their CRM (e.g., Salesforce). Bright simulations are **20% more effective** than traditional training methods, and can be built up to **50% faster**, addressing a vicious, expensive cycle caused by ineffective training methods and high contact center turnover. Because our solution can be delivered **100% remotely**, we are uniquely positioned to thrive in the current health crisis and economic environment, and seeking a seed round investment to fuel our growth.

Founders



Rob Wright

Former Marriott Global L+D VP; responsible for \$10M+ learning spend and 700k learners

Georgetown MBA; Top of Class



Mike Huneke

Owner of IT consulting group, Pattern, one of Marriott's top L+D tech vendors

Experience building learning tech used by millions of global learners

Traction-to-Date



Founded: 10/14/19



Closed 1st Customer 1/27/2020;
\$115k contract value

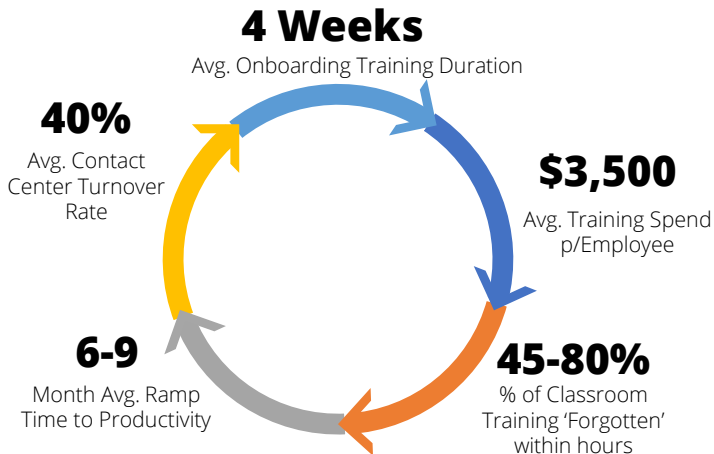


Beta Product Completion 4/14/20
with \$0 capital outlay



Closed 2nd Customer late May; Est.
\$45k Year 1 Value

The Problem: A Vicious Cycle



Opportunity Summary

Target Buyers

6,500

US-based customer service or sales call centers

End Users

3M

US-based customer service or sales call centers

Total Addressable US Market

\$6B

In outsourced training spend

Investment Ask

\$450k

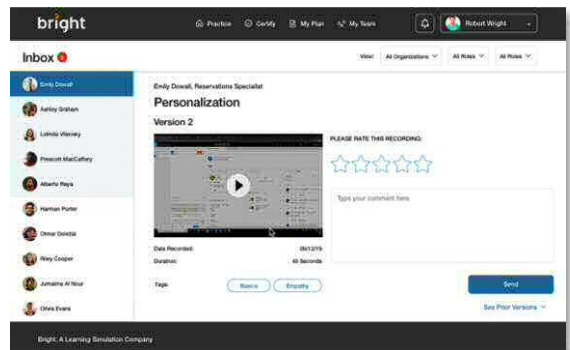
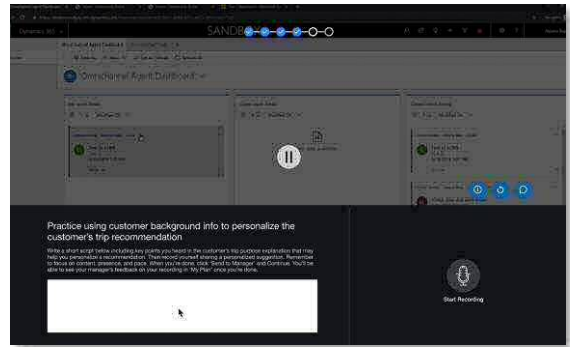
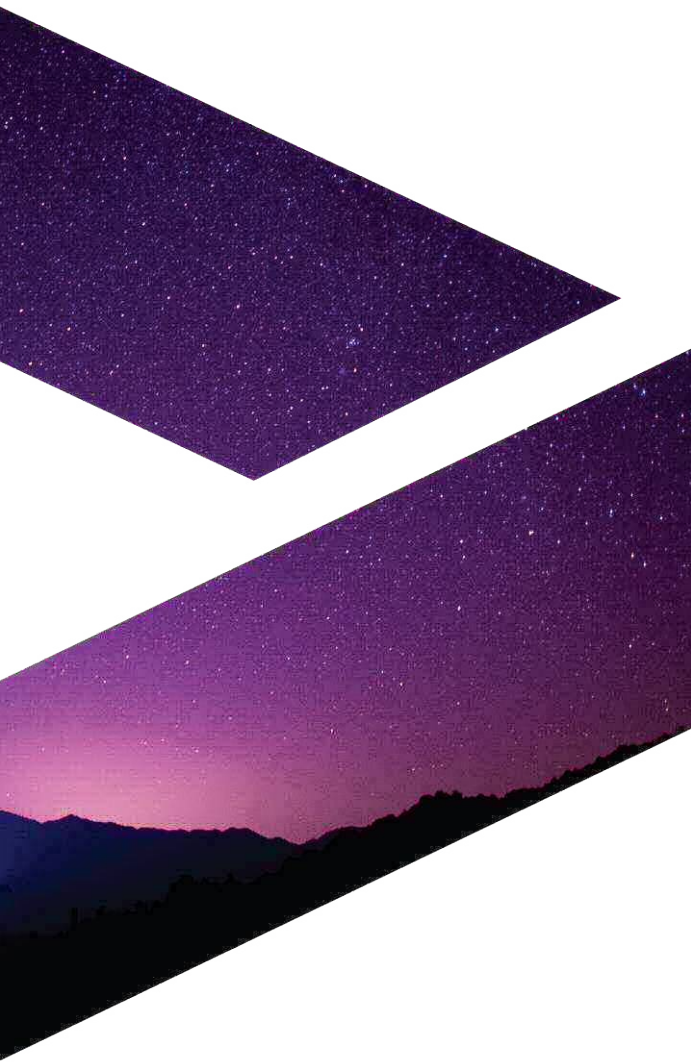
First tranche as part of \$1M seed round

Use of Funds

01/ **Customer Acquisition:** Outbound Sales + Digital Marketing Campaign

02/ **Delivery:** Working capital for Customer Experience contractor/employees




03/ **Product:** Multi-lingual LMS product build support



Top Features/Differentiators

- 01/ Customer interaction simulations to build soft skill, judgement and writing skills
- 02/ CRM Training Environment builder tool to enable life-like system practice
- 03/ Digital coaching tool to provide personalized learner feedback
- 04/ Skills data capture + employee certification

Product Pipeline

- 
 Multi-lingual features to *expand* addressable market
- 
 AI-powered features to support automated simulation performance evaluation and *defend* simulation differentiation
- 
 Performance-Based Interview + Hiring Portal to apply *existing* code to a new problem, and expand our addressable market

OBJECTIVE

Alexanders Grace (AG) is a tech startup that leverages big data, AI and predictive modeling to innovate the influencer marketing space. We hope to empower any person the ability to monetize themselves with zero capital investment at any followership level.

THE PROBLEMS AND SOLUTIONS

Nano and Micro Influencers have no bargaining power. Lack of free coaching and consulting resources.

Free inclusive platform, coaching, consulting and backend support. leveraged bargaining power.

Brands do not currently have a streamlined process to scale influencer marketing.

Automated predictive campaigns. Web store integration. Access to all AG influencers.

REVENUE

AG brings in fee-based campaign revenue from click-thru and paid per post campaigns. AG brings in web store revenue from affiliate links and curation commissions.

AG LIFESTYLE PLATFORM

We facilitate influencer to brand connections and vice versa.

We drive campaign life-cycles with an AI-driven suggestion engine.

We provide data transparency to both brands and influencers through social-media aggregation.

We streamline the process for influencers to work with campaigns with cross-platform posting and auto-scheduled posting.

We create a marriage between e-commerce and campaigns with customizable influencer web stores.

INFLUENCER COMPENSATION

Influencers are guaranteed payment per post and per click. 11-100% commission on all web store sales re-lative to the sales. 1-3% residual commissions under our single level marketing direct sales infrastructure.

GO-TO MARKET STRATEGY

Phase 1 MVP launches July 4th, 2020.

AG will target all existing social media platforms and e-commerce web store platforms to recruit and acquire a database of users ("influencers")

AG will target all new and existing national and global brands to begin marketing the sale of products and services on a global scale.

Additionally, we will launch support for localized and targeted marketing campaigns that will integrate into the web store. Documentary "Alexanders Grace: Creating The Impossible" pilot episode drops on AG YouTube channel.

INTELLECTUAL PROPERTY

Influencer Trust Score (ITS) This public score which is backed by an algorithm and a plethora of data points including historical performance data, tier of influence, and even personality traits to create the first brand value appraisal per Instagram post for a human being.

AG Calculator will leverage artificial intelligence to both predict the income for our influencers but also simulate and predict the ROI for brands looking to create and run AG campaigns.

AG Business mobile plug and play app is the first micro targeted location based marketing instrument enabling franchises and large scale corporations with many brick and mortar locations to run unlimited campaigns simultaneously.

AG License is a mobile plug and play app and is the "franchise" of the future, however it's a license, not a traditional franchise. Our license is a much more efficient business model and will be less expensive, generate faster ROI and generate guaranteed income for the AG licensee. A typical AG license is essentially the purchase of a virtual ATM machine.



Chris Efessiou
8552 Westown Way, Vienna, VA 22182
Phone: 202.957.5412
Email: chris@alzyn.com

Fax:
Web Address: www.alzyn.com

Management:

CEO, Chris Efessiou
CFO, Bill Loughman
CSO, Ewa Bienkiewicz, PhD
Director, Don Rosenkoetter
Director, Doug Tatum

Industry:

Nutrigenomics, Nutraceuticals,
Nutritional Supplements, Health &
Wellness, Consumer Health

Number of Employees: 6

Bank: Atlantic Capital Bank

Tax Advisors: Bennett Thrasher LLP

Law Firm: Barnes & Thornburg LLP

Amount of Financing Sought:

\$1M equity

Current Investors: (\$1.2M)

Tip Seed Fund, Private Investors

Use of Funds: Additional Product
Development, Clinical Studies, and
Marketing

Business Description: ALZYN, LLC is the exclusive IP holder, manufacturer, marketer and distributor of the only patented topical spray comprised of 4 Generally Regarded as Safe (GRAS) compounds which are already present in the body and necessary to maintain brain health. The latest patent is titled *Combinational Approach to Treating Alzheimer's Disease (AD)*. These compounds are Vitamin B12, Resveratrol, EGCG (Green Tea), and Melatonin, collectively referred to as **BREM**. As people age, these compounds become less available in the body and when taken as "oral supplements" they are frequently malabsorbed due their significant nullification in the stomach, especially in individuals over the age of 40, or those on medication, or suffering from other ailments.

Globally, **nearly 50M people** have AD or related dementia. **Only 25%** of people with AD have been diagnosed. In **2018**, AD and dementia care in the U.S. cost \$277B. **By 2050**, costs associated with dementia could be as much as \$1.1 Trillion. **10% of Americans** over the age of 65 have AD. A **14% rise** in the prevalence of AD expected by 2025. AD is the **only disease in the 10 leading causes** of deaths in the US that cannot be cured.

Company Background: The BREM combination was discovered in the Protein Biology Laboratory of the FSU College of Medicine by Dr. Ewa Bienkiewicz who used well-established cell culture models of AD, and proved that BREM significantly reduced the levels of certain markers associated with the acceleration of symptom progression in AD. The results were published in the *Journal of Alzheimer's Disease* and represent a potential breakthrough strategy in the treatment and possible prevention of AD. ALZYN LLC was formed and licensed the IP covering BREM while funding further development. To date, there is no known treatment for AD. In fact, during the last year, 3 major pharmaceutical companies (Eli Lilly, Pfizer and Biogen) discontinued their clinical trials due to failure of their drug candidates to reach the study "end point" after 7 years of clinical work and \$3B in cost.

ALZYN has sought the less regulated "supplement" approach which is quick to the market and far less costly. Championing the product through a regulatory gray area [per FDA all supplements must be ingested though over 600 transdermal vitamins and associated health supplements are available in the market without regulatory interference,]

Alzyn Topical Spray was launched in the US market in 2020. The results reported by Alzyn consumers are very encouraging. Consumers tell us that they have more focus, get a lot more done in their day, and sleep better. Moving forward, we have scheduled clinical trials in a population of 50+ without symptoms of AD in support of the topical spray and the upcoming sublingual tablet for the dual purpose of advertising the results with proven claims of cognitive improvement. A separate "Skunk Works" trial is scheduled to discover the impact of Alzyn in patients with dementia or AD, and a second trial of similar nature is planned. The results may dictate additional product development and business

Management:

Chris Efessiou is a recognized entrepreneur and transformational expert of science-based endeavors into commercial enterprises. He has commercialized more than 45 new products in the life sciences and consumer health markets, including Mucinex, Flonase, and Zantac. He is a founding mentor of the MD Tech Council Venture Mentoring Service, and an advisor to the NIH Commercialization Acceleration Program. **Bill Loughman** is a seasoned CFO experienced in both the public and private sector, including ten start-ups. He has raised funds through private equity, IPO and public debt offerings. **Dr. Bienkiewicz** is a noted researcher at FSU College of Medicine with numerous peer-reviewed articles, awards for innovation and patents in her name. **Don Rosenkoetter** has over 30 years in senior life science leadership positions within major corporations, consulting firms, and start-ups. **Doug Tatum** is Chairman of Newport LLC and a faculty member of FSU School of Entrepreneurship as well as the Advisory Board Chairman for the Business Research Consortium at the U of Wisconsin.



Products/Services:

Alzyn is the only patented combination of the 4 the well-research compounds (Vitamin B12, Resveratrol, EGCG, and Melatonin) that was proven to perform better than if each of the same compounds were taken individually or in any other combination. Furthermore, when tested in animal models, Alzyn reached the desired blood levels within 30 minutes from administration and crossed the blood-brain barrier immediately thereafter.

Alzyn topical Spray was launch in 1Q2020

Alzyn sublingual tablets will be launched in 3Q2020.

Technologies/Special Know-how:

Alzyn is the only patented transdermal combination for brain health and it is covered by a multitude of US and European patents. The company has a growing patent portfolio which includes U.S. Pat. 10,449,213 B2 issued 10/22/19 (Composition for *Combinational Approach to Treating Alzheimer’s Disease*); U.S. Pat. 6,444,234 issued 9/3/02 (Formulation Concept); U.S. Pat. 6,787,152 issued 9/7/04 (Method of Formulation); U.S. Pat. App. 7,267,829 Issued 9/11/07 (Product-by-Process) plus 18 EU Formulation Patents issued. Co-development and provisional patents are underway.

Note: The company has just executed a LOI with essential oils giant, Young Living Essential Oils (YLEO) for the co-development of an all-natural oral form based on Alzyn’s patented formulation which is expected to yield additional IP.

Market:

A global 2017 survey showed that loss of mental acuity associated with aging is the #1 health concern of everyone over the age of 50. Our target market is the well-educated, health-conscious segment of the population over 40 who are proactive about maintaining their physical and brain health. Three subsegments of the market are being investigated presently and they are: a) primary relatives of patients diagnosed with AD or dementia, b) individuals suffering from insomnia and c) individuals with suboptimal levels of Vitamin B-12. Each submarket is estimated to be greater than \$1B. The company operates as a capital efficient virtual company, partnering with world-class advisory, clinical, regulatory, manufacturing and distribution channels.

Note: The co-development agreement with YLEO mentioned in the section above, contemplates payments to Alzyn at different milestones. Upon successful development, Alzyn will become the sole supplier of the new product to the YLEO. YLEO is a \$2B privately held multi-level marketing company with more that 6 million members, where each member is obligated to purchase \$150 worth of YLEO distributed products each month. We estimate that sales to YLEO in 2021 will be in the range of \$2M-\$5M.

Distribution Channels:

Amazon: As of June 1, 2020

Amazon Prime: July 15, 2020 (E)

Alzyn website: Active and growing

Young Living Essential Oils: Chanel Exclusivity for co-developed oral formulation, Estimated 1Q2021

Seeking partners for exclusive supply of Alzyn Topical Spray in Multi-Level Marketing Channel

Distribution & Health Supplement E-Commerce sites: In early stages of research and identification

Out-licensing & Joint Ventures: Identifying partners in Europe, Latin America and Asia Pacific

Competition:

Our primary competition is Prevagen and Neuriva, which are the only 2 brands with significant marketing spend in internet and TV advertising. Many smaller brands are also available with no discernable marketing. No brand has the IP estate or delivery method of Alzyn.

Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
Revenue:	500	3,200	6,000	9,000	12,500
EBIT:	18%	24%	32%	33.5%	35%

Company Description: EternaTear is developing a unique next generation over the counter (OTC) preservative free artificial tear dry eye product that can also be used for drug delivery enhancing drug availability residence time. EternaTear’s unique and novel formulation supplements all layers of the tear film binding them together on the ocular surface by mimicking the secretions of all the glands of the eye. By doing so EternaTear creates a stable on eye tear film providing relief up to 4X longer than currently marketed products. EternaTear has a world-class team with decades of experience developing products in ophthalmology at companies like Alcon, Allergan, AMO, Bausch and Lomb and TearScience. This team is also responsible for the development of currently marketed OTC artificial tears that generate \$350M annually. The combination of these factors, along with the large and growing market, make EternaTear a unique short-term investment opportunity by being an ideal acquisition candidate for 8+ companies with demonstrated interest. The company is currently closing on \$4M (~\$2.85M committed) complete to “Market Launch Ready” an FDA cleared OTC artificial tear product to then exit to a strategic partner within 30 months of funding.

Company Name: EternaTear, Inc.

City, State: Raleigh, NC
 Phone: (919) 241-3200
 Website: EternaTear.com
 Contact: Tim Willis, Founder & CEO
 Email: Tim@EternaTear.com

Basic Details:

Founded In: 2018
 # Of Employees: 5

Funding History and Deal Terms:

Total Funding to Date: >\$2.85M
 Total Seeking: Up to \$4.5M
 Committed Funds: ~\$2.85M
 Valuation Expectations: \$7M Pre-money
 Type of Financing: Preferred Equity

Use of funds:

This round of capital allows EternaTear a “Market Launch Ready” product by completing the following:

- Complete product refinement & testing
- Fully validate a multidose non-preserved bottle
- Obtain FDA OTC clearance (Ability to market)
- Complete multisite clinical marketing study
- Scaleup and validate a contract manufacturer

Financials:

Burn Rate (Monthly): \$100,000
 Cumulative Revenue: N/A
 Trailing 12-month revenue: N/A

Market Size:

Total Addressable Market: \$2.2B growing at 7.5%/year
 Estimated Reach: 3% of \$3.5B global market in 2026

Management:

Tim Willis, CEO – Founder/CEO/Inventor; TearScience (J&J); SootheXP, Corp Dev & R&D; Allergan
Ralph Stone, CTO – VP, OTC R&D; Alcon
Diethart Reichardt, CMO – President; OTC Allergan
Joe Huber, COO – Product Manager, Midmark
Kent Geer, CFO – Managing Partner; EY

Technology

EternaTear identified that there were additional components to the natural tear film which play a vital role maintaining a healthy, thicker, more stable tear film. EternaTear in effect is more closely mimicking the natural tear chemistry than any product on the market. We formulated a stable non-toxic formula then tested it on eye with demonstrating proof of on eye performance up to 4X longer residence than the best product on the market. The vehicle, given it is an oil-in-water emulsion can be used for ophthalmic drug delivery to provide enhanced on eye drug residence time.

Defensibility

Our strategy is to exit, upon EternaTear being Market Launch Ready, to a major strategic who will market and launch EternaTear. By doing so the strategic will have the appropriate resources to defend and control market communication on the technology and product. To support this, we have filed several applications and expect to have 3-5 patents (e.g., formulation, methods, drug delivery, and processes) with at least one patent granted at the time of exit.

Business Model

EternaTear's business model is to complete a Market Launch Ready product with industry data to show efficacy and duration metrics so that it can be launched quickly by a large strategic in less than 6 months of acquisition. At scale, EternaTear will provide a ~75% gross margin product for our acquisition partner and will be sold in pharmacy, retail, and online.

Go-To-Market Strategy

EternaTear plan is to exit and/or sell the company when the product is Market Launch Ready with FDA clearance, manufacturing scaled up and marketing clinical results in hand. We do this to eliminate commercialization risk for the acquirer and investors. This strategy has been validated by the multiple pre-commercial OTC artificial tear acquisitions over the past 10 years.

Competition

The top products currently on the market are: SootheXP (B+L), Systane Balance/Complete (Alcon), and Refresh Optive Advanced (Allergan). Based on our research and industry contacts, we have not found any startups working on OTC artificial tear products. Of the companies we did identify, all are pursuing Rx drug indications with the most notable Rx startups are Novaliq, Silktech, and TearSolutions.

Milestones

- Completed Proof of Concept study demonstrating increased on eye dwell time.
- Funding commitments of >\$2.85M from [Carolina Angel Network](#), [Keiretsu Forum](#), [Duke Angel Network](#), & 15 MD’s & OD’s.
- IP filed (PCT & USPTO), development contract executed, contract manufacturers identified & initial conversations with strategics on desired product features

Exit Strategy

Our strategy is to exit a “Market Launch Ready” product to a large pharmaceutical or OTC company by delivering a best in class product that fits seamlessly into their portfolio. This strategy leverages existing brands and infrastructure while not requiring EternaTear to raise capital to launch a product in a competitive market requiring physician market development and consumer marketing.

Podopolo™

Melinda Wittstock
5905 Lenox Road, Bethesda MD20817
Phone: 202-374-1479
Email: melinda@podopolo.com

Web Address: <https://podopolo.com>

Management:

CEO: Melinda Wittstock
CRO: Steve Little
CTO: Identified
VP Customer Success: Jason Brandt
VP Sales: Identified.
VP Product: Identified

Industry: Interactive Media, Mobile, Artificial Intelligence, Podcasting, Social Networks, Advertising, Gamification

Number of Employees: 4

Bank: Chase Manhattan

Auditor: The Accend Group

Law Firm: Kirton McConkie

Amount of Financing Sought:
\$5mm

Current Investors:

Steve Little (\$1mm)
Melinda Wittstock (\$250,000)
Amber Trueblood (\$50,000)

Use of Funds: Marketing + Sales (fast market penetration/scaling); RSS integration (add 500K podcasts) + continued innovation; Hiring (COO, CTO + content / customer teams.

Business Description: Podopolo™ is the world's first socially interactive and gamified podcasting network capitalizing on the fastest-growing media trends: podcasting, streaming, AI, gamification, and VoiceTech. Think Spotify/Netflix + Facebook/Reddit with gamified engagement and AI-driven deep audience intelligence, curation, and interactivity, delivering unprecedented ROI for podcasters, advertisers and consumers.

Company Background: Founded by 5-time serial entrepreneur + acknowledged media-tech visionary Melinda Wittstock, Podopolo draws on direct experience with industry constraints preventing podcasters from monetizing content, advertisers from getting a predictable ROI from the fastest growing media (123mm Americans listen 6 hours a week), and consumers from discovering + engaging with hosts, content, and each other.

Management:

CEO Melinda Wittstock: Grown 4 businesses to 7- and 8-figure success in media (social, mobile, traditional), tech (AI / unsupervised ML, mobile UI/UX) and advertising.

CRO Steve Little: Founded + exited 6 technology companies for significant 9-figure sums; CEO + Founder of Zero Limits Ventures driving 10X+ valuation growth and exit multiples for 20+ companies. Led successful sales teams across software, network management and more.

VP Customer Success Jason Brandt: Acknowledged expert in customer service and mobile product development (UX/UI) for Skylab, CheerLife, My Wine Society.

Products/Services: Podopolo is the first to reward listeners + viewers with free products + services as they discover and interact with podcasts and each other and put learning into action to transform lives. Our AI-driven deep audience intelligence enables us to monetize even small niche, engaged + influential audience with topically relevant advertising/sponsorship (on-app and on-air) to pre-qualified audiences for unprecedented ROI.

Technologies/Special Know-how: Innovative application of artificial intelligence for deep understanding of audiences (interests, behavior, sentiment, location, listening habits, demographics), curation/recommendation engine, and dynamic advertising this section, highlight whatever aspects of your product that may be protected by current IP or patent law. Provide evidence of how your offerings are different and will be able to develop a barrier to entry for potential competitors.

Market: Podopolo addresses a global market with 3 primary customers (podcasters/content creators, sponsors /advertisers, + consumers) at the intersection of digital advertising (\$374 Bn 2020, 11% CAGR), mobile (\$407 Bn by 2026, 18% CAGR), streaming (\$157 Bn by 2024, 14% CAGR), voice tech (\$32 Bn by 2025, 17% CAGR) + gamification (\$17.6 Bn by 2025, 30% CAGR). Podopolo™ has a fast-scaling + high margin revenue model with revenue streams: MRR from podcaster paid memberships, consumer subscriptions for premium paywall content + E-learning; Programmatic advertising (CPM/CPC) + Sponsorship (on-air/on-app), Syndication/Licensing and Intelligence Reports.

Distribution Channels: App Store Optimization (ASO), Earned Media, SEO/Paid Search and Social Media Advertising, Automated Sales Funnels, Affiliate Marketing, and Direct Sales Force.

Competition: Direct: Castbox, Podcast App, Himalaya, Outcast + other podcast aggregators. None provide significant social interaction, audience data, gamification or any means for podcasters to monetize content. Indirect: Spotify (acquisitive; focused on exclusive big-name content); ACast and Midroll/Stitcher (podcast advertising and distribution).

Financial Projections (Unaudited) – (Dollars in thousands):

	2020	2021	2022	2023	2024
Revenue:	\$1,536	\$19,234	\$95,061	\$346,374	\$980,621
EBITDA:	(\$484)	\$4,028	\$39,456	\$177,230	\$568,4

Safe Hydrogen, LLC

Kenneth Brown, Managing Partner
30 York Street, Lexington, MA 02420
Phone: 781-572-0334
Email: kbrown@safehydrogen.com

Fax: 508-251-0569(call first)
Web Address: www.safehydrogen.com

Management:

Kenneth Brown, Managing Partner
Andrew McClaine, Managing Partner
David Bowen, Engineer

Industry: Energy Storage

Number of Employees: 3

Bank: Bank of America

Auditor: N/A.

Law Firm: Fish & Richardson

Amount of Financing Sought:
\$5M equity

Current Investors: Quercus Trust
\$800,000—Angel Investor
Personal Funds from LLC Members,
\$2M

Use of Funds: Scale power to 100kW,
Marketing, Sales, Salaries Product
Development

Business Description: Safe Hydrogen is an energy storage company. We chose to say “Energy” because we can store kWh—and lots of them. Most “Energy Storage” companies have systems that store power(kW) and can inject power for a few hours. Our goal is to have systems that can remove intermittency from renewables. If we want to rely on intermittent wind and solar for carbon free electricity, intermittency must go or the grid will become unstable.

Company Background: Safe Hydrogen was founded in 2001. We investigated storing H2 on board vehicles from 2004-2008 under a grant from the DOE. Since then, we have developed our current energy storage system.

Management: Andrew McClaine, Thermo Power Corp.; Textron Defense Systems; AVCO Everett Research Lab. David Bowen, Two Square Science; Hatch Technology; Molten Metal; Davy Mckee Corp. Kenneth Brown, American Power Conversion; Data General; Anacomp; BASF.

Products/Services: The American Wind Energy Association (AWEA) has stated that the greatest need for their industry is the removal of intermittency. Safe Hydrogen’s systems can store the 700 hours of output that is necessary. Our “competition” has difficulty storing 6 hours because of cost. Our capex is \$10 per kWh stored while batteries are \$200-500 per kWh stored.

Technologies/Special Know-how: We have 7 patents on the composition of and the processes for lowering the cost of production of our storage material. Our patent attorneys believe that we are well protected from entry of potential competitors

Market: The target market is the owners of wind and solar farms. There will be a need to have over 20,000 systems just to bring the 13 largest economies to 100% renewables. Customers will be charged a royalty on the use of the technology. They will have the option to pay yearly or up front. A 150 MW system will generate \$500,000 per year.

Distribution Channels: Initial sales will be direct. We will qualify and license partners to expand distribution as demand rises.

Competition: Indirect competitors are batteries, pumped storage, CAES, capacitors, and flywheels. None have low enough costs to directly compete. Their markets are the currents storage markets for peak load shaving, ramping control and frequency control.

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue:	50	200	1,000	2,500	5,000
EBIT:	(200)	(100)	(1,000)	1,500	3,000

(dollars in thousands)

Thinaer

Bryan Merckling, CEO / David Byerley, Board of Managers-Investor

(Thinaer's Address: 1202 Richardson Dr., Suite 216, Richardson, TX 75080)

Phone: 610-909-4504

Contact Email: dmbyerley@maryknollpartners.com

Web Address: <https://thinaer.io>

Management:

CEO- Bryan Merckling

EVP – Tony Petrucci

Industry: i.e. Software and Consulting

Number of Employees: 8 today, 18 after DevelapMe acquisition

Bank: i.e. JP Morgan/Chase

Auditor: N/A .

Law Firm: Brown and Furtunato, P.C.

Amount of Financing Sought:
i.e. \$4M equity

Current Investors:(\$6M to date)
Tim Connor, David Byerley, Dr. David Brown, Dr. William Hoffman, TOMV Fund, EPAN Investments

Use of Funds: i.e. The \$4M raise will be used to close the DevelapMe acquisition (\$1.7mn), add a sales lead, create a sales team and to launch a sales and marketing initiative. To date, neither company has had a sales leader.

Business Description: Thinaer is a first of its kind platform that combines rich machine generated data with AI discerned human feedback. The result is a new class of Machine Learning models that learn faster and provide a new class of insights for the enterprise. The first ever 360 degree view of your business.

Company Background: Thinaer was founded in 2016 and is currently acquiring DevelapMe (www.develapme.com). The newly combined entity is profitable day one and has multi-million dollar contracts already in place with Lockheed Martin, Mars Candy, Subaru and Fiserv and more.

Management: Bryan Merckling is the CEO and founder. Bryan helped shape the online procurement industry with the world's largest B2B marketplace CommerceOne.net. Bryan then co-founded Webify which was acquired by IBM. Bryan then directed world-wide software strategy for IBM before leaving to start Thinaer. Tony Petrucci, founder of DevelapMe, holds a PhD in Organizational Dynamics is a faculty at Fox Business School of Temple University.

Products/Services: Thinaer has successfully evolved IoT from a multi-year, multi-company project into an easy to install and easy to consume "Service". Additionally, with the acquisition of DevelapMe Thinaer is augmenting rich machine generated data with AI discerned human feedback. The result is a new class of data and first of their kind Machine Learning models that learn faster and provide higher value insights into any business in any industry. This same proven technology and platform is now being focused on Contact Tracing and Infection Prevention with a new solution being released in early July 2020.

Technologies/Special Know-how: Thinaer's technology was created by a group of uniquely qualified individuals. Further, multiple patents are being filed and DevelapMe has already been awarded a full patent.

Market: Thinaer's technology is applicable to any industry, however we are currently focused on Manufacturing/DoD, CPG, Automotive and Health Care. Our current raise is to implement a sales organization and address an additional 1-2 verticals.

Distribution Channels: A sales lead and small organization will be added once the raise is complete. Today Thinaer has signed new VAR agreements with ScanSource and Intellisys and will target tier one consulting firms as a new channel.

Competition: There are point competitors for pieces of the Thinaer solution such as Zebra for real time locationing. From our industry research, IBM is the first to advertise the combination of machine generated data and human feedback. We believe we are 24+ months ahead of IBM.

Financial Projections (Unaudited):

	2018	2019	2020 (P)	2021 (P)
Revenue	\$ 360,000	\$ 2,620,000	\$ 9,800,000	\$ 16,875,000 (Services Only)
EBIT:	-\$ 650,000	-\$ 1,160,000	\$ 2,900,000	\$ 8,750,000



walkabout collaborative, llc. (www.walkaboutco.com)

the digital workplace that makes place and presence possible.



executive summary

Problem: Even before Covid-19, IDC estimated that over 72 million workers in the U.S. would work remotely. Bloomberg calls the corporate response to the coronavirus, the “largest work-from-home experiment”. Skeptics have become believers. And, yet the remote worker continues to feel isolated, lonely, and challenged to keep up with the communication and collaboration tools of mobility. Companies are spending millions without benefitting from connected and engaged associates. Corporate America is feeling the pain of disengagement and turnover and people are missing the ability to walk down the hall, ask quick questions, interact with their colleagues, collaborate and just be with real people.

Solution: Walkabout Workplace, a SaaS virtual real estate (digital office) platform, connects people to a place; and drives brand affinity and loyalty. People that are connected to their team and the company they work for end up being happier, more engaged, and most importantly, highly productive. Walkabout enables business agility through engaged teams; and the result is lower attrition and higher profitability. Walkabout turns every home into an office, a school, a co-working space, an exhibit hall, and a marketplace.

Market Opportunity & Traction: Today’s \$185B market (pre-Covid-19) of Digital Workspace; UC /Collaboration Tools; and Video Conferencing misses the mark on **place** and **presence**. Remote workers are in every vertical, including contact centers, development teams, enterprise services, health care, education, and job training. Over 1,000 users, globally, are coming to work or to school in their custom place, with a MRR of \$11,000. SaaS priced subscription of between \$10-\$20 per user per month with an active pipeline of 10,000+ users. The market data, before Covid-19, said 72.3% of US workers would work partially or fully remote by 2025; and in April, it had reached 88%.



Current round \$1,750,000

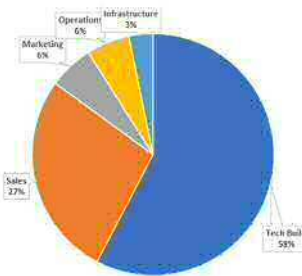
\$10M valuation

20% discount; 8% interest

scale chat/group video/mobile/hippa

build core staff & invest in sales, marketing and channels

leverage a strong referral program and revenue-based commission plans



The Team (click to follow links)



toni portmann
co-founder & ceo



antoinette forth
co-founder & coo



bryan bradley
chief information officer



lennard moons
chief revenue officer: emea and apac



alton martin
chief revenue officer: americas



ramesh premkumar
chief data officer

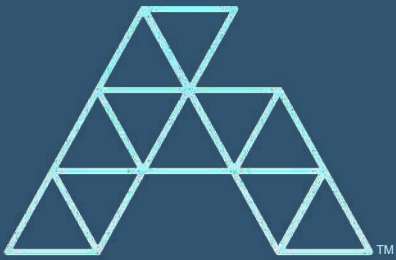
Pro-forma: Financial Projections* (pre-covid-19)

walkabout workplace financial projections	48 Months			
	1-12	13-24	25-36	37-48
Months				
Total Cumulative Users	1,995	31,195	76,690	145,665
Total Cumulative Contracts	65	1,062	2,712	5,646
\$ in thousands				
Total New Revenue	\$ 196,380	\$ 3,202,572	\$ 10,153,238	\$ 19,875,386
Cost of Goods	\$ 45,257	\$ 422,171	\$ 1,100,040	\$ 2,069,770
Gross Revenue	\$ 151,123	\$ 2,780,401	\$ 9,053,197	\$ 17,805,616
Gross Margin %	77.0%	86.8%	89.2%	89.6%
Cost of Sales	\$ 147,950	\$ 2,252,569	\$ 4,145,371	\$ 5,726,934
Average Customer Acquisition Cost Per User	\$ 74	\$ 72	\$ 54	\$ 39
General & Administrative	\$ 728,255	\$ 1,764,846	\$ 1,955,333	\$ 2,121,907
Total SG&A	\$ 921,461	\$ 4,439,586	\$ 7,200,744	\$ 9,918,610
Net Operating Income	\$ (729,081)	\$ (1,287,014)	\$ 2,892,493	\$ 9,956,775
EBITDA	-369%	-39%	29%	50%

*revenue assumptions: average # users per contract: 26.9
average revenue per user: \$10.90

INFORMATION CONTAINED HEREIN DOES NOT CONSTITUTE AN OFFER TO SELL, OR A SOLICITATION OF AN OFFER TO BUY, ANY SECURITY AND SHOULD NOT BE RELIED UPON FOR ANY PURPOSE. ANY OFFER TO SELL, OR A SOLICITATION OF AN OFFER TO BUY, ANY SECURITY WILL BE THROUGH PERSONAL CONTACT AND NEGOTIATION WITH THE COMPANY OR THROUGH A CONFIDENTIAL PRIVATE PLACEMENT MEMORANDUM SUPPLIED TO A POTENTIAL INVESTOR AFTER SUCH INVESTOR HAS BEEN APPROVED BY THE COMPANY.

For more information, contact: Toni Portmann, CEO | 6507 Westgate Drive, Dallas, TX 75254 | toni@walkaboutoffice.com | (972) 342-2482



BOTANISOL ANALYTICS

ACHIEVEMENTS

- ◇ Air Force Air Force Research Laboratory Contract
- ◇ Air Force Accelerator Airforce and Techstars Graduate
- ◇ Awardee NSF i-Corps
- ◇ Winner 40 Under 40 Armed Forces Communications and Electronics Association (AFCEA)
- ◇ Awardee: Emerging Leader in Atomic Spectrometry
- ◇ Honoree: 2020 Innovators Showcase Intelligence and National Security Alliance (INSA) with the Director of National Intelligence

TEAM

DAVE TALENFELD CHIEF EXECUTIVE OFFICER

David is a serial biomedical entrepreneur whose companies have raised over \$15,000,000 to date. Botanisol is David's third start-up company. Botanisol has exclusive and global rights for the world's most capable detection system. Mr. Talenfeld has earned a JD and MBA from the University of Arizona and a Masters in Global Management from Thunderbird at Arizona State University.

JAMES FOLEY CHIEF TECHNOLOGY OFFICER

James Foley is a Naval Academy graduate and former director of secure IT infrastructure transactions for American Express. He has since been involved in a host of IT-supported medical technology startup companies, having been personally responsible for successful ISO 13485, FDA and CE mark processes for multiple products.

MEDIA INQUIRIES

ZACHARY S. BROOKS, PhD
zach.brooks@bsol.io
botanisolanalytics.com

RAPID PORTABLE DIAGNOSTICS AND
BIOLOGICAL THREAT DETECTORS
REPRESENT AN EMERGING \$20B MARKET.

Problem

Pathogens move at the speed of air travel. We need ubiquitous testing to contain and mitigate current and future outbreaks.

Solution

We've been funded by the Air Force Research Laboratory to deploy a portable, rapid digital screening platform for COVID-19 and future threats.



Competitors

- ◇ **Illumina.** Illumina is the leading maker and the current gold standard producer of polymerase chain reaction tests. One of our research collaborators took this company from napkin idea to a Fortune 100 company.
- ◇ **Abbott Labs.** Abbott Labs is the developer of the current fastest COVID-19 diagnostic platform. We're faster.

Advantages

- ◇ We use **no wet chemistry or reagents.**
- ◇ The technology **can go anywhere** there are 120v electricity outlets.
- ◇ The technology **can be operated** by minimally trained personnel.
- ◇ Systems **can be updated** for all current and future threats.
- ◇ Positive results are detectable in **2 minutes.**

Target Market

- ◇ Medical diagnostic organizations
- ◇ Military biosurveillance commands
- ◇ Law enforcement and first-responder communities
- ◇ Ports of entry authorities

Business Model

Our business model is to earn **recurring revenue** from hardware leases, software licenses, and support (Peloton model). Hardware acquisition is priced to incentivize **rapid deployment** and generate recurring revenue.

Marketing Strategy

- ◇ Initial marketing targets include **military customers** who can be added Botanisol's current contract
- ◇ **Current customers MOUs** come from the **National Guard** and the **Headquarters of the US Central Command** (USCENTCOM). These MOUs indicate that our technology is targeted to sole source procurement for all military service branches.

Why Invest?

- ◇ We have a **comprehensive technical implementation plan** including full regulatory and quality systems and risk mitigation steps.
- ◇ We have a proven team including Fortune 100 directors, serial entrepreneurs with successful exits, and world leading diagnostic research collaborators such as the MIT and Harvard Broad Institute to address precision diagnostics.
- ◇ We have **successfully led FDA and CE** mark processes for multiple device technologies.
- ◇ **Investor dollars are multiplied** by non-dilutive government incentives.

Ask

- ◇ \$10,000,000 at \$25,000,000 valuation.

Use of funds

- ◇ Funds will be used for FDA 510k approval with phase 3 waiver, national security market penetration, and publications in major peer reviewed scientific journals.



11Sight Executive Summary

Value Proposition	
<p>We enable enterprises to engage, transact, and close business with their customers online, by allowing their customers to reach them on a video call with a single click on a URL or a single scan of a QR code whenever and wherever the customer wants. The result is faster sales, happier customers.</p>	
Investor Highlights	Quick Facts
<p>Challenge & Opportunity: We are at a point in history where businesses either figure out how to bring the showroom to the living room or risk going out of business. Every customer/consumer has a device with a camera, browser, and ample access to an internet connection. We provide a video call platform as a service that enables the end customer to call the business with zero friction, no downloads, no friending, no registration. The online visual engagement creates trust, facilitates the transaction, accelerates sales, improves customer satisfaction.</p>	<p>Website: 11Sight.com</p>
<p>Market Positioning: We are a horizontal solution that applies to any profit center where one-on-one meetings are the primary means of interaction. We reduce the "call-id" to a URL or QR code. We are an ideal call to action in any medium: digital (Facebook, web site, ...) or print (brochures, business cards, ...). We sell either to large enterprises for them to roll the solution across their organizations or to incumbent solution providers to integrate the video call into their offerings.</p>	<p>SaaS Launch: January 2018 (beta) January 2019 (production)</p>
<p>Proprietary Inventions: We have a pending patent for one-click and one-scan video calls. Our proprietary protocols that result in a seamless experience by bridging diverse standards, peculiarities of various OS (iOS, Android, Mac, Windows) and browsers (Chrome, Firefox, Safari, Edge), we keep as a trade secret. We have decades of experience in running network operation centers and delivering high availability solutions.</p>	<p>Corporate Status: Delaware LLC</p>
<p>Solution Description: Call me at 11to.me/aleksgollu from any device with a camera. We will enter a video call. You do not need to download any software, be my friend, or make an appointment. If I am not available, you get a greeting, you can leave me a message. To the end users, we are the modern day "800-number" (except that the call-id is a URL). Our customers are the businesses and enterprises. To them we are more like a call center that gives them control, visibility, integration, and rich set of features like call forwarding, recording, ... We can also create a branded instance of our platform for a 3rd party to integrate video calls into their solutions or to have a dedicated system.</p>	<p>Headquarters Office: 2363 Carquinez Av. #301 El Cerrito, CA 94530 11to.me/11sales</p>
<p>Leadership Team: This is the 3rd venture and second collaboration of the founders. They have known each other since the 90s as students at UC Berkeley where they worked on automated vehicles and highways. Their first start-up was SMS applications for wireless handsets (era is '99 Netscape is new, StarTac is the most advanced phone). Company was sold to a competitor. In their second ventures both focused on RFID. Farokh sold his RTLS chip to Maxim Integrated, Aleks' yard/shipment management company recently raised a growth round (he had pulled to the board of directors in 2014). S K Panda is an investor and advisor. Ercan Gumus runs the sales in Europe.</p>	<p>Industry/Sub-Industry/ Domain/Software Category: Online Video Communication Platform</p>
<p>Traction: Our first vertical was automotive. We have over ~300 dealers and counting. We sell either to vehicle manufacturers (Mercedes, Kia, Fiat, Hyundai, Suzuki) or to incumbent solution providers (e.g. Condition Now w/ 1,000 dealer customers, Sincro w/ 5,000 dealer customers.) They bring our solution to the individual dealerships. We project, Sincro and Condition Now will represent \$500K ARR by February 2021 (See deal terms below). We have enough of a pipeline to add two such partners per month in automotive or other verticals.</p>	<p>Lawyer: Joshua Rosenfeld</p>
<p>Business Model: We can sell lines on our instance of the platform. We prefer deals that represent a minimum of \$5,000/year. We can enable reseller partners to sell lines on our platform, our share of these transactions are \$240 to \$5,000 per year. We can also create a branded instance for a value-added partner to integrate the video calls into their offerings. In this case we charge \$25K upfront, \$25K/year for maintenance and then \$15/month/line as they onboard customers.</p>	<p>Bank: Chase</p>
<p>Financials: To date we have raised about \$1.8M (\$250K in the last two months). We will be issuing Preferred Shares at \$0.67. Based on outstanding shares we are valued at \$9.8M. 2019 calendar year revenues were \$100K. Q1 bookings were at \$100K, Q2 at \$200K. January MRR was \$5K, currently it is at \$18K, we expect to reach \$80K by December. Based on current operations, we have a guaranteed runway for the next 6 months and have the option of turning cashflow positive at that point. However, we want to increase our sales and marketing expenditure. We want to grow a large successful business and project \$112M in revenues in FY 2024.</p>	<p>Executives: Aleks Gollu (Founder & CEO) Farokh Eskafi (Founder & CEO) SK Panda (Acting Vp Biz Dev) Ercan Gumus (GM Europe)</p>
<p>Exit Strategy: Currently any money invested into sales and business development is paying itself in growth. We want to grow aggressively, and plan on cash-flow positive operations in 12-18 months. There are various exit opportunities along the way. Significant step growth can be achieved by large license deals of the branded platform in specific verticals with an exclusive partner.</p>	



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.



ATTENDEES

SPEAKERS

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

PRESENTERS

First	Last	Title	Company
Bright Software			
Rob	Wright	CEO & Co-founder	Bright Software, Inc.
Alexanders Grace			
Brad	Bergersen	CEO	Alexanders Grace
Alzyn LLC			
Chris	Efessiou	CEO	Alzyn LLC
EternaTear			
Tim	Willis	CEO & founder	EternaTear
Podopolo			
Melinda	Wittstock	CEO	Podopolo
Safe Hydrogen			
Kenneth	Brown	Managing Partner	Safe Hydrogen, LLC
Thinaër			
Bryan	Merckling	CEO	Thinaër
Walkabout			
Toni	Portmann	CEO and Co-Founder	Walkabout Collaborative, LLC
Botanisol Analytics			
David	Talenfeld	CEO	Botanisol Analytics
11Sight LLC			
Aleks	Gollu	CEO	11Sight LLC

ATTENDEES

First	Last	Title	Company
Tara	Abdul	Team Lead	Leidos
Fredric	Abramson	CEO	Golden Thread Technology, Inc.
Jennifer	Adeli	CEO	WinBiz Proposals
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
John	Aggrey	CEO	The Unicorn Group
Sameer	Ahirrao	CEO	Ardent Privacy
Poga	Ahn	Managing Director	Bells and Bear
Adeola	Ajani	founder	FemStartup
Daniel	Akre	Founder/ Managing Director	UNI Partner, Inc
Omar	Alami	founder	FV

First	Last	Title	Company
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Blake	Allison	Founder & CEO	LifeCents
ANDREA	ALMS	Fund Manager	BioHealth Capital Fund (created by BioHealth Innovatio
Taka	Amano	CEO	American Shochu Company
paulson	ambookan	President	ComputerUser Inc.
Brian	Ammerman	Account Executive	Impact XM
Rachmat	Andi Putra, MD	General Practitioner	Sinar Husni General Hospital
Abigail	Annear	J.D. Candidate	Georgetown University Law Center
Michael	Antone	Intellectual Property Attorney	Law Office of Michael Antone, LLC
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Reed	Atkin	Principal	Double Beta Consulting
Darrin	Auito	Partner	HEA Law PLLC
Yolanda	Avidano	Exective Director	Empowerment Intelligences
Justin	Ayars	Founder/CEO	Equality Rewards
David	Bain	VP	Tia
Milla	Bakhareva	CTO	datrixo
Albert	Baldwin	CEO	Alfa Omega GrafX LLC
Abdul	Bangura	Founder/CEO	BTC LLC
Russell	Bar	CEO	Hi RX
Brian	Barnett	President	The Barnett Co., Inc.
Michael	Battaglia	Agent/Owner	InsureYouToo
Erich	Baumgartner	founder	Trusted Path Enterprises
Jim	Beals	COO	CoolWaters Technology, LLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Steve	Bederman	CEO	Nobelbiz
Michael	Beirne	Managing Partner	TAG Vetted Capital
Laura	Beldin	SVP	BOA
Lena	Benjamin	Founder & Creator	EmpowerBusinessClub.com
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Claire	Benton	Owner	The Claire Life
Rokas	Beresniovas	Head of Growth	NIHFCU
Luke	Berger	Hustler	
Luke	Berger	Problem Solver	Zooky LLC
Carolann	Bergersen	Office Manager	Alexanders Grace
Beth	Berman	Pro EOS Implémenter/Founder	Compellications
Rupesh	Bharad	President / CEO	Transworld Business Advisors - RVA
Joe	Bishop	Supervising Senior Accountant	Snyder Cohn, PC
Anne-marie	Bitman	Managing Partner	TrainingHub Online
PAMELA	Black	Owner / Consultant	TrainingHub.Online
Simon	Blanchard	Professor	Georgetown University
Dr Gorakh	Bobde	CEO	AGSINGENUITY
Fabrizio	Boer	director	SHIPINSPACE
YuvsI	Boger	CMO	Wi-Charge
Jaime	Boggio	Partner	Brandia LLC - Intellectual Property & Business Law
Anna	Bondarenko	COO	Owkin, Inc.
Eduardo	Borensztein	Principal	Borensztein Consulting

First	Last	Title	Company
Alan	Borgeson	Vice President	Captive Nation
Theresa	Boyce	Chair and CEO	CEO Trust
Jim	Bradfield	CEO	Network Access Solutions dba NAS Wireless
cathy	Bradley	CEO	CBE
Steve	Braun	President & CEO	Search Consultants International
Henry	Briffel	Managing Director	HXARTificial Intelligence
Kris	Brower		
Jake	Buikema	SVP, Growth	ICF
Andrea	Burbank	CEO	Todreamalife,LLC
Alex	Burkhart	Owner	Zooky
Matt	Butler	cbpa	insperity
Nikolay	Bychenko	Start-up Founder	Yalos Innovations company
David	Byerley	Managing Partner, Board of Managers	Mary Knoll LLC
Caleb	C	Entrepreneur	Pro Nexus Group, LLC
Christian	Camarce	Partner (Intellectual Property)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	CEO	KnickleKick
Piers	Carey	CEO	Teneo
Sue	Carr	President	CarrTech LLC
Gary	Carr	CEO	Givio
John	Casey	Managing Director	Venture Mentors LLC
Alex	Castelli	Partner	CohnReznick LLP
Kim	Cayce	CEO	Luna Startup Labs
Melinda	Chairez	Agent	Alexanders Grace
Shati	Chakrabarti	Founder	Newco
Andy	Chalonec	Founder / Consultant	Cost Caddies
Katie	Chang	Vice President	Benten Technologies, Inc.
BALBIR	CHAWLA	Associate Director	UBS
Rene	Chaze	Partner	Tiny Orange Capital
Raghavan	Chellappan	CTO/Managing Director	ByteSafe
pierre-jean	cherret	VP	items international
Wayne	Chiang	Co-Founder	ThreatQuotient
Ted	Cho	President	Georgetown Entrepreneurship MED
Alex	Choi	Investment Analyst	Sutton Capital
Elliott	Christian-Parker	CEO	ADDITIVE CARE LLC
Nadine	Cino	CEO	TygaBox Systems Inc
Jennifer	Clark	Director of AG Philanthropy	Alexanders Grace
Floyd	Cobos	Entrepreneur	Pro Nexus Group, LLC
Mollie	Coleman	Co-Founder	BrijX
Christopher	College	Managing Partner	TCP Venture Capital
Nicole	Collins	Filmmaker	Magnolia A productions
Robert	Colorina	director	AIAC Group
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Jim	Conley	MD	YPartners
Tim	Connor	Board member	Thinaer
Tomas	Cook	CEO	Self

First	Last	Title	Company
Guillermo	Corea	Managing Director	SHRM
Alicia	Coronado	Clinical Engineer	LMI
Matija	Cukac	Founder & CEO	BabaFi
David	Culver	Chief Collaboration Institgator	VentureSHOT
Jeannette	Cutshaw	President	Jeannette Cutshaw, LMFT & Associates
Larry	Cynkin	Founder, Consulting CTO	GreenBar
Abhinesh	Daas	Co Founder	Brillion Inventions LLC
Erin	Daga	Investment Analyst	Veteran Entrepreneur Investment Program
Justin	Dank	VP, Enterprise Partnerships	Zeta Global
Neal	Davies	director	Exponential Events
Mona	Davis	Manager of Portfolio Analysis	CIT
Stephen	Day	CEO	Day Capital Partners
eddie	de guia	Principle	BE Global Ventures LLC
Firaas	Deak	founder	Sikeology
Hank	Dearden	Principal	Group 3D
John	Dearing	MD	Capstone Strategic
Earl	Dees	Executive Advisor	Endgame International
John	Dees	founder	North Forest Arms
Margot	DeFrance	Managing Director	Entoro Capital
Michelle	Delino	President	Michelle Delino Media
RAHIMA	DELVERO	Virtual Assistant	RemyAssist
Vince	Deng	President	SAPA-DC
SHANTANU	DEV	Co Founder	Examd Inc.
Chris	dhas	Engineer	Inano systems, Inc.
M	Dhillon	MD	Witan Partners
Jerome	Di Giovanni	Entrepreneur in Residence	Cenetr for Advancing Innovation
Cosmo	Di Tucci	CEO	AbleOne
Sam	Dietze	Adviser	Hanum Capital
Victor	Diloreto	CEO	Blackmarker
Bob	Dinkel	Director	RE Dinkel LLC
Richard	DIPIPPO	Partner	NFP
M	DIVYA	Business development executive	Pantaloons
Donald	Doane	Co-founder & CEO	ConnectYard, Inc.
lisa	Dorsey	Managing Partner	Innovative Capital Access
Vincent	Drake	CTO	Saltwater Software
William	Drohan	CEO	Southern capital,llc
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
Juliana	Efessiou	Mediator	Colin Family Mediation Group
Howard	Eisenberg	President	Eurosort Inc.
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Akram	Elzend	President	Revival Homecare Agency
Martin	Erim	CEO	CrownStar Bio Corp
Idong	Essiet-Gibson	Principal	The Idyeas Group
HERB	EZRIN	CEO & President	Potomac Business Group
Kim	F	Advisor	
sol	fajardo	Hr manager	Agrofy

First	Last	Title	Company
Christopher	Faranetta	Vice President	HyperJet Fusion Corporation
Matt	Fates	Angel Investor	Angel Investor
Richard	Faulkner	Founder and CEO	IQ Exchange LLC
Svetlana	Filiatreau	Director of International Programs	Virginia Tech Pamplin College of Business
Heather Louise	Finch	Consultant	HLF, LLC
Cory	Fisk	Owner	Perfect Path Investments
Edmundo	Fornasari	Head of Non-AgriBusiness	Verde Telecom
Antoinette	Forth	COO	Walkabout Workplace
Scott	Fox	CEO	Tech Coast Angels
Edward	Frank	Business Advisor/Business Development	Consultant
Valerie	Freeman	CEO	Imprimis Group
lisa	friedlander	biz dev	NEXT powered by Shulman Rogers
Jeff	Friedman	CFO	
Richard	Fu	Managing Partner	GCAIA Capital LLC
John	Funge	Chief Product Officer	DataTribe
Robert	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Services, Inc.
William	GALLE	Prsident	DPS
Chris	Galloway	Managing Principal	CBG Investments
Marcos	Garciaacosta	Attorney	Legal Business Global
Elizabeth	Garzarelli	Partner	LPA Search Partners
Quenuma	Gbormie	Student	Student
Kareem	George	Chief Innovation Officer	Best of Eden Inc.
Charles	Gerber	President	Triumph Worldwide Companies, Ltd.
Richard	Gersten	Manager	PeakGersten Partners NNN
Jason	Gilbert	CEO	Saltwater Software
Mark	Gilbert	Advisor	UBS
Keith	Gillette	Founder & CEO	TaskTrain
JeanCarlos	Giron	founder	ChiChiCa
Melissa	Goldate	founder	Thraxos
Douglas	Goldstein	CEO	eFuturist, Inc.
Don	Goodwin	CCO	Innovative Power LLC
deepak	gopalakrishna	CEO	Truce
James	Gordon	CEO	CULTIVA
David	GORODETSKI	Co-Founder & Executive Creative Director	Sage Communications
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Adam	Greenspan	President	Trace Orthopedics
Matthew	Grieb	Financial Advisor	Raymond James
Adam	Grill	CEO and Group President	Odyssey Group
Yisrael	Gross	Co Founder	L7 Defense
Fred	Gumbinner	Managing Partner/President	G2 GEM Finance/ Keiretsu Forum DC Metro
vishal	gupta	Admin	Uni
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Joseph	Gwozdz	CFO / COO	JG Dev Co
Hannah	H	Chief Operating Officer	Angelia, Inc.
Mark	Haas	CEO	Association for Enterprise Growth
phillip	hagen	director	beliv

First	Last	Title	Company
Chris	hamoen	founder	Sales Canvas
Brian	Han	Deputy Director	KIC
John	Hansen	Founder/CEO	The Paradigm Project
Aja	Hardy	director	gener8tor
Edgar	Harrell	President	Edgar C Harrell Associates Inc
Aydin	Harston	Patent Attorney	Rothwell Figg
Jim	Hatch	Consultant / Entrepreneur	The McCormick group / Total Home
Jeffrey	Hausfeld	Chairman of the Board	BioFactura, Inc.
Claude	Hayn	Advisor	AdJumps
Deborah	Hemingway	Deborah Hemingway	Deborah Hemingway
Rick	Henneberg	President & Managing Partner	Keel Commercial Real Estate
Peter	Henry	Managing Partner	Act 5 Ventures LLC
Stephanie	Hessler	Consultant	Proctor Gallagher Institute
Tim	Hijazi	Principal	Self Employed - Services Delivery Consulting
David	Hitt	VP	CyKor
Nancy	Hollenberg	Agent	Alexanders Grace
Kat	Holleran	Design Strategist	
Reginald	Holmes	Owner/Creative Director	Enthuse Creative, LLC
Dennis	Holste	Economic Development	Town of Herndon
Alyse	Holstein	CEO	hpg partners
Lauren	Holt	Intern	Thermaquil
Kevin	Huang	director	JDL
April	Huang	founder	Martecana
Mark	Huckabee	Investor	Walkabout Office
Ken	Huffman, CPA	Founder, President	CaptiveNation.com
Michael	Huneke	CTO	Bright Software, Inc.
Scott	Hunter	Associate	Boustead Securities, LLC.
Henry	Hunter	CEO	INCIDR
tony	hussain	cdo	Alike Patient
Farhan	Iftekhar	Developer	Tcs
Brian	Israel	Brian.israel@dhg.com	DHG
Sukumar	Iyer	Executive Chairman	Brilliant Corporation
Steve	Jaffe	VP	Saltwater Software
Piyush	Jain	CEO	Simpalm
Abhishek	Jain	Chief Innovation Officer	Devtorium
Guillaume	Jaulerry	CEO & Founder	O Company
James	Jenkins	Owner	ATCourses
Mohamoud	Jibrell	Founder/CEO	SAMA Technologies
D'Juan	Johnson	Account Executive	Spacesaver Interiors
Helen	Jones	Owner	Triskel Business Solutions
Sherry	Jonif	CSCO	iProdoos, Inc
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Kash	Kabaria	COO/Co-Founder	marGenius
Murali	Kalavapudi	Owner	Envirosys Technologies
Michele	Kaliski	President	KFIFUND
Jill	Kaminsky	Real Estate Broker	Long & Foster

First	Last	Title	Company
Hafsah	Kamran	BD	MGTPL
Madelle	Kangha	founder	Jumpstart Innovative Services
Madhur	Kanjolia	Consultant	Knackstor
Ashok	Kapur	CEO	Hawkeye medtech
alec	karys	CEO	Genesis Inc
Robert	Katz	Executive Director	World Innovation Network
Stephanie	Katz	Founder & CEO	CETA
Joe	Kessler	Managing Partner	Next-Stage Development Group
Hunter	Kettering	Vc	T-Bird Capital
Andrew	Keys	Regional Sales Manager	Motorola Solutions
Ahmad	Khan	Principal	Elysian Advisory
Musirah	Khan	Research Scientist	NANV
Hnin	Khine	director	TVP
Vilma	Khmaladze	CIO	Openix Solutions LLC
Greg	Kihlstrom	CEO	CareerGig
Jon	Kindberg	Tech Advisor	Rise Up Lab
Laura	Kittredge	Director of Events	Breaking Media
Merom	Klein	Principal	Courage Growth Partners
Neil	Kleinberg	CEO	DiliVer
Jonathan	Kneller	Co-Founder	My Odyssey
Nkozia	Knight	CEO	The United Association for MOORs
Marty	Koev	Managing Partner	Koev Brothers
Sotti	Koev	Managing Partner	Koev Brothers
Shawn	Kohltfarber	Self Employed	
Prakash	Kolli	CEO	Blue Point Materials Research LLC
Ira	Koretsky	CEO	The Chief Storyteller
Paul	Korkemaz	Principal	XPRT LLC
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Max	Kryzhanovskiy	Owner	MOS Creative
Yuvraj	Kshirsagar	Manager	Startup
Anil	Kumar	Engineer	Deephouse.io
Sheshank	Kumar	Founder & CEO	ONI Stays
Azamat	Kurbanov	founder	Irisbet LTD
Ashlande	LaBranche	founder	Uniistyles
Jose	Laguna	Partner	Kinetic Capital
Sean	Lam	Vice President	I M Systems Group
Mandy	Lam	CPA	Snyder Cohn
Mark	Landes	Senior Partner	Landes Capital
David	Lavan	Partner	Dinsmore & Shohl LLP
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Paul	Lee	Steward	Autumn Light Capital Partners Inc.
Matthew	Lee	President	KoBE Government Contracting Alliance
Jack	Lee	director	MARKETING INTEGRATION
Esther	Lee	CEO	Refraction
Adam	Levin	CEO	Information Experts
Candice	Lewis	Owner/ The Moon Baby Show	The Moon Baby Show

First	Last	Title	Company
Li	Li	EIR	Quan Capital
William	Liguori	Partner	Leadership Capital Group
Toby	Lin	Cofounder & CTO	Cyber Skyline
Joyce	Liow	Co-Founder	Communal
Stephen	Lipman	Accounting Services Advisor	Beyond Controller Services LLC
Barry	Lipsy	Principal	BNLipsy&Assoc
Stephan	Little	CEO & Managing Partner	Zero Limits Venturess
Wayne	Liu	CEO	Roboworks
Eugene	Liu	CEO	VTRY INC
Cody	Locke	Co-Founder and CIO	Ignite Social Impact
Bob	London	CEO	Chief Listening Officers
Lawrence	London	President	Balextech
Alan	Lowe	Agent	Alexanders Grace
Jet	Lu	Director	Digital DevOps Baltimore City
Sean	Lu	Senior scientist	sirnaomics Inc.
Pam	Lubel	VP, Membership & Strategic	Maryland Tech Council
Philip	Luca	Strategic Partner Executive	AWS
Dennis	Lucey	Vice President	AKIMA
Jackie	Luo	Principal	BAM Advisory LLC
Zhongwen	Luo	Ph.D.	UVA
John	Lynch	Attorney	Wilson Sonsini Goodrich & Rosati
Trevor	Lynn	Marketing	Cvent
tony	Ma	President	Benten Technologies, Inc.
Bei	Ma	Founder and CEO	The Pinea Group
Tai	Mai	Intern	Kluz Ventures
Raj	Malik	Partner	Pixel Perfect Ventures
Mike	Malloy	Program Director	Halcyon Incubator
Patrick	Malone	MD/PhD student, Investment Fellow at MEDA A	Georgetown University, MEDA Angels
Robert	Manasier	CEO	In Focus Brands
Ghazenfer	Mansoor	CEO	Technology Rivers LLC
Aria	Mansuri	Principle	DBStudios Consulting Group
Jason	Mantzouranis	COO	Cachet Mode LLC
Shawn	Marcell	Presiden & CEO	Torus Biosystems, Inc.
Jovan	Marjanovic	Managing Partner	Prowerk Consulting
Donald	Marron	Institute Fellow	Urban Institute
Marcos	Martins	CEO	M11 Consulting
Robert	mazer	founder	Smart City Works
Andrew	McClaine	Chief Technology Officer	Safe Hydrogen, LLC
Karen	McCord	CEO	Sapfonte
Earl	McCoy Jr	Regional Recruitment Coordinator	Webster University
Clare	McLeod	Analyst	Updata
Mark	McMahon	Consultant	Non Profit Village
Don	Megrath	Managing Director	VectorPoint Ventures
Rehaan	Mehar	Creative Director	GADG
Keith	Melvey	VP & BD	GreenTec-USA
Leah	Mendelsohn	CEO	Trustate

First	Last	Title	Company
Brian	Meritt	Partner	RSM US LLP
Jomy	Methipara	lawyer	Dickinson Wright
David	Meyerson	director	Netcapital
Stefan	Midford	President	Capango, Inc.
Greg	Miller	Principal	Hayland Advisors LLC
Scott	Mitchell	CTO	Alexanders Grace
David	Moehring	Partner	Cambium Capital
Bill	Moher	CEO	Complexity
Christian	Montes	Managing Director:Sales	Nobelbiz
Kimberly	Moore	CEO	Go Together, Inc.
Elayne	Morais	President of Global Outreach	Alexanders Grace
Alicia	moran	Manager	Small Business Development
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
David	Morgan	President	STS International, Inc.
Jelece	Morris	Consultant	Kearney
Duncan	Moss	President	DJMoss Associates
Eric	Muccino	Data Scientist	Mindboard
Jan	Mul	Director International Business Investment	Fairfax County Economic Development Authority
Ellen	Mundell	VP Business Development	VentureCount/CohnReznick
Doug	Murphy	founder	Skillcite
Dan	Myers	Partner	42Phi Ventures
Jay	N	founder	MRCP
Charles	Nahabedian	CEO	VideoKall, Inc
Sundi	Natarajan	Cofounder	Sparksoft Corporation
Gautam	Nath	Cofounder	Knackstor Global
Marcia	Nelson	Managing Director	Alberleen Family Office Solutions
Stephanie	Nelson	n/a	
Rob	Ness	GP	Asymmetry Ventures
Doug	Nguyen	founder	Hustlr
Michael	Nguyen	CEO	Meditate AI
Eric	Ni	Business Development Lead	Meditate AI
Wendi	Ni	Scientist	Novartis
Alexandra	Nicoletti	VC	Camber Creek
Michael	O'Brien	Founder & Principal	MOB Advocacy
Ebube	Ofilo	Founder	Habeet Games
Sungeun	Oller	Investment Fellow	T. Rowe Price
Muyiwa	Oni	Founder-Apprentice	aratumi
Paul	Opalack	Managing Director	Noblestar Capital
Elizabeth	Orsinger	SVP	PacWest
Uche	Otue	Partner	Marketing Qubed
Guc	Ozenci	Entrepreneur / Mentor / Advisor / Investor	Peoplise / Prisync / SlashPay / ShopUpStories
Ernesto	Paiz	Venture Partner	MicroVentures
Tian	Pan	CEO	RevArt
Swati	Pandey	Sr. Associate, Strategic Partnership	KiwiTech
Lona	Parad	Social Media Marketing	Thesis Couture
Vince	pastorello	Director, Sales	Accenture

First	Last	Title	Company
Juhi	Patell	Marketing Coordinator	Remote Team Wellness
luca	paterlini	Software developer	Sportable
SHriya	Patnam	Consultant	Accenture
Chris	Peabody	Chief Strategy Officer	Networking For Future (NFF)
Kushtrim	Peci	President	Fonero LLC
Laurie	Pehar Borsh	Owner	Laurie Pehar Borsh PR
Blake	Pennington	Senior Associate	Fusion Fund
Robert	Phillips	Managing Director	ILS3 Ltda.
Brad	Phillips	director	PwC
Mali	Phonpadith	CEO	SOAR Community Network, LLC
Mikke	Pierson	COO	Saltwater Software
April	Pinch-Keeler	President/CEO	MVLE
alyson	pittman	President	Perfect, Inc
Nathan	Poon	CEO	Myntor
Cynthia	Porter	Sr. Sales Account Manager	Lumious
Mary	Potter	director	Healthcare Angels
Sanjay	Prasad	CEO	SurgiQuality
Adrienne	Prentice	Co-founder & CEO	MotherNation
Samuel	Pro	Co-Founder	Prewrite
Rob	Quartel	Executive Chairman	NTELX
Charles	Radey	President and CEO	Space Initiatives Inc
Andrew	Rah	Founder/CEO	Sauce Beauty, LLC
Aditi	Rajagopal	Summer Associate	Transform Capital
Brian	Rassi	Agent	Alexanders Grace
mauricio	ravize	CEO	mds
Gregory	Raymond	CEO	CXOGLOBAL!00
Sylvester	Raymond	CEO	JV Marketing Technologies, LLC
Yaron	Raz	founder	Vizardeo
Joe	Reddix, PMP	President and CEO	The Reddix Group LLC
Allen	Redwing	director	Mtown Films
Andrew	Reiner	Investor	Mungo Inc.
Riley	Repko	Senior Advisor to the Air Force Secretary	U.S. Air Force
Tyler	Riddell	Co-Founder	Something Good Consulting Group
Michael	Riemer	Managing Partner	New Urbana
Alex	Riggs-Miller	CEO	iProdoos, Inc.
Steven	Rinaldi	Owner	Steven D. Rinaldi, P.C.
Matthew	Roach	Strategy and Transformation Consultant	MorganFranklin Consulting
Angelo	Roberts	Owner	Angelo's Assistants of America
David	Rogers	Co-Founder	Prewrite
Anna	Romulus	Co Founder	Brillion Inventions LLC
Jojo	Roque	Cofounder	GoodWallet
Terence	Rose	founder	Open to Trade
Robert	Rosenberg	President	S M C
Parry	Rosenberg	COO	Uniti
Larry	Rosenfeld	CEO	Sage Communications
Todd	Rowley	Market Executive	ODNB

First	Last	Title	Company
Bill	Roy	President	Vault Verify LLC
Connie	Royal	Director, Protocol & Special Events	FCEDA
Paul	Ruppert	President	Global Point View Ltd
Mike	Russell	CEO	Forma Endoscopy
Robert	Ryberg	Managing Partner	Crestview Capital, LLC
Andrey	Ryshkov	Manager	Yalos Innovations company
Rachael	Sacks	Managing Director	HXARTificial Intelligence
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Emily	Sandhaus	Intellectual Property Attorney	Rothwell Figg
Brent	Sapp	Partner	Newport LLC
Bill	Sareen	Senior Advisor	CyberForce LLC
Lili	Sargsyan	Manager of Marketing and BD	Snyder Cohn, PC
Noga	Schechter	President	Rapid Medical Parts
Gerald	Scheinman	Financial Services Professional	New York Life
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Larry	Schlang	CEO	Working Metrics
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
William	Seidler	Area VP - Health & Welfare	Gallagher
Maximus	Seneca	Founder/CEO	EVURO INC
Gina	Seneca	President	Kiki Torches
Antony	Seppi	Advisor	HCDC Business Center
Mario	Shaffer	Principal	H.I.G. Capital
Joe	Shaffer	Problem Solver	
Mario	Shaffer	Principal	HIG Capital
Uday	Shanker	Cofounder	RayEye
Elizabeth	Shea	EVP	REQ
Judith	Sheft	Ex Director	NJCSIT
James	Shelburne	Sr. Product Manager	Alan
Mudita	Shishodia	CEO	COSO
Prach	Shrivastava	COO	Todreamalife, LLC
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Ken	Siegel	Psychologist	The Impact Group, Inc.
Anne	Sigman	Partner	Clark Leadership
Steve	Sills	President	ISCFI
Allison	Silva	director	Empreder Futuro
Gus	Simiao	EIR	DPC
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Anjuli	Singh	Principal	Rezon8capital
Yana	Skuva	CEO	Deflamel
Karen	Smaw	Director	FCEDA
Damon	Smedley	Owner	Simply mine
Katie	Smith	Special Events Coordinator	FCEDA
Stanley	Smith	Investment Manager	University of Maryland
Isaac	Snitkoff	Venture Capital Intern	New York Creates

First	Last	Title	Company
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PAMELA	Sorensen	founder	High Frequency Consulting LLC (+Art)
Monica	Sorenson	Owner	CIGAW
Ryan	Soscia	Founder & CEO	JDoe
George	Sostak	CEO	QBRD Technologies Inc
Marcos	Sousa	Chief Adm Officer	Verde Telecom
Karen	Sparks	Co Founder	North American Organics
Farah	Spencer	Managing Partner	GADG
Ajay	Srivastava	President	eKuber Ventures Inc
Jim	St.Clair	CTO	Dinocrates Group LLC
Joe	Statter	Managing Director	Evergreen Advisors Capital
Ernest	Stern	Partner	Culhane Meadows PLLC
Roland	Storti	Founder & CEO	Minfo Global
Robert	Stratton	Principal	Polymathics, LLC
Neal	Strickberger	General Partner	Independent survey group
Adam	Suri	President	CommunityDNS
Sean	Sutherland	Director of Accounts	Kapowza
Paulina	Szyzdek	Investor	vc
Aksaraphak	T.	Owner	Real estate business
Jason	Tarazi	Director of Business Development	Merito Group
Mahan	Tavakoli	Chief Executive Officer	Strategic Leadership Ventures
Georgia	Taylor	Financial Adviser	FLM
Jenny	Teeters	CEO	Teeters Group
Naomi	Tes	Founder	Pitchit
Roberto	Thiele	CEO	Verde Telecom
Donna	Thomas	CEO	MountainsideClothing LLC
Christopher	Thomas	Owner	Reach High Productions
Michael	Thomas	Retired	Retired
Carolyn	Thompson	CEO	Resale Global
Pauline	Thompson	CEO	Tysons Realty Inc.
Tom	Thomson	Managing Principal	T. Thomson & Associates, LLC
Tracy	Timberlake	CMO	Alexanders Grace
Andrea	Tinianow	Connector in Chief	Connector Street
Suruchi	Tiwari	AVP (Solutions)	Nuage Biztech
Aditya	Tiwari	Co-Founder	QT Robotics
Ilya	Tolchenov	CEO	Vesperus Technology
Cary	Toor	Principal	T-Ventures Corporation
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Michelle	Trofort	Math Resource Teacher	BCPS
Wai	Tsang	Principal	I/E/I
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Carlos	Vassallo	COO	PlanetM.us
Vlad	Voronov	COO	Deflamel
Debbie	Vu	Founder/Co-Director	IronWorx Media

First	Last	Title	Company
Chris	Waddail	Manager, Assurance Services	RSM US LLP
Anthony	Walker	CEO	Stay In Charger
Coco	Walla	CEO	Coco W
Nancy	Wallace	Senior International Technical Advisor	EDC
Paul	Walter	CPA, Senior Tax Associate	Crown & Company, CPAs
Yuan	Wang	Summer Analyst	Evergreen Fund
Victor	Wang	President	Intelagile LLC
Ye	Wang	Global Director	Omnicom
Karen	Wawrzaszek	Partner	Sullivan Bruyette Speros & Blayney LLC
Gwyn	Whittaker	CEO	GreenFare Organic Cafe
Tricia	Wiles	Host	True Influence
Tina	Williams-Koroma	CEO / President	TCecure, LLC
Donna	Wilson	Vice President/Branch Manager	Sandy Spring Bank
Petra	Wise	Program Manager	The Impact Group, Inc.
Miranda	Witzig	Venture Associate	CAV Angels
Griffin	Wong	Fiscal Policy Analyst	Commonwealth of Massachusetts
Henry	Wong	MD	Garage TechVentures
William	Wong	Scout	VTG
Marcie	Wu	CEO	FinanTech LLC
Chunlei	Xia	Sr Quant	Millennium
Zhiyong	Yang	CEO	FZata, Inc.
Johnny	Yang	Mentor	MIT
Andre	Yee	CEO	Triblio
John	Yetman	Co-Founder	Association for Enterprise Growth (AEG)
Lucas	Yi	MBA Candidate	Darden School of Business, UVA
John	Yu	Owner	Office Evolution - Tysons Corner
Hank	Yuan	director	Founder Institute - Washington DC metro area
Juan Ramon	Zarco	Partner	SVVG Partners LLLP
Jenny	Zhang	director	AronsonLLC
Zhiyuan	Zhang	Senior Marketing Director	Transamerica
Wei	Zhang	Postdoc	University of Maryland
Qingbo	Zhang	analyst	cafa
Olivia	Zhong	Student	UVA Darden
Sha	Zhu	CEO	Vermilion LLC
Fred	Zimmerman	founder	AltBrains Workshop LLC
Sara	Zulkosky	Co-Founder & Managing Partner	Recast Capital

THANK YOU TO OUR COACHES



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