

VIRTUAL Spring Forum
March 25, 2020

Big  Idea
CONNECTpreneur

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AGENDA

WEDNESDAY, MARCH 25, 2020

7:45-8:00am VIRTUAL NETWORKING
(via Private Message)

8:00-8:05am WELCOME REMARKS
S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea
CONNECTpreneur Forum

8:05-8:45am FIRESIDE CHAT
TIM HWANG - CEO, FiscalNote
S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea
CONNECTpreneur Forum

8:45-9:30am COMPANY SHOWCASE/
ROCKET PITCH

Companies will be introduced by:

ANTHONY MILLIN - Chair of NEXT, powered by Shulman
Rogers; Venture Partner, Urban.Us

MIKE LABRIOLA - Partner, Wilson Sonsini Goodrich and
Rosati

Alphyn Biologics - NEAL KOLLER

Aperiomics - CRYSTAL ICENHOUR, PhD

Red Carpet Rocks - URVI TEJANI

DiliVer - NEIL KLEINBERG

Micronic Technologies - KAREN SORBER

AmChart - AMAN QUADRI

Efficient Mobile Audit Technology - DUSTIN BANE

Lightsense Technology - TERJE SKOTHEIM

AGENDA, con't

9:30-10:10 am SPECIAL DISCUSSION:

"How to Deal with Fear and Uncertainty in Today's Environment"

DAVID GARDNER - Co-founder and Co-Chairman, The Motley Fool; Co-Founder, Conscious Capitalism Washington, D.C.

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

10:10-10:45am VIRTUAL NETWORKING
(via Private Message)

SPEAKERS



TIM HWANG, FOUNDER & CEO, FISCALNOTE

Tim is currently the Founder and CEO of FiscalNote. The company owns media and news company CQ Roll Call Group, which it acquired from The Economist Group in 2018 and creates a technology platform that combines award-winning journalism along with products and services that provide access to large quantities of data, news, and analysis for all levels of government. The global company with offices across DC, NYC, Baton Rouge, Seoul, India and Brussels is the largest privately held company in the legal analytics and regtech space and powers over 4,000 of the world's largest and most influential corporations, associations, non-profits, and law firms, creating a more open and transparent society through data. With Hwang's technology and capital partners from the likes of Mark Cuban, Jerry Yang, Steve Case, NEA, Renren and others, FiscalNote is revolutionizing access to legislation, regulations, and court cases for organizations around the world.



TIEN WONG, CEO, OPUS8, INC.

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

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

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

SPEAKERS

DAVID GARDNER, CO-FOUNDER AND CO-CHAIRMAN, THE MOTLEY FOOL; CO-FOUNDER, CONSCIOUS CAPITALISM WASHINGTON, D.C.



David Gardner is the Co-Founder and Chief Rule Breaker at The Motley Fool, a financial services company he started in 1993 alongside his brother, Tom. In Shakespeare, the court jester—or Fool—was the one person who had license to speak the truth to the king or queen. In the same way, The Motley Fool has been speaking truth to Wall Street for 26 years, empowering millions of people to take control of their financial lives. The company’s purpose is To Make the World Smarter, Happier, and Richer.

As Chief Rule Breaker, David wears many hats including investor, podcaster, author, and lecturer. David has developed his own style of investing called Rule Breaker Investing which seeks to invest ahead of the crowd in the most innovative companies of our time and continue to hold shares well after the crowd has sold. Millions of people and dollars invest alongside David following his stock recommendations made in the company’s flagship service Motley Fool Stock Advisor where he has bought and held stocks like Amazon and Netflix, each up more than 100 times in value (and counting). In October 2018, David celebrated making his 200th consecutive monthly stock pick for Motley Fool Stock Advisor; those 200 picks returned an average annualized return of 20.7% over those 16+ years, vs. the market’s S&P 500 average of 7.5%.

Part of The Motley Fool’s mission to make the world smarter, happier, and richer involves a focus on improving the world’s workplaces. With its unyielding focus on workplace culture and employee engagement, The Motley Fool in the past five years has twice been named Glassdoor’s #1 Best Medium-Sized Company to Work For in America.

David is a recipient of UNC’s prestigious “Distinguished Young Alumni Award.” He loves games of all kinds, especially board games, having a collection of hundreds of them, which the Gardners have played a lot over the years with their three children. David served on the Individual Investor Advisory Committee of the New York Stock Exchange for 15 years and the Folger Shakespeare Library board for 10 years. He currently serves on the Board of Directors of the Conscious Capitalism Institute, on the advisory board of LifeGuides, and is a member of the Economic Club of Washington and the Leadership Greater Washington Signature Program Class of 2019.

These days you can also find him hard at work with a team creating a mobile game to make the stock market fun and accessible for everyone. If you run into him in person, be sure to ask him about Spiffy-Pops.

Successfully Treated MRSA Drug Resistant Skin Infection & Basal Cell Skin Cancer

COMPANY DESCRIPTION

Alphyn Biologics, LLC (Alphyn) is advancing therapy for skin diseases with its AB-101 patent pending **technology platform biomaterial** that has over 40 bio-active compounds to target & cure diseases. The AB-101 biomaterial provides **multiple ways to attack each disease**, leading the way in **Multi-Targeted Therapeutics**. AB-101 initial products **solve** two of the largest medical challenges to humankind - **infectious skin diseases, including drug resistant infections** (1st product), & **skin cancer** (follow-on).

MANAGEMENT TEAM

Neal Koller – Chairman & CEO

President & CEO, Board of Directors for 6 life science businesses achieving milestones or exit; Sr. Exec. Wyeth Pharma

Steven Pentelink – President

P&G Exec. responsible for \$1B early-stage technology portfolio & global manager of \$750M Beauty Care Products

Gary Pekoe, PhD - Chief Scientific Officer

Director multiple pharma/biotech product development programs (eg Bactroban)
Founded strategic regulatory / clinical company focused on early stage innovations

Jazmyne Mink - Scientific Researcher

Center Director, Allie Wellness Center

SCIENCE ADVISORY BOARD

Prof. Dr. med. Joachim Dreves

Adj Professor, U. Clinic Freiburg, Germany
Director, Unifontis Oncology Clinic, Sickinge, Germany

Jonathan Zenilman, MD

Chief, Div of Infection Diseases, Professor of Medicine
Johns Hopkins

Shekhar Mitra, PhD

Sr VP, Global Innovation, Procter & Gamble (retired)

Dennis P. West, PhD

Vincent W. Foglia Family Research Professor of
Dermatology, Northwestern U.

David Hussong, PhD

Microbiology, FDA CDER (Retired)
CTO, Eagle Analytic Services

Kathrine Laessig, MD

Dpty Div Director, Anti-Infective Products, FDA (Retired)
VP, Therapeutic Strategy, Drug Development, IQVIA™

FUNDING TO DATE

Founders \$ 870K
Seed Round \$ 1 million

FINANCING SOUGHT

2 Tranches: \$2.5 million / \$ 12.5 million

USE OF PROCEEDS

\$ 176,800 Regulatory
\$ 1,398,600 Manufacturing
\$ 88,100 Business Development
\$ 823,900 G&A (IP, acct, legal, personnel, trvl)
\$12,500,000 Phase II clinical trial

PROBLEMS

(1) The CDC considers MRSA one of the biggest threats to human health. There is no approved topical MRSA drug today. The topical drug used as a default treatment for MRSA (Mupirocin) is 30 - 80% ineffective. (2) Basal cell skin cancers are increasing, treatment can be complex, lengthy, painful, scarring.

SOLUTION

Alphyn's topical therapies work! Initial human use has successfully demonstrated:

- Success in humans treating & eliminating MRSA drug resistant skin infections
- Lab testing demonstrates success against multiple MRSA strains & Mupirocin resistant MRSA stains
- Success in humans treating & resolving basal cell skin cancer

AB-101 COMPETITIVE ADVANTAGES

| Skin Infections | Skin Cancer |
|-------------------------------|----------------------|
| Reduced resistance | No pain |
| Reduced combination therapies | No scarring |
| Reduced hospitalization | No disfiguration |
| Reduced side effects | Reduced side effects |

• **Alphyn's AB-101 Technology Platform has Efficacy & Resistance Advantages:**

- **Greater efficacy** because Alphyn products are applied directly to diseased tissue
- **Greater efficacy & reduced resistance** (both bacteria & cancer cells) because AB-101's multiple components & mechanisms provide many pathways to fight infection & cancer

MARKET OPPORTUNITY

Alphyn's 1st product to launch (MRSA-1) targets MRSA drug resistant skin infections, estimated at **\$6 billion** with **6.9 million prescriptions** worldwide based on 3.1 Mupirocin million prescriptions in the US (Top 300 Drugs of 2020, ClinCalc.com).

Alphyn's 2nd product to launch (SkinCancer-1) targets the Skin Cancer Market reported at **\$15 billion** with **25 million patients** worldwide. The first addressable segment is Basal Cell Skin Cancer, estimated at **\$12.3 billion** with **20 million patients** worldwide.

5 MARKET PROTECTIONS

| AB-101 platform has a multi-tiered strategy to protect its product pipeline | |
|---|--|
| • 3 patent applications filed | • Strong patent strategy & pipeline in place |
| • Total 10-year FDA exclusivity: | Additional 5-year FDA Exclusivity with FDA QIDP approval, adding to 5 year normal drug exclusivity |
| • FDA protections from generics | • Supply chain regulatory & contractual lock-up |

COMPETITION

Competitors in the MRSA segment are topical, oral & IV drugs. There is **no approved topical drug to treat MRSA drug resistant skin infections**. **MRSA is becoming resistant to current drugs – FDA agreed need for new topical antibiotic**. Competitors in the Skin Cancer segment are topical drugs, surgery & tissue destruction technologies all of which are **painful & damage skin - Alphyn's product solves**.

REGULATORY PATH & ADVANTAGES

Successful FDA Pre-IND meeting 2/21/2020. Alphyn's products follow an **FDA reviewed accelerated approval path**, advantageous because Alphyn can go directly to the Phase II clinical trial – Alphyn is **50% faster, 50% lower cost to reach regulatory approval**. Alphyn's 1st product, a skin infectious disease drug, is expected to qualify for FDA total 10 year exclusivity (QIDP), fast track & priority review.

MANAGEMENT, REVENUE & LIQUIDITY AND EXIT

Alphyn's management team has multiple successes bringing new life science products through regulatory approvals and exit. Alphyn's revenue, liquidity and exit plan is 3-fold:

- (1) Licenses at end of Phase II clinical trials for investor liquidity at historically highest return
- (2) Sell the proprietary pharma-grade raw material for a continuous revenue stream
- (3) Early exit at end of Phase II clinical trial with turn-key operation

Alphyn multi-product pipeline, raw material asset, regulatory path maximize return, reduce risk.

ACHIEVEMENTS

Alphyn achieved critical business milestones in a short period of time, maximizes proprietary protection, enhancing exit opportunity & value:

- 3 patent applications filed; Effective against multiple drug resistant MRSA strains in-vitro
- Successful initial human use treating MRSA & basal cell skin cancer
- Successful FDA Pre-IND Meeting February 21, 2020 – on accelerated path to FDA approval
- Supply Chain Team established & active; Completed proof of concept topical product formulation

APERIOMICS, INC.

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cicenhour@aperiomics.com
aperiomics.com



Mar 2020

APERIOMICS

MANAGEMENT TEAM:

Crystal R Icenhour, PhD – CEO
Alvin Chen, PhD – CTO
Alex Valencia, PhD – CCO
Elizabeth Pyle, MBA – COO

INDUSTRY:

Pathogen/Microbiome Testing

NUMBER OF EMPLOYEES:

10

YEAR COMPANY FOUNDED:

2013

LEGAL STRUCTURE:

C-Corp, Delaware

LAW FIRMS:

Greenberg Traurig, LLP
Weily Rein LLP

FINANCING TO DATE:

Grants \$1.8M
Series Seed \$512K

FINANCING PLAN:

Series A \$4M (>50% funded)
Exit 2-3 Years

BUSINESS DESCRIPTION: *Aperiomics' mission is to advance healthcare and revolutionize microbial identification to improve human health.*

Aperiomics' *Xplore-Patho™* combines deep metagenomic sequencing and proprietary bioinformatic analysis to identify nearly 40,000 microorganisms in each sample (human, animal, plant). Our cutting-edge technology is delivered as a service and detects every known bacterium, virus, parasite, and fungus.

Aperiomics' platform technology has broad application across diverse markets such as clinical, agriculture, environment, industry, and veterinary. The impact of Aperiomics' technologies is substantial due to our unique approach to microbe detection – instead of blindly probing for a 'needle in a haystack', Aperiomics analyzes the entire 'haystack', harnessing the power of deep metagenomic sequencing and bioinformatics to identify everything in the haystack. *Xplore-Patho™* is transformative, changing microbial identification forever.

VALUE PROPOSITION: Aperiomics helps clinicians identify infections by providing the most scientifically advanced microbial testing available. Existing infection testing is inadequate; ~75% of infections go undiagnosed. Undiagnosed infection costs the US billions each year (undiagnosed fungal infections alone cost ~\$26B). ***Existing tests require knowing what to look for; Aperiomics identifies every known microorganism in each***

sample, even if you don't know what you are looking to find. Deep metagenomic sequencing is the future of infection testing and has already disrupted cancer testing. Data analysis for sequencing is often more expensive than the generation of raw data and is a major bottleneck for clinical adoption. For sequencing to revolutionize microbial identification, data analysis must be robust, simplified, and automated. ***Aperiomics' Xplore-Patho™ does just this, providing a cost-effective method to detect nearly 40,000 microorganisms in every sample.***

COMPANY BACKGROUND: Aperiomics began operations in 2014 to develop and commercialize the most scientifically advanced microbial testing available. Located in Sterling, VA, Aperiomics provides deep metagenomic sequencing and data analysis services to clinical markets for microbial identification. Aperiomics is committed to improving global health through precision infection testing. Aperiomics was named 2016 Healthcare & Life Science Innovator of the Year and was a finalist in 2017 and 2018 by Northern Virginia Chamber of Commerce. Aperiomics was also crowned the 2018 Start-up of the Year by Established. Aperiomics has been featured in The Washington Post, New York Times, and recently on the NBC Today Show (<https://www.youtube.com/watch?v=LxhXcmSUtKw>).

TEAM: Aperiomics' team includes the best minds in genomics and bioinformatics. Drs. Keith Crandall, Eduardo Castro-Nallar, and Evan Johnson are experts in these fields. Dr. Crystal Icenhour joined in 2014 as founding CEO for her ability to develop, commercialize, and translate complex technologies, as well as her ability to build, fund, and successfully exit a company. Dr. Alvin Chen serves as CTO and developed Aperiomics' vision for data analytics, overseeing the technical team. Dr. Alex Valencia serves as Chief Clinical Officer and is responsible for the CLIA laboratory, overseeing clinical services. Elizabeth Pyle, MBA serves as COO, overseeing operations and quality management. Recent hires include sales support, office management, and data analytics. Aperiomics maintains an active Board of Directors and leverages expertise through its Clinical and Scientific advisory boards.

SERVICE: Aperiomics' *Xplore-Patho™* detects over 40,000 microorganisms, including pathogenic bacteria, virus, fungi, and parasites. Using a novel combination of genomics and informatics, Aperiomics produces faster and better results than culture-based methods and is more accurate and comprehensive than other molecular

approaches. ***Aperiomics combines deep metagenomic sequencing with computational power to give faster, highly specific, and more accurate answers – even in cases where the question is unclear.*** Applications for this service are vast and include human diagnostics, animal screening, agriculture testing, pharmaceutical quality control, and environmental testing. Aperiomics is currently focused on clinical applications and is aggressively expanding into the clinical market. Pricing for Aperiomics' service is currently \$750/sample. Existing CPT codes are already being used by patients to obtain at least partial reimbursement for our testing. Medicare credentials and Z-codes have been obtained and we are preparing for meetings with Medicare and private payers later this year.

As our technology evolves and matures, Aperiomics will deliver this technology into larger clinical markets through a SaaS platform for on-site bioinformatic analysis. Aperiomics' computational assets pair well with sequencing instrumentation as a third delivery route into broad research, industrial, and clinical markets.

INTELLECTUAL PROPERTY/SPECIAL KNOW-HOW: With 50+ years of combined experience in molecular and computational technologies, Aperiomics is well-suited to commercialize *Xplore-Patho™*. Technology developed at The George Washington University and Boston University was initially used but has since been 100% reengineered for better performance (thus no technology transfer). A combination of trade secrets, copyrights, encryption, trademarks, and patents (where appropriate) are used to develop a robust intellectual property portfolio. One major differentiation in Aperiomics' platform is its development and implementation under GMP quality standards. All testing is performed in a CLIA environment. CLIA certification is expected by Q2 2020.

MARKET SIZE: Assuming a US population of 350M and assuming over half of the population develops one infection per year. The Total Available Market is 200M infections/year. Aperiomics' Total Addressable Market is estimated at 50M targeted infections/year, including those masking as 'autoimmune' conditions. Capturing 5% yields a Total Market Capture Potential of 2.5M samples/year. Assuming \$750/sample, the **Total Annual Market Capture for infection testing is ~\$2B annually in the US**. International markets provide significant upside.

SALES & MARKETING: With extremely limited resources, Aperiomics has **secured 1,000+ clinicians, helped 1,950+ patients, tested 3,320+ samples, and generated over \$3M in service revenues** in 3 short years. Using first-to-market strategy, Aperiomics has established a leader position in infection testing. The sequencing market is moving fast, necessitating aggressive sales & marketing to ensure market penetration. Due to the specialized and highly technical nature of Aperiomics' services, sales and marketing is handled through direct and commissioned external sales. Peer-reviewed publications, success stories, social media, earned and paid media, inbound marketing, webinars, and trade shows are the primary methods for marketing.

Assuming 1000 active clinicians, 60 samples per clinic/year, and \$750/sample, our **Annual Revenue Potential is \$45M**. In-network status with Medicare and private payers will give Aperiomics a stronger position to market into healthcare systems, in addition to clinical practices. We are currently out-of-network providers with United Healthcare, Cigna, and Blue Cross.

COMPETITION: At present, a few companies provide sequencing-based testing, however most focus on narrow applications for specific diseases (i.e., cancer, neonatal, etc.) or utilize older sequencing technologies that cannot compare to the breadth of Aperiomics' technologies. Additionally, none utilize sophisticated bioinformatics such as *Xplore-Patho™*. Aperiomics' approach is broad and deep, with the detection of 12,000+ known pathogens (nearly 40,000 microorganisms) from each sample.

USE OF FUNDS: A \$4M Series A Round is open now with >50% funded to date. Series A funds will be used to broadly educate stakeholders, complete CLIA/CAP accreditation, engage a Market Access firm, and build insurance billing operations. From these activities, we will obtain insurance coverage and double revenues by mid-2021. **By investing in Aperiomics, you can help improve health outcomes for millions suffering from undiagnosed infection, advance healthcare, and revolutionize microbial identification to improve human health.**



RED CARPET ROCKS

Jewelry for a moment. Memories for a lifetime.

Women Love Jewelry, But It's a Complicated Relationship

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

Our Solution

“Rent It, Rock It, Return It”

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

OUR MISSION

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

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

How does it work?

SELECT

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

RENT

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

RETURN

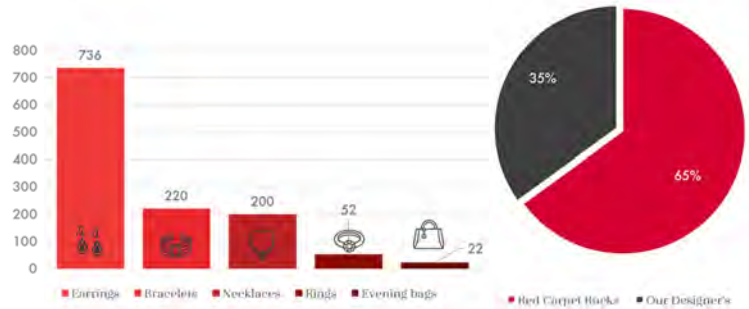
On the final day of your rental, use the prepaid label and drop your jewelry off at any FedEx location.



Our Revenue Model

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

Our Current Inventory



Capital Raise and Use of Funds

\$2M (\$1M = \$1M upon milestone)

10,000
Orders

\$1M
In Revenue

3500
Customers

40% MARKETING

20% INVENTORY

20% TEAM

20% SHOWROOM

Founder: Urvi Tejani

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





Diliver LLC Investor Executive Summary

| Value Proposition | |
|---|---|
| <p>Diliver is an award-winning financial technology (FinTech) mergers and acquisitions (M&A) due diligence solutions company headquartered in Annapolis, MD. We have new metrics-based scorecard tools to assess an enterprise's performance to date and growth potential in the future. These analytics help improve the quality and reduce the risk of M&A transactions for strategic/financial buyers, all stages of sellers, and their intermediaries when forming new combined entities. Our cloud/Software-as-a-Service(SaaS) products, along with complementary consulting services and industry-specific market data also provide additional transaction life-cycle benefits, including a less painful and more accurate due diligence process, and, when connected with other M&A software packages, better deal sourcing, valuations, and post-merger integrations. Diliver's customers either perform M&A financial, legal, or operational (our sweet spot) due diligence services directly or outsource such services from M&A ecosystem providers.</p> | |
| Investor Highlights | Quick Facts |
| <p>Challenge & Opportunity: There are several well-known problems in the secretive and artsy M&A community, which had over \$3T in transactions last year. These include a history of bad combined entity outcomes ("deals gone bad"), which is the big problem we're helping to solve, as well as uncompetitive valuations (especially with early-stage companies), and the blood, pain, and suffering of the flawed due diligence process itself. What we need to solve these problems is a new M&A deal paradigm with a more strategic, outcome-focused mindset and a new industry-specific, data-driven software toolset that extends the capabilities of existing M&A software packages.</p> | <p>Website: www.diliver.com</p> <p>Launched: July 2018</p> |
| <p>Market Positioning: Diliver's mission is to create innovative M&A due diligence software products to help deal teams in select vertical markets optimize the new combined entities they are forming. The IT, healthcare, and financial services industries are currently being served. Our vision is to combine this new software with existing horizontal market FinTech M&A software to create integrated "breadth and depth" solutions within a collaborative M&A ecosystem. The revenue for our new due diligence niche will be generated inside the FinTech M&A (or capital markets) software domain, which has a large (\$6.8B+) and growing (13.70% CAGR) TAM according to PitchBook and IBISWorld. Swimming in that pool are a variety of M&A software packages, including the popular data room repositories, workflow/process automation, and deal sourcing & analysis products. Diliver is trying to create a new product category called "Scored Due Diligence" (SDD). The customers of our M&A due diligence software on the buy side are strategic acquirers (via their CorpDev department and PMI teams) and financial acquirers, such as angel groups, VCs, PEs, and larger IBs. We sell our sell-side version of our software to any growth-stage companies wishing to make themselves attractive to a potential buyer as part of their exit strategy. For indirect channel sales, our prospects include other FinTech M&A software companies. Diliver has no direct competition in the new SDD category, but indirect competitors may include the M&A software vendors themselves ("coopetition") that are competing for the same customer budgets.</p> | <p>Corporate Status: Delaware LLC</p> <p>Headquarters Office: 1783 Forest Drive Suite 323 Annapolis, MD 21401 301-502-0220</p> <p>Industry/Sub-Industry/ Domain/Software Category: Information Technology/ Financial Technology (FinTech)/FinTech M&A (Capital Markets)/ <i>Scored Due Diligence (SDD) ** New **</i></p> |
| <p>Proprietary Inventions: Our IP, a proprietary FinTech M&A Platform, creates a total of 14 integrated classifications (financial, legal, and 12 operational) from which to measure enterprise-wide performance and growth potential. A provisional patent is pending.</p> | <p>Law Firm: Greenberg Traurig</p> |
| <p>Solution Description: Diliver's new cloud/Software-as-a-Service (SaaS)-based due diligence software product line (MAST) is packaged into 3 distinct applications (buy-side, sell-side, and unification). During a transaction, the applications generate our Enterprise Performance and Growth (EP&G) Scorecard, which includes the 14 classifications at the Tier 1 aggregated level.</p> | <p>Bank: Capital One Business</p> |
| <p>Leadership Team: Founder & CEO had an exit in 2007 with another FinTech software company in the wealth management domain and sold to Sage as part of a strategic acquisition. The other CXOs and advisory board members are all ready on Day 1.</p> | <p>Executives: Neil Kleinberg (Founder & CEO) Mike Montera (CFO) Shaun Hanrahan (COO) Lowell Kasden (CBO) Stephanie Basil (CAO) Outsource CIO (Orion) Outsource CTO (KiwiTech)</p> |
| <p>Traction: Diliver has 40 clients—buy-side/sell-side and strategic/financial transactions. Many of our trusted business partners (20 total) are world-class enterprises with global reach.</p> | |
| <p>Business Model: Our business model has a \$73.5K/client/year ASP and is based on 3 revenue streams—recurring SaaS subscriptions, consulting services (to optimize the client's growth stage and domain), and deal flow and combined entity outcome analytics (unique to Diliver).</p> | |
| <p>Financials: We are raising our second seed round for \$1M to build out our infrastructure and launch marketing/sales initiatives. We anticipate a \$2M equity round next year to rapidly scale select verticals. Diliver's financial projections call for us to become a highly-profitable company over a 5-year period, with \$165M revenue/\$80M EBITDA by way of 2,250 clients and 176 FTEs.</p> | |
| <p>Exit Strategy: Diliver has identified 5 options for getting acquired beginning in Year 3/Break Even.</p> | |

Micronic Technologies, Inc.
14570 Industrial Park Road, Suite F
Bristol, VA 24202 / Phone: 276-285-8970
Email: ksorber@micronictechnologies.com
Web Address: www.micronictechnologies.com



Management:

CEO: Karen Sorber
CTO: Kelly Rock

Industry: Wastewater Treatment

Number of Employees: 3 FT/2 PT

Year Company Founded: 2008

Legal Structure: C-Corp

Law Firm: Pillsbury Law

Financing to Date:

Personal Funds: \$ 709,000

Capital to Date: (12.31.19)

Equity: \$ 809,315

Convertible Notes: \$ 1,811,002

Loans \$ 171,123

Grants: \$ 3,549,980

\$ 6,341,420

Financing Plan

Seed Financing:

Round Size: \$1M

Round Timing: 1Q 2020

Virginia Grant \$400K

USDA Grant \$100K

Series Seed Preferred Stock Terms

\$3.4 Pre-Money ~ \$4.4M Post-Money

\$1M Raise ~ \$1.93 share price

\$200K Closed

Business Description:

Micronic Technologies, a certified women-owned small business, is in the pre-production stage of commercializing a patented wastewater concentration technology, MicroEVAP™. The Micronic patented MicroEVAP™ technology separates contaminants from water in a single step. MicroEVAP™ third party testing has validated removal of total dissolved solids, total suspended solids, bacteria, metals, pharmaceuticals, and nanowaste. It removes most contaminants by >99% for compliance; reduces wastewater volume by >95% for reuse; and concentrates waste to <5% for resource recovery; and is projected to cost 70% less than competitive technologies.

Value Proposition:

MicroEVAP™'s value proposition lies predominately with the projected 70% cost reduction compared to traditional evaporators for achieving zero liquid discharge for treatment of industrial wastewater. Clean water recovery enables reuse of valuable water resources and reduces the negative impact on the environment. Highly concentrated residuals can be mined for valuable resources such as gold, silver, rare earths, nano materials, and phosphorus. Once mined, disposal costs of remaining minimal solids will be significantly reduced. Operating expenses are low because the system uses no chemicals; does not foul or produce scale; enables greater compliance to discharge permits; and has a smaller footprint with a modular design.

Company Background: The Company's dynamic history includes:

securing start-up capital, ten issued patents, facility development, developing two proof-of-concept lab prototypes, third-party independent lab testing, industrial pilot development and testing; securing its first customer; creating a partnership with Virginia Tech;

securing grants from the USDA, U.S. Navy, and Commonwealth of Virginia. Lab prototypes led to further investment and development grants. The MicroEVAP™ industrial pilot launched in 2017 for field trials. Micronic has competed successfully in or completed the Kaufman FastTrac, Cleantech Open (Regional winner), PipelineH2O, USDA Larta Commercialization Program, GENEDGE Edge Assessment (MIT evaluation), Ocean Exchange (Semi-Finalist), GE- Statoil Innovation Challenge (chosen 1 of 4 winners of 100 applicants from 123 countries).

Management: Karen D. Sorber, CEO, Co-Founder, Full Time. A seasoned professional with over 35-years of experience in building and leading federal and private organizations, including 25-years of leading studies and assessments in policy, management and technical aspects of federal acquisition. Since Micronic's inception, Karen has directed Micronic Technologies research and development program and attracted capital to that end. She secures myriad advisors, directors, and consultants to support corporate activities; makes all strategic decisions; manages company operations; manages Board activities; develops critical strategic relationships; and ensures financial accountability and transparency of company operations. Kelly P. Rock, CTO, Full Time, Co-Founder, Inventor of Record. Named inventor to 30 patents in automotive, medical, and water technologies. Leads Micronic engineering development efforts; with over 35-years in research, development, and prototyping. Don Jordan, PhD in Aerospace Engineering with twenty years of conducting research and teaching at UVA, leads Micronic's engineering modeling and energy efficiency development. Steve Meltzer, a nationally recognized attorney, and Lynda Messick, a nationally recognized banker are both investors and external board members. Several PhDs and senior executives serve as advisors and consultants.

Products/Services: MicroEVAP™ is a closed loop mechanical system using a turbulent flow creating micro-droplets of water, a small amount of which carries out solids, allowing for extremely efficient evaporation and re-capture of clean water through condensation. The turbulent flow is a tornadic action, induced by a geometrically unique shaped pod, that inhibits scale production. This vortex induces evaporation at low temperature and low pressure separating contaminants from water in a single step without filters, chemicals, or membranes. Trials of the industrial pilot reduced total dissolved solids 99.97% and demonstrated volume reduction between 90.6% and 96.6%, critical to the ZLD market. The system is ready for pre-production engineering and contract manufacturing in the next year.

February 2020

Intellectual Property/Special Know-How: USPTO has issued Micronic six patents (No. 8,273,165; 9,039,819; 9,044,692; 9,546,099; 10,137,384 B2; 10,507,402); Mexico two patents (No. 339110, 009324), and Israel two (No. No. 233923 and No. 250366). The patents center on the vortex nature of the technology and have achieved broad claims. All patents invented by CTO, Kelly P. Rock, while employed by Micronic Technologies, are assigned to the Company. Micronic plans to engage Pillsbury Law to conduct a freedom to operate analysis, including appropriate patent searches, risk analysis, and non-infringement opinions as necessary.

Markets: Micronic initially targeted the water purification market until it learned from extensive testing and an external robust market study that concentrating high total dissolved solids (TDS) wastewater effluent for zero liquid discharge is a more viable market. High TDS (>70K ppm) wastewater requiring evaporation and crystallization to reach ZLD, is Micronic’s sweet spot. The ZLD approach is being embraced as the water market moves to a more sustainable future; driven mainly by environmental, economic, and regulatory pressures. Market sectors that are focused on ZLD include food and beverage, chemical, power, steel, textile, and pharma; in total growing at 8.3% and approaching \$8.1 billion annually by 2025 (marketsandmarkets.com). Micronic’s initial early adopter is Grande Cheese who is looking to enable ZLD and 100% produced water reuse from their cheese manufacturing processes. They have tested water streams from cheese plant processing using MicroEVAP™ with favorable results; conducted a competitive analysis showing 70% favorable pricing; invested in Micronic’s nonrecurring engineering program; and committed to purchasing a pilot unit for in-plant test and evaluation after EPA tests it under a CRADA. Micronic has targeted 95 cheese manufacturing plants across the country and the country of Spain has solicited their cheese industry for collaborating on funded projects. Additionally, landfill leachate is emerging as a serious nationwide problem needing our solution and we have engaged APEX Water Solutions to penetrate that market.

Sales and Marketing: ZLD technologies generally enter the market one of two ways; water product companies seek to integrate new technologies into product treatment trains offered to end user customers, or engineering firms evaluate new technologies and design them into client solutions. Micronic works with such partners to validate customer requirements, confirm business case analysis, and license/sell MicroEVAP™ to the partner customers. Projections include ongoing revenue for remote data monitoring, artificial intelligence (AI) upgrades based on system optimization for water quality and machine performance, and maintenance and service contracts.

Competition: Competitive technologies are evaporator systems using a laminar fluid flow and boiling off liquid from the surface; causing corrosion and scaling that requires chemical dosing. These systems have very expensive capital cost for anti-corrosive and heat resistant materials. MicroEVAP™ uses a highly dynamic turbulent flow to evaporate water, eliminating the scaling that occurs in laminar flow systems. To achieve ZLD, competitive systems not only require an evaporator but also a crystallizer, that is very energy intensive. MicroEVAP™ replaces both systems and achieves ZLD. If a plant does not treat their wastewater onsite, the likely alternative is trucking high TDS wastewater to centralized wastewater facilities with costs ranging \$.10 up to \$5.00/gallon for hazardous wastewater. MicroEVAP™ cleans nearly 100% of the influent for reuse at \$.07 gallon. An independent assessment of competitive evaporator quotes found that the CAPEX of MicroEVAP™ is over 80% less and OPEX is over 60% less.

Financial Projections: Since Micronic’s inception, it has raised \$809,315 in equity investment, \$171,123 in loans, \$1,811,002 in convertible debt and \$3,549,980 in grants from the Department of the Navy, the US Department of Agriculture, and Virginia’s Regional Revitalization Commission. Micronic has otherwise bootstrapped the Company without the benefit of institutional investment. Now, having achieved major technical milestones and secured a contract for \$25K for engineering and a planned pilot sale in 2020, the company is well positioned for a series seed investment. The company is now offering a \$1M Series Seed Preferred Equity Investment, having secured \$200K of it thus far. Pilot sales to the cheese industry are planned in 2020 for the 1500 GPD unit and thereafter for a larger scale 10,000 GPD.

Use of Funds: Raising this round along with Virginia and USDA funds will solidify the design and fabrication of two 1500 GPD pre-production units; one for placement into EPA’s test and evaluation facility in Cincinnati and the other for Grande Cheese, our first customer who has committed to a sale after initial EPA testing is completed. Additional strategic partners are planned, as well as initial sales.

U.S. Sales Revenue

| | 2020 | 2021 | 2022 | 2023 | 2024 | 2025 | Total |
|-------------|-----------|-----------|-------------|--------------|--------------|--------------|--------------|
| Total Sales | \$345,000 | \$690,000 | \$9,173,446 | \$10,110,918 | \$13,146,462 | \$17,161,693 | \$50,627,518 |
| Total COG | \$241,500 | \$483,000 | \$6,421,412 | \$7,077,642 | \$9,202,523 | \$12,013,185 | \$35,439,263 |
| EBITA | \$103,500 | \$207,000 | \$2,752,034 | \$3,033,275 | \$3,943,939 | \$5,148,508 | \$15,188,255 |
| Percent | 30% | 30% | 30% | 30% | 30% | 30% | |

AmChart™ Headquartered in Austin, TX with offices in Houston and Mumbai, India

Sector

Healthcare Data Analytics,
Digital Health

Geography

India, US

Target market

\$53B Global Health Data Analytics
subset under-represented
phenotypes

Stage

Revenues/early growth

Corporate Structure

Delaware C Corp, subsidiary of
AMSYS, a private technology
service company and incubator in
Houston, TX

Authorized Shares

35MM common; 20MM preferred
12% option pool

Issued Shares

25MM common

Investment Offering

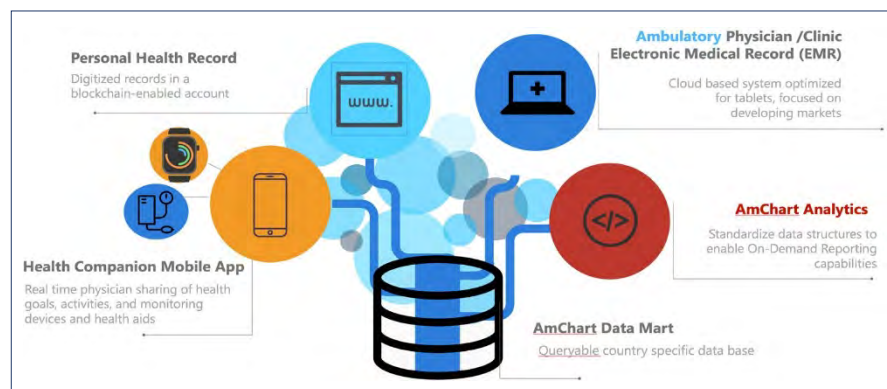
Series A preferred equity, traditional
or digital shares

Projected Investor Return

~56%IRR based on 7x return
(revenue multiple) by sale or
public offering at minimum 4x
sales multiple

AmChart™ has developed a portable data analytics platform for data aggregation and care coordination for chronic diseases.

- ✦ HIPAA compliant, patient consent driven, blockchain based ecosystem
- ✦ Accurately collects and transforms source data from individuals or large central data repositories without infrastructure barriers
- ✦ Provides analytics and tools that provide immediate clinical efficiency
- ✦ Aggregates scarce global data for pharma industry licensing
- ✦ Developed by a top team of engineers, data scientists, and emerging tech developers



Company launched its platform in September 2019. To date, it has onboarded longitudinal records from 8 million lives in India via 40 health systems and clinical groups across multiple disease states. It has partnered with a large Health Information Exchange (HIE) in Texas and has aggregated 7 million US lives onto the platform. In partnership with the HIE, the company launched its first analytics- as-a -service product, a “skinny” Continuity of Care Document(CCD) targeted to that organization’s cardiologists. This report condensed a 1250 page patient history to a 7 page document which includes medications, encounters, and labs in a longitudinal format designed by each provider. It has launched RX Connexx, which provides real time medication data-as-a-service. This platform allows practitioners to get complete medication lists for 93% of the covered US population from anywhere the prescription is filled.

Amchart generated \$1 million in revenues in 2019, including revenues from its integrated clinic in Mumbai. Company has \$3.4 M in pipeline projects for its data analytics tools and approximately \$5M of de-identified data available for resale. More than 30 institutions are in discussions to leverage the RX Connexx platform. It is launching new COVID strategies for vulnerable Medicare populations with a focus on medication refill, adherence, and education to keep these populations at home, but also to maintain their current regimens. Company is also in discussions with pharma groups interested to license chest x-rays throughout India to identify COVID cases using AI and lab testing results

CEO: Aman, PT, DPT, Cert. MDT, began his career in hardware technology in the 90’s, eventually selling his small company and transitioning to healthcare where he earned his Masters and Doctor of Physical Therapy. Once in practice, he realized the many issues surrounding antiquated health care technology, decreased patient engagement, and lack of data to make informed decisions. In 2017, he founded AmChart™. Contact info: Aquadri@amsysis.com; (512)-577-5800.



Efficient Mobile Audit Technology

Contact Information

EMAT LLC
5202 Presidents Ct
Suite 320
Frederick, MD 21703

Year Founded – 2014

Entity Type - Maryland LLC

Industry

Energy audit software & services

Management Team

Ken Malnar – CEO
Dustin Bane – COO

Company Resources

Two energy engineers
Two programmers
IT / Infrastructure support

Professionals

Davis Associates CPAs
Miles & Stockbridge PC
Maryland Tech Council

External Capital Invested

All development and activities from 2015-2017 self-funded from partner company's profits and loans. Acquired one investor (\$500k) in 2017

Financing Sought

\$500k - \$1M
(conv. note)

Use of Funds

EMAT will utilize funding to rapidly accelerate sales and marketing activities and development of remaining EMAT product line.

Business Description

EMAT is an energy auditing software company. EMAT sells mobile-to-cloud software technology that saves businesses and organizations time and money by streamlining the energy auditing process. Companies using EMAT significantly decrease costs for energy audits, yielding increased profits and cash flow.

Opportunity / Market

There are over 40,000 certified energy professionals, all of which are potential EMAT users. This market is growing rapidly as climate change is resulting in progressively increasing regulations at all levels of government. The global market for energy retrofits in commercial buildings, which require energy audits, is expected to reach \$100B by 2025. EMAT's goal is to become the de facto standard for energy auditing.

Solution / Product

Currently, most auditors utilize pen and pad for performing energy audits. EMAT sells software that reduces the cost of performing an audit by up to 70% and greatly improves the efficiency, quality, and consistency of an organization's energy audits.

Company Background

EMAT 1.0 was developed for internal use by our own energy auditors. After receiving an overwhelmingly positive response at trade shows, EMAT 1.0 was further developed for licensing to other companies, and the first SaaS version was deployed in 2016. Based on current success and lessons learned, a second-generation suite of EMAT products is being developed to meet the needs of the energy auditing market. The first product of the new suite – EMAT Field Auditor – was released in January 2019.

Management

Ken Malnar is the founder, Managing Member and CEO of EMAT. He previously founded 270net Technologies, an Internet technology company with over \$1.5M in revenue. Dustin Bane is EMAT's COO and manages day-to-day operation of EMAT. Dustin has a degree and background in Business Finance and is a Certified Energy Manager with 10 years' experience in the energy auditing field as a Project and Program Manager.

Business Model

EMAT's primary source of revenue will be SaaS licensing. Energy audit services will also be provided due to the significant competitive advantage it provides.

Traction

With minimal marketing, EMAT has generated increasing year-to-year revenue and established brand recognition in the energy industry. In 2019, EMAT generated its first profit and nearly doubled its 2018 revenue of \$243k.

Forecast

| | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|------------|--------|--------|--------|--------|---------|---------|
| Revenue | \$420k | \$1.0M | \$3.5M | \$6.2M | \$10.2M | \$17.7M |
| Costs | \$400k | \$1.0M | \$1.2M | \$1.5M | \$2.0M | \$2.2M |
| Net Profit | \$20k | \$0 | \$2.3M | \$4.7M | \$8.2M | \$15.5M |



Lightsense Technology, Inc.
 Terje Skotheim, CEO/Founder tskotheim@lightsensetechnology.com
 7080 N Cathedral Rock Pl, Tucson, AZ 85718

Phone: 1-888-736-7349

Email: info@lightsensetechnology.com

Web Address: www.lightsensetechnology.com

Management:

Terje Skotheim, CEO/Founder
 Bruce Berkoff, CMO/VP Sales/Mktg.
 Wade Poteet, VP Technology
 Gordon Davidson, Gov't Business

Industry: Scientific Devices, Public Health, Medical Diagnostics

Number of Employees: 10

Bank: Wells Fargo

Auditor: CliftonLarsonAllen

Law Firm: Hecker Pew LLC

Amount of Financing Sought:
 \$2-\$4million equity

Current Investors:(~\$700K)
 Private investors, venture fund

Use of Funds: Product development, marketing/sales, R&D

Value Proposition: We use light to identify substances, in particular biological substances such as viruses and bacteria, making the analysis much faster and less expensive than traditional wet chemistry techniques. By putting multiple spectroscopic techniques in small, handheld devices we can create the world's first real-time detection system for airports, hospitals, etc.

Company Background: Lightsense has developed a path-breaking technology for miniaturized spectrometers making it a leader in high-performance handheld, lightweight and low-cost instruments that analyzes materials and molecules using light from the ultraviolet to the infrared, producing a detailed analysis ("optical fingerprint") of the composition of the object of interest.

Management: Lightsense has assembled a seasoned management team with decades of experience in all critical areas of its business, with backgrounds from multiple startups as well as multi-national technology companies. It is lead by Terje Skotheim, Ph.D. CEO, a world-renowned scientist and serial entrepreneur; Bruce Berkoff, CMO, formerly of Applied Materials and LG Displays; Wade Poteet, Ph.D., CTO, a world-renowned designer of optical instruments.

Products/Services: Our first products are handheld instruments for detection of illicit drugs, the first being methamphetamine. The technology platform will expand to a multi-channel instrument incorporating Artificial Intelligence that has a wide range of applications. Lightsense is focused on public health, including detection of viral and bacterial pathogens, both on foodstuffs as well as detection of viral pathogens such as the coronavirus.

Technologies/Special Know-how: Spectrometers use radiation (light) of different wavelengths (colors) to analyze materials for their composition. They are well known as large and expensive tabletop instruments in academic and commercial laboratories, requiring trained technicians to operate. Lightsense has developed a technology platform involving unique microsystems ("sensors and systems on a chip") that allows the miniaturization of spectrometers to rugged handheld instruments and moves the highly sophisticated analytical function to the field. Lightsense has patent protection on all aspects of its technology platform.

Market: We focus on public health issues and spectrometer-based solutions. Our first available product will detect illicit drugs to help in the opioid addiction product facing our nation. USA is spending over \$50B a year to fight drugs and about \$500m on handheld spectrometer devices. By broadening into virus/pathogen detection we help open up the many trillion \$ healthcare and virus fighting markets, with a better and less expensive tool.

Distribution Channels: We will partner with companies that play a role selling into various governmental agencies at Federal and state levels as well as sell directly ourselves.

Competition: Many companies have developed wet chemistry (DNA & antibody analysis) on virus detection. We are the first to develop spectroscopic (light) techniques. Other handheld drug detectors exist but with many more false positives, lower sensitivities and much higher cost.

| In \$000's | 2020 | 2021 | 2022 | 2023 | 2024 | 2024 |
|--------------------------------|-------|-------|-------|--------|--------|--------|
| Revenue | 473 | 2,609 | 7,765 | 14,788 | 29,155 | 74,433 |
| Expenditure (incl. COGS @ 20%) | 877 | 2,523 | 4,425 | 7,752 | 14,062 | 30,592 |
| Profit (Loss) = EBITDA | (404) | 86 | 3,341 | 7,073 | 15,093 | 43,841 |



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.



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.



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



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.



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>



FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.

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

PARTNERS



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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



HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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

KEIRETSU



FORUM

KEIRETSU FORUM

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

STARTUP GRIND-COLUMBIA, MD

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

INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



PARTNERS

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.

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 |
| Tim | Hwang | Founder & CEO | FiscalNote |
| David | Gardner | Co-Founder & Chief Rule Breaker | The Motley Fool |
| Tien | Wong | Chairman & CEO | Opus8, Inc. |

| PRESENTERS | | | |
|--|---------------|-----------------------------|---|
| First | Last | Title | Company |
| Alphyn Biologics, LLC | | | |
| Neal | Koller | Chairman & CEO | Alphyn Biologics, LLC |
| Aperiomics, Inc. | | | |
| Crystal | Icenhour, PhD | CEO & Co-Founder | Aperiomics, Inc. |
| Red Carpet Rocks | | | |
| Urvi | Tejani | Founder & Creative Director | Red Carpet Rocks |
| DiliVer LLC | | | |
| Neil | Kleinberg | Founder & CEO | DiliVer LLC |
| Micronic Technologies, Inc. | | | |
| Karen | Sorber | Chairman & CEO | Micronic Technologies, Inc. |
| AmChart | | | |
| Aman | Quadri | CEO | AmChart |
| EMAT: Efficient Mobile Audit Technology | | | |
| Dustin | Bane, CEM | COO | EMAT: Efficient Mobile Audit Technology |
| Lightsense Technology, Inc. | | | |
| Terje | Skotheim | Founder & CEO | Lightsense Technology, Inc. |

| ATTENDEES | | | |
|-------------|--------------|-----------------------------------|---|
| First | Last | Title | Company |
| Ryan | Adams | Digital Marketing Account Manager | The Mather Group |
| Eric | Adler | General Partner | Adler Assoviates LP |
| Paul | Adler | Principal | Paul Adler LLC |
| Sean | Adler | CEO | GZI |
| Kanupriya | Agarwal | Founder & CEO | drbot.health |
| Anuj | Agrawal | Chief Marketing Officer | Earth Networks |
| Charles | Ahearn | Attorney | Law Office of Dennis Ahearn |
| Sameer | Ahirrao | CEO | Ardent Privacy |
| Omar | Alami | MBA Candidate | Georgetown University |
| Seema | Alexander | CEO | Disruptive.CEO |
| Serene | Almomen | CEO | Senseware |
| David | Almonte | Manager | Amica |
| Dan | Altmire | Principal | Champion Human Capital, LLC |
| Doug | Anderson | President | DCA Live |
| Walt | Anderson | Director | AVEALTO Ltd |
| Sanketh | Andhavarapu | Founder & Chariman | STEPS |
| Christopher | Antonopoulos | CEO | Measured Results |
| Glenn | Archer | Executive Director | NFCA |
| Emily | Arden | Student | Georgetown University |
| Antonio | Arnett | Georgetown Pivot Program | Georgetown University |
| Anita | Arora | President | The Cornell Group, Inc. |
| Wa'il | Ashshowwaf | CEO | Unstuck Labs |
| Darrin | Auito | Partner | HEA Law |
| Larry | Austin | Director | NOVA Heat Batteries, LLC w/ Perryman Technologies |
| Stephen | Auvil | EVP Operations & Programs | Maryland TEDCO |
| Justin | Ayars | Founder & CEO | Equality Rewards |
| James | Bahr | CBRE | CBRE |
| David | Bain | VP | TIA |
| Pradeep | Bakshi | Entrepreneur | Spider LLC |

ATTENDEES

| First | Last | Title | Company |
|--------------|----------------|----------------------------------|---|
| Mark | Baldino | CEO | Firebot Suppression |
| Spiros | Balntas | Director of Economic Development | Montgomery County Economic Development Corp |
| Melchior | Baltazar | Senior Vice President | Emss3 |
| Craig | Bandes | CEO | Pixelligent |
| Jeffrey | Banks | Principal | The K.I.N.G.S. Bureau |
| Laura | Baracaldo | Consultant | Self-employed |
| Afzal | Bari | COO | National Journal |
| Noel | Barnard | CEO & Founder | CXO Connections |
| Brian | Barnett | President | The Barnett Company, Inc. |
| Mark | Bass | Associate | Wilson Sonsini Goodrich & Rosati |
| Debbie | Bates-Schrott | CEO | Beyond Definition |
| Richard | Baum | Managing Partner | Consumer Growth Partners |
| Jay | Beam | Managing Director | Adasel Global Partners LLC |
| Kevin | Beard | Vice President | Comerica Bank |
| Taher | Behbehani | General Manager | Samsung Electronics America |
| Laura | Beldin | Private Client Advisor | Bank of America |
| Greg | Bell | Finance Consultant | Ryan and Wetmore |
| Vincent | BenAvram | Founder | Office(ish) |
| Lily | Bengfort | President | UAS Safeflight |
| Ricky | Benitez | CEO | EDiFY |
| Chris | Bennett | Founder | Technology-Innovation-Law, LLC |
| Kathleen | Benson | CEO | ORI |
| Sylvanus | Bent | CEO | Bent Systems |
| B | Berkoff | Chairman | BA LLC |
| James | Bernstein, MD | CEO | ENIWARE |
| Wagish | Bhartiya | VP | REI Systems |
| Amy | Bielski | CEO | Ripple Effect |
| William | Billingsley | Co-Founder | ApTap |
| Charlie | Birney | Owner & Manager Podcast Village | Podcast Village |
| Joe | Bishop | CPA | Snyder Cohn |
| Brian | Block | President | Brian Block Consulting |
| Marla | Blow | SVP, North America Social Impact | MasterCard Center for Inclusive Growth |
| Gore | Bolton | CEO | Land Intelligence, Inc. |
| Nick | Bonaventure | Technology | Aronson |
| Mark | Bond | CEO | Backstreet Ventures |
| Christine | Boomer | Sr. Marketing Manager | AccelerED |
| Tim | Boucher | Founder & President | B Squared Inc |
| Cathy | Bradley | CEO | CB Enterprises |
| Mary | Brady | Executive Director | The Economic Club of Washington, D.C. |
| David | Braut | Managing director | Kroleo |
| Lee | Brindel | Co-Founder | NeonSign |
| Kris | Brinker | Co-Founder | Ocean 5 Strategies |
| Steve | Britt | Partner, Cyber & Privacy | Berenzweiglaw Leonard LLP |
| Jim | Broskow | Strategic Partnerships Manager | Johns Hopkins Applied Physics Laboratory |
| Avery | Brown | CGO | Drone Airspace Management (DAM) |
| John Preston | Brown | CEO | Blankit |
| Katie | Brown | Member Services Coordinator | MD Tech Council VMS |
| Stefano | Brugnerotto | Founder & CEO | Save Pharmaceutical |
| Britt | Bryant | Director Operations | Citron |
| Barbara | Buchanan | Founder & CEO | Mediavax Inc |
| Mark | Bulkeley | Managing Director | DC Investment Partners |
| Shelia | Burgess | CEO | Intufo |
| Stephanie | Burns | | |
| Bart | Butler | Managing Partner | Baltimore Urban Renewal LLC |
| Malayna | Butler | Assistant | The Motley Fool |
| Tonia | Butler | Administrative Assistant | WFG |
| Kathie | Callahan Brady | CEO | Frederick Innovative Technology Center |
| Lisa | Carmichael | Director of Business Development | Gross, Mendelsohn & Associates |
| Gary | Carr | CEO | Givio |
| Sue | Carr | President | carrtechllc.com |
| Stephen | Carter | COO | TRAXyL |
| Todd | Carter | Owner | Tailored Living |
| John | Casey | Founder | Sushi Software LLC |

ATTENDEES

| First | Last | Title | Company |
|--------------|--------------------|---|--|
| John | Casey | Managing Director | Venture Mentors LLC |
| Alex | Castelli | Partner | CohnReznick LLP |
| Javier | Castro | Founder & CEO | Gravatate |
| Robert | Cerbone | Principal | Cerbone & Co, LLC |
| Katie | Chang | Vice President | Benten Technologies, Inc. |
| Don | Charlton | Partner | Argosy Capital |
| Rene | Chaze | Partner | Tiny Orange Capital |
| Sumin | Chen | Associate | Opus8 |
| Sumanth | Chepuri | President | GDS |
| Mike | Chesser | Investor | Early Light Ventures |
| David | Christopher | Corporate Advisory/Outsourced CFO | Evergreen Advisors, LLC |
| Luke | Chung | President | FMS, Inc. |
| Wes | Clarke | President | Clarke Ventures |
| Dan | Coffing | President | Cloudentity |
| Andrew | Cohen | Principal | AGC Coaching and Advisory |
| Fred | Cohen | Member | Angel to Exit |
| Ronnie | Coleman | Founder | Meaningful Gigs |
| Chris | College | Investor | Dingman Center Angels |
| Betsy O'Neil | Collie | Owner | SpringWood Ventures LLC |
| Bill | Collins | Chairman and CEO | The Collins Companies, LLC |
| Robert | Colorina | Director | AIAC Group |
| Gelu | Comanescu | CEO | World Registry of New Ideas |
| Helen | Conaghan Renninger | Co-Founder & COO | Dobby |
| Andrew | Conklin | Founder | Conkuer.Com |
| Susan | Coots | Financial Services Professional | New York Life Insurance Company |
| Tanya | Copelyn | Marketing Director | Entoro |
| Angela | Corrieri | President | Startup Partners Inc. |
| Demian | Costa | Partner | Sagamore Ventures |
| Judy | Costello | Managing Director, Economic Development | BioHealth Innovation, Inc. |
| Scott | Cotter | Managing Committee | MD Tech Council VMS |
| Rachel | Covas | Assurance Supervisor | RSM US LLP |
| John | Covell | Consultant | EY |
| Jim | Creighton | NA | NA |
| Jess | Croughan | Student | Johns Hopkins Carey Business School |
| Jessica | Crytzer | CRO | HyperQube |
| Eva | Csaky | ED | SMU |
| Bobby | Cunningham | Associate | Van Heuvelen Strategies |
| Daniel | Cunningham | CEO | Leonardo247, LLC |
| Mike | Curry | Owner | Paratusec |
| Devon | Cury | Director of Advanced Planning | First Financial Group |
| Larry | Cynkin | Consulting CTO | GreenBar |
| Erin | Daga | Investment Analyst | Veteran Entrepreneurs Investment Program |
| Carmine | D'Aloisio | Founder | Global Business Diplomacy LLC |
| George | Dang | CEO | US-Asia Links LLC |
| Jackie | Dant | Sr. Vice President Operations | Junior Achievement |
| Brian | Darmody | CEO | Association of University Research Parks |
| JD | Daus | Managing Director | Property Improvement Capital LLC |
| Gordon | Davidson | Director | Lightsense Technology |
| Alex | Davis | North America Sales Manager | Visthar LLC |
| Neil | Davis | Consultant | Consultant |
| Stephen | Day | CEO | Day Capital Partners |
| Tahmina | Day | COO | Day Capital Partners |
| Cynthia | de Lorenzi | Chairman | Success in the City |
| Hank | Dearden | Principal | Group 3D |
| Holly | DeArmond | Managing Director | Dingman Center for Entrepreneurship |
| Dennis | Defensor | President | Defensor Dynamics |
| Margot | DeFrance | Managing Director | Entoro Capital |
| Jaap | Dekkinga | Ceo | Tuneurl |
| Mark | Del Bianco | Principal | Law Office of Mark C Del Bianco |
| Nancy | Delain | Patent Attorney | Delain Law Office, PLLC |
| Andres | Delgado | CEO | Flare |
| Vince | Deng | Scientist | GMI |
| Taylor | Devine | Founder & Managing Partner | The CDI Grop |

ATTENDEES

| First | Last | Title | Company |
|-------------|--------------|---|--|
| Fred | Diamond | CEO | IES |
| David | Diaz | Chief of Staff | GWHCC |
| John | Dierkes | Managing Director | Pickwick Capital Partners |
| Bob | Dinkel | Managing Director | RE Dinkel LLC |
| Julie | Dobson | Independent Director | Sunrise Senior Living |
| Jason | Dodier | Engagement Manager | AlphaStruxure |
| Thomas | Dominique | COO/CFO | Battle's Transportation, Inc. |
| Douglas J. | Donatelli | Ddonatelli@me.com | DSC Partners LLC |
| Mike | Donnelly | Sr. Financial Recruiter/Technology Practice | JustinBradley |
| Ramakrishna | Doppalapoodi | Student | Georgetown University |
| Eva | Doss | President & CEO | The Launch Place |
| Ollen | Douglass | Managing Director | Motley Fool Ventures |
| Rich | Dredge | CEO, Founder | Thumbraise, Inc. |
| Roua | Dridi | Student | FSEG Nabeul |
| William | Drohan | CEO | Southeastern Capital Investment Holdings,LLC |
| Amy | Dunn | Director, Business Development | Ryan and Wetmore PC |
| Lizabeth | Dunn | Operating Partner | Consumer Growth Partners |
| Thomas | Durrer | SVP & Commercial Relationship Manager | Atlantic Union Bank |
| William | Dyess | Founder | The Dyess Group |
| Nichelle | Early | CEO | BreakForth Solutions, Inc. |
| Steven | Eddy | CPA, Trusted Advisor | Resourceful Business Advisors LLC |
| Jack | Eldridge | Associate | MHH & Co. |
| Martin | Erim | CEO | Beautiful bioSolutions LLC |
| Mark | Esposito | Director | EY |
| Peter | Ettinger | Chief Development Officer | Bioenergy Devco |
| Zachary | Evers | Sales Consultant | TriNet |
| Herb | Ezrin | CEO & President | Potomac Business Group |
| George | Faber | Agent | US Health Advisors |
| Sol | Fajardo | HR Manager | Agrofy |
| Julie | Fanburg | CEO & Founder | Nerd Up Staffing & Career Matchmaking |
| Jackson | Farmer | Owner | Farmer Freeman |
| Tony | Ferraro | President | Vetbilling.com |
| Angelique | Finan | Program Manager | Verisign |
| Jon | Finkelstein | CEO | J6 Solutions |
| Patrick | Finnerty | Principal | GCMI |
| Ken | Fischer | CEO | Atigro |
| Marcelle | Folk | Founder | Wine Key Experience |
| Lance | Ford | Partner | Commutyble |
| Marc | Freedman | CEO | Expense To Profit |
| Chris | Frew | CEO | Workforce Genetics |
| Lisa | Friedlander | Business Development Manager | NEXT, Powered by Shulman Rogers |
| Jeffrey | Friedman | MD | Houston Methodist Reconstructive & Plastic Surgery |
| Kelvin | Fu | Partner | Kvest |
| Joyce | Fuhrmann | Director BSE Operations & STEMM Initiatives | Universities at Shady Grove |
| Jeff | Furst | Investor | Dingman Center Angels |
| William | Galle | President | Diversified Portfolio Strategies LLC |
| Chris | Galloway | Sr. Director, Financial Services Advisory | CBG Investments |
| Ryan | Gandy | Deputy Director | Rockville Economic Development, Inc. |
| Amanda | Gant | Director | Startup Leadership Program |
| Steven | Garofano | Founder | Aqqaint |
| Lora | Gaston | Founder | GastonWhite |
| David | Gertler | CEO | TrebleNetwork.com |
| David | Giannini | Investor | CirrusWorks |
| Mark | Gilbert | Professional investor | Ubs |
| Brad | Gilchrist | Principal | Gilchrist Investments |
| Simon | Gillett | General Partner | Global AI Internet Freedom Fund |
| Joe | Gilson | Director | AnalyzIt, LLC |
| Matthew | Glaeser | Associate | In-Q-Tel |
| Seda | Goff | Director, Veteran Entrepreneur | PenFed Foundation |
| Matthew | Goldberg | Vice President | Avison Young |
| Michael | Goldberg | Director of Business Development | DiliVer |
| Jeff | Goldfinger | Founder | Xtra Mile Training & Development |
| Douglas | Goldstein | Managing Director | eFuturist, Inc. |

ATTENDEES

| First | Last | Title | Company |
|-----------|------------------|---|--|
| Thomas | Goldstein | Managing Partner | Cogent Law Group LLP |
| Laura | Gomez Cadena | Dean's Fellow & Forté Fellow | UMD, R. H. Smith School of Business |
| David | Gorodetski | Co-Founder & COO | Sage Communications |
| Mary | Granger | Professor | George Washington University |
| Carl | Grant | EVP, Business Development | Cooley LLP |
| Greg | Grant | Partner | NEXT, Powered by Shulman Rogers |
| Niki | Grant | Growth Business Consultant | TriNet |
| James | Grapek | Founder & CEO | The Pavilion |
| Tyler | Gray | Principal | Gray Street Solutions |
| Montrelle | Green | CEO | Velvet wax and beauty |
| Lawrence | Greenberg | Venture Partner | Motley Fool Ventures |
| Josh | Greene | CEO | The Mather Group LLC |
| Robert | Greer | Managing Director | Entoro Capital |
| Joe | Greeves | Managing Partner | Cordia |
| Jennifer | Gregory | Principal | Focus Investment Banking |
| Seth | Grimes | Principal consultant | Alta Plana Corporation |
| Alesha | Gulamhusein | Student | Georgetown University |
| Vadym | Guliuk | First Impressions Coach | Vadym Guliuk Photography |
| Leena | Gurevich-Nunez | Vice. President | Accessories Council |
| Jeffrey | Guzy | CEO | CoJax Oil & Gas Corporation |
| Mark | Haas | CEO & Co-Founder | Association for Enterprise Growth |
| Asya | Hackett | Business Development | WB Engineering |
| Diana | Hage | CEO | RFID Global |
| Christian | Hager | Principal | 65 Peak LLC |
| Ian | Hamilton | CEO | TruTriage |
| Brian | Han | Deputy director | KIC |
| Ken | Hansen | Sr Dir. Security Data & Partnerships | co.com |
| Kristine | Harjes | Investment Officer | Motley Fool Ventures |
| Marvin | Harris | Co-Founder Ovalz | MD Tech Council VMS |
| Stacey | HarveyReid | Small Business State Agency Director | Maryland Department of Labor |
| John | Hasenberg | Senior Financial Advisor | Merrill Lynch |
| Chris | Haug | Founder & CEO | Startup Grind, Columbia Chapter |
| Jeffrey | Hausfeld MD, MBA | Chairman of the Board | BioFactura, Inc. |
| Eric | Hawkins | Attorney / Owner | Hawkins Law Office |
| Meishoma | Hayes | Sr. Small Business Utilization Specialist | U.S. Department of Housing & Urban Development |
| Claude | Hayn | Advisor | AdJumps |
| Daniel | Heimlich | President | Heimlich Group |
| Michel | Heitstuman | CFO | FraudLens, Inc. |
| Cheryl | Heller | Managing Principal | Pillar One Consulting |
| Glen | Hellman | Sr. VP Sales | 10Pearls |
| Deborah | Hemingway | Deborah Hemingway | Deborah Hemingway |
| Yusuf | Henriques | Founder | TruGenomix |
| Rowland | Henshaw | Student | Georgetown University |
| Katy | Herr | CEO | Audacia Strategies |
| Barry | Hess | COO & Vice President of Engineering | KnowledgeBridge International Inc. |
| Stephanie | Hessler | Consultant | Stephanie Hessler Coach |
| Cheryl | Heusser | Partner | Snyder Cohn |
| Karl | Hibbitts | Scientist | Johns Hopkins University APL |
| Mi Jeong | Hibbitts | executive director | Global Chamber |
| Tom | Hicks | Principal | Offit Kurman |
| Stavros | Hilaris | Chief Technology Officer | Mediavision Cloud |
| Laura | Hill | VP, Product | EquiFi |
| Craig | Hillman | Director | ANSYS |
| Daniel | Hoffman | MBA Candidate | University of Maryland |
| Scott | Holec | CEO & Founder | eTERA Consulting |
| Douglas | Holly | Principal | Eagle Management Group |
| Alyse | Holstein | Principal | HPG Partners |
| James | Hoover | Managing Partner | Everpeak Capital |
| Hannibal | Hopson | Executive Director | Diaspora Resource Center Foundation |
| Matt | Hostutler | VP & Director | 1977 |
| Darnley | Howard | President | Advansa International |
| Tami | Howie | Partner | DLA Piper |
| Ipai | Hsiao | Self Employed | |

ATTENDEES

| First | Last | Title | Company |
|-----------|------------|-------------------------------------|--|
| Helen | Huang | Student | University of Bristol UK |
| Jonathan | Huang | Student | Georgetown University |
| Beverly | Hudnut | Founder & CEO | On Your Behalf |
| Aliya | Hulse | CEO | MWM Systems |
| Tim | Hylton | Co-Founder | Pryze |
| Robyn | Hynes | Designer | Frontier 1862 |
| Amina | Ighoud | Business and Marketing Consultant | Independent |
| Sarah | Iranpour | founder | PerSoN Clinic |
| Doug | Jackson | President & CEO | Sioneer |
| Leif | Jackson | VP Content & Community | Cybrary |
| Reuben | Jacobson | Senior Associate, Internal Strategy | BDO USA LLP |
| Joshua | Jeffries | Managing Director | Risk Strategies Company |
| Eva | Jenkins | President | VIP Innovations, LLC |
| Maniraj | Jeyaraju | | |
| Hubin | Jiang | CEO | WioWise, LLC |
| Pete | Jobse | CEO & Founder | Mariposa Grove Ventures |
| Beth | Johnson | CEO | RP3 Agency |
| Braun | Jones | Managing Member | Stonehaven Capital |
| Brittany | Jones | Manager, Program Innovation | Junior Achievement of Greater Washington |
| Venera | Jordan | Founder | Digital Product Guru |
| Kashyap | Kabaria | CoFounder and COO | margenius |
| Karen | Kalish | CEO & Founder | HOME WORKS! Teacher Home Visit Program |
| Steve | Kann | Managing Director | Paulson Investment Company |
| Sathiya | Kannan | Supply Chain member | Sasa |
| Joel | Kanter | President | Windy City, Inc. |
| Julie | Kantor | CEO | Twomentor LLC |
| Ashok | Kapur | CEO | Hawkeye Medical |
| Vikram | Kapur | Managing Director | Entoro |
| Bill | Karpovich | Founder | CoFactor Ventures |
| Tanveer | Kathawalla | Venture Partner | NextGen |
| Robert | Katz | Executive Director | World Innovation Network |
| Stephanie | Katz | Founder & President | CETA Benefit Consulting Group, LLC |
| Marc | Kaufman | Partner | Rimon PC |
| Mark | Kay | CEO | Strikeforce Technologies, Inc. |
| Cyrus | Kazi | CEO/Co-Founder | Quantibly |
| John | Kealey | Investor | Individual |
| Jim | Keeney | CEO & Founder | Dapt |
| Jack | Keniley | President | Strafford Ventures LLC |
| Joe | Kessler | Managing Partner | Next-Stage Development Group |
| Hnin | Khine | Principal Consultant | Elosense LLC |
| Hryhorii | Klochnyk | Product Designer | Movadex |
| Eric | Koefoot | CEO | PublicRelay, Inc. |
| Martin | Koev | Investor | Koev Brothers |
| Sotti | Koev | Investor | Koev Brothers |
| Joshua | Konowe | Head strategist | Konowe & Associtaes, Llc |
| Ajay | Kori | Founder | Urban Stems & Novilla Pharmaceuticals |
| Torsten | Kracht | Partner | Riverbend Capital |
| David | Kratochvil | Managing Partner | Vista Capital Advisors, LLC |
| Richard | Kris | Desert Angel Investor | Desert Angels |
| Nish | Krishna | Founder | Lend Grow, Inc. |
| Danielle | Kroo | Director of Business Development | Global Good Fund |
| Michael | Kuebler | Program Manager | ISI Professional Services |
| Anil | Kumar | Engineer | deephouse.io |
| Felix | Kushnir | Corporate Lawyer | NEXT, Powered by Shulman Rogers |
| Michael | Labriola | Partner | Wilson Sonsini Goodrich & Rosati |
| Jose | Laguna | Founder | Rook3 |
| Calvin | Lai | Analyst | Santosa Capital |
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| Tony | Lau | Managing Director | Detente Group |
| Janet | Lawrence | Founder | Harmony Surgical |

ATTENDEES

| First | Last | Title | Company |
|-----------|------------|--|---|
| Jack | Lazebnik | Associate | PenFed Credit Union |
| Terry | Leach | Founder | Astrolytes |
| Andrea | LeBlanc | DoD Director | DLT |
| Ines | LeBow | CEO | Enterprise Transformation Solutions |
| Esther | Lee | CEO | Refraction |
| Jay | Lee | CEO | Agile Defense |
| Jeannette | Lee | CEO | IIA Technologies Corp |
| Brian | Leiberman | VP | Exg |
| Raea Jean | Leinster | Chief Yuck Officer | Yuck Old Paint, LLC |
| Adam | Levin | CEO | Information Experts |
| Marissa | Levin | CEO | Successful Culture |
| Larissa | Levine | Sales Enablement Manager | FiscalNote |
| Ellen | Levube | Assistant Director, Stewardship | Georgetown University Office of Advancement |
| Min | Li | MBA student | University of Maryland |
| Vincent | Liao | Senior Investment Manager | China Resources Sanjiu Medical & Pharmaceutical |
| Brian | Lidsky | MD | Entoro |
| Toby | Lin | Cofounder & CTO | Cyber Skyline |
| Richard | Lindahl | CFO | CEB Inc. |
| Margaret | Lindsay | CFO | eTERA Consulting |
| Stephen | Lipman | Accounting Services Advisor | Beyond Controller Services LLC |
| Barry | Lipsy | Principle | BNLipsy & Assoc |
| Stephan | Little | Ceo Managing Principal | Zero Limits Ventures LLC |
| Xiaonao | Liu | CEO | Nanobiofab |
| Karen | Livingston | Assoc. Director Entrepreneurship | George Mason University |
| Cody | Locke | Chief Innovation Officer | Center for Advancing Innovation |
| Alexis | Logan | CEO | Crown Capacities |
| Latresa | Lomax | CEO | Agemo Technology Inc. |
| Larry | Long | Analyst | The Launch Place |
| Kent | Lopez | Founder | Growth Advize |
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| Michael | Lovett | CEO | Vagabond |
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| Kate | Lucey Mace | VP Language Science & Communications | H.S. Dracones |
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| Trevor | Lynn | Marketing | Cvent |
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| Fiona | Macaulay | Founder & CEO | WILD Network |
| Chad | MacDonald | GP | Connected Ventures |
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| Imani | Majied | Founder | Everybody Eats |
| Mike | Malloy | Program Director | Halcyon Incubator |
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| Jatin | Maniar | CEO & Founder | SingularKey |
| Sam | Manohar | Principal | Braes Capital LLC |
| Jovan | Marjanovic | Managing Partner | Prowerk Consulting |
| Donald | Marron | Institute Fellow | Urban Institute |
| Emily | Marshall | Law Student | Georgetown Law |
| Aimee | Martin | CEO | MileMarker |
| Bill | Marvel | CEO | Canada Streaming Inc |
| Kevin | Marz | President & CEO | Lumious |
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| First | Last | Title | Company |
|------------|----------------|-------------------------------------|---|
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| Brendan | Mathews | | Motley Fool Ventures |
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| Mark | McMahon | Director | McMahon Management |
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| Marianne | Meins | President | Onclave Networks, Inc. |
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| Peter | Mellen | Founder | Netcito |
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| Salome | Mikadze | Co-Founder | Movadex |
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| Al | Mink | Co-Founder | MIT Alumni Angels DC |
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| Randy | Mitchell | CDO | Private Capital Development LLC |
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| Duncan | Moss | President | DJMoss Associates |
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| Rameeza | Mueen | CEO | Transparent Hands Foundation |
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| Dawn | Myers | Director | The Vinetta Project |
| Jason | Myers | CEO | CXO Collective Equity Partners |
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| Krishna | Narine | Shareholder | Lauletta Birnbaum |
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| Dennis | O'Brien | COO | CSO Business Services LLC |
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| Theodore | Otey Jr | Founder | Planted Kitchen |
| Oz | Ozbay | CEO & Founder | https://www.HomeNovator.com |
| Guclu | Ozenci | Co-Founder | Peoplise |
| Hakan | Ozsancak | Executive Vice President | Washington Institute for Business, Gov't. & Society |
| Julide | Oztao | Director | IPI |
| Siddhartha | Pailla | CEO & Founder | Sunny Day Fund |
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ATTENDEES

| First | Last | Title | Company |
|-------------|------------|--|--|
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| Justin | Park | President | Intergalactic Education |
| Lucien | Parsons | Director | MAVRIC at UMD |
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| Abhi | Patwardhan | CTO | Givio |
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| David | Petr | CEO | Logoville |
| Chris | Petrakis | Founder & CEO | Cura AI |
| Joel | Pevey | Partner | DPF Solutions |
| Brad | Phillips | Director - Emerging Company Services | PwC |
| Amani | Phipps | Venture Fellow | Score 3 Ventures |
| Steven | Pikowski | Managing Director | Dinosaur Capital Advisors |
| Joseph | Pino | Founder | Bluhole Labs, Inc. |
| Ann Marie | Plubell | CEO | The Plubell Firm |
| Sam | Pollaro | SVP, Strategic Initiatives | Kayak OpenTable |
| Leon | Polott | President | 5iTech, LLC |
| Suniti | Ponkshe | Partner | Newport, LLC |
| Cara | Poole | Events | 1993 |
| Cynthia | Porter | Sr Account Manager | Lumious |
| Roland | Probst | Chief Innovation Officer | ACUITYnano |
| Andy | Promisel | Founder | Agora Data |
| Linda | Qin | Investment Assistant | Share Capital |
| Rob | Quartel | Executive Chairman | NTELX |
| Diane | Quinn | Founder & CEO | Awayte Inc. |
| Nicole | Quiroga | President & CEO | GWHCC |
| Mercy | Radithupa | MBA student | Johns Hopkins University |
| Harsha | Rajasimha | Founder & CEO | Jeeva Informatics Solutions, Inc |
| Rahul | Rajeev | NA | NA |
| Anand | Ramanujan | CEO | Publir |
| Garrett | Ramela | President | Common Sense Coffee |
| Blake | Ratcliff | Founder | IntelliSpeX |
| Allyson | Redpath | Director | MD Dept of Commerce |
| Sherrie | Reece | Owner | The Learners Cube |
| Jeff | Reid | Founding Director | Georgetown Entrepreneurship Initiative |
| Bill | Replogle | CEO | PostCreator |
| Randy | Richter | Chairman | Richter & Company |
| Craig | Ridley | CEO | ROUTE Analytics |
| Christopher | Rivera | President | Hyper Local Solutions LLC |
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| Patrick | Rockhill | Entrepreneur | Doyle-Logan |
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| John | Rogers | Consultant | Tsgeast |
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| David | Rosenberg | CEO & Founder | Budget Referee |
| Julie | Rosenthal | President | JR Communications |
| Chris | Ross | Managing Director | SunTrust |
| Steven | Roth | Partner | CM Equity Partners |
| Richard | Rothstein | CEO | Rothstein Consulting |
| Todd | Rowley | Market Executive | Old Dominion National Bank |
| Randy | Roy | President | Carbon Sink LLC |
| Luis | Rugeles | CEO | i270Tech |
| Mark | Russell | Managing Partner | Corporate Advisory Solutions |
| Daniel | Ryan | Principal | Alikos Wealth Management |
| Lindsay | Ryan | Venture Development Director | University System Of Maryland |
| K | S | Director | Fairfax County EDA |

ATTENDEES

| First | Last | Title | Company |
|-----------|---------------|--|---|
| Charlotte | Safos | President & COO, Anthrotronix | MD Tech Council VMS |
| O.D. | Salinero | CEO | OSI Enterprise Consultants |
| Julie | Saltman | Founder | Clause Logic |
| Diego | Sandoval | Associate | IREX YLAI Professional Fellows Program |
| Yurani | Sandoval | CEO | SingleParentPower |
| Arti | Santhanam | Executive Director, MD Innovation Initiative | TEDCO |
| Liz | Sara | Investor | Dingman Center Angels |
| Lois | Sarfo-Mensah | Principal & Lead Planner | 3 Pillars Co. |
| Rosemarie | Savino | COO | Gravatate |
| Thomas | Savransky | Co-Founder & CEO | Savvy Tech LLC |
| Athena | Scalise Waitt | Essential Wellness & Success Coach | Wise Oils Wellness, LLC |
| Andy | Schenck | Director of Entrepreneurship Experiences | Junior Achievement USA |
| Adam | Schindler | EVP | Colliers |
| Alan | Schlaifer | Chairman | Wharton DC Innovation Summit |
| Jonathan | Schneider | COO | Enly |
| Joshua | Schoen | CEO | Ailanthus |
| Tom | Scholl | CEO | shoalscrollschool&skull |
| Jeffrey | Schragg | Founder | Newton Grange Consulting |
| Judy | Schramm | CEO | ProResource, Inc. |
| Peter | Schramm | CEO | Lattus |
| John | Schveibinz | Investor | Dingman Center Angels |
| Rob | Sechrist | President | Pelorus Equity Group |
| Amy | Selco | Vice President | VPP |
| Richard | Seline | Managing Director | Resilience and Mitigation Project Development |
| Joel | Selzer | CEO | ArcheMedX |
| Scott | Semple | President | Dynamic Integrated Services |
| Satadru | Sengupta | CEO & Co-Founder | Dobby |
| Antony | Seppi | Startup Community Manager | HCDC Business Center |
| Mario | Shaffer | Principal | H.I.G. Capital |
| Shevy | Shafie | Chief Marketing Officer & Partner | Marstudio |
| Talib | Shakir | Educator | Gateway Endeavors |
| Albee | Shanefelter | Co-Founder | https://www.ovalz.io |
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| Liron | Sharon | Principal | YMS Value |
| Alex | Sharpe | Management Consultant | Sharpe Management Consulting LLC |
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| Hal | Shelton | Principial | Blu Venture Investors, LLC |
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| Becky | Shewbridge | M&A Lead | Opus 8 |
| Adam | Shlomi | Founder | SoFlo SAT Tutoring |
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| Vinny | Sica | Principal | SicaVentures LLC |
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| Gus | Simiao | EIR | Data Point Capital |
| Cal | Simmons | Chair | Tiger21 |
| Patty | Simonton | Director, Be Green Business | Bethesda Green |
| Dan | Simpkins | CEO | Domusys |
| Simmer | Singh | Investor | Dingman Center Angels |
| Sanjee | Singla | President | AT Strategic |
| David | Slifer | Independent Consultant | Self-Employed |
| Nancy | Small | CEO | On the Move LLC |
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| Michael | Smith | CEO | GreenSmith Public Affairs |
| Rob | Smith | Founding Executive Director | Youth Sports Collaborative Network |
| Shajmil | Smith | Owner | Shajmil Smith |
| Stan | Smith | Venture Investment Manager | Dingman Center for Entrepreneurship |
| Jim | Smolen | Founder | The Smolen Group |
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ATTENDEES

| First | Last | Title | Company |
|-----------|---------------|---|--|
| John | Sohl | CEO | COLUMBIA Technologies |
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| Dan | Solomon | Founder | Wise Action |
| Henry | Soo | Founder & CEO | Settlely |
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| Robert | Stone | Consultant | RAnalytix |
| Richard | Strauss | President | Strauss Radio Strategies Inc |
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| Ike | Syed | Vice President | KiwiTech |
| Jason | Tagler | Managing Member | Pitch Creator |
| Ting | Tang | President & CEO | Yuan Media |
| Mahan | Tavakoli | CEO | SLV |
| Earl | Taylor | Entrepreneur | |
| Ben | Teicher | President | Healthy Directions |
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| You Mon | Tsang | CEO | ChurnZero |
| Louis | Tucker | CEO | Mission Sync LLC |
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| Prasad | V | Co-Founder | INVOKE Cloud |
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| John | Vogt | Veteran Entrepreneur Investment Program | PenFed Foundation |
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| Mark | Walsh | Managing Partner | Ruxton Ventures, LLC |
| Nicholas | Weber | Product | Thumbraise |
| Barry | Weinbaum | Financial Services Professional | New York Life Insurance Company |
| Micha | Weinblatt | CEO | Crooked Monkey |
| Joe | Wells | Managing Partner | CMJW Consulting |
| Henrik | Weng | CEO | XANCONNECT |
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| Scott | Widmeyer | Founding Managing Partner | Finn Partners |
| Landon | Wiedenman | CEO | Lucre Labs |

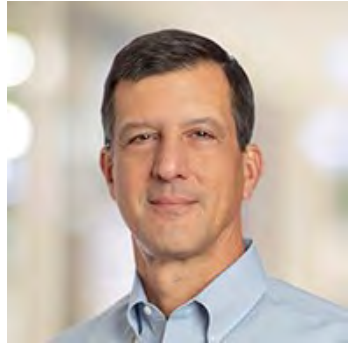
ATTENDEES

| First | Last | Title | Company |
|----------|------------|------------------------------------|-----------------------------|
| Stephen | Wiggington | Founder | Cartwheel |
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| Steve | Wiltse | Partner | GF LLC |
| Renee | Winsky | President & CEO | Leadership Maryland |
| Kai | Wong | Founder | Planted Kitchens |
| William | Wong | Investor Scout | VTG |
| Ron | Wright | Chairman & CEO | JNetDirect Incorporated |
| Ben | Wu | President and CEO | MCEDC |
| Marcy | Wu | CEO | WarmSpring Funding LLC |
| Ling | Xhang | Senior Manager | DHG, LLP |
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| Zhiyong | Yang | CEO | FZata.com |
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| Chris | Yeazel | COO | Flare |
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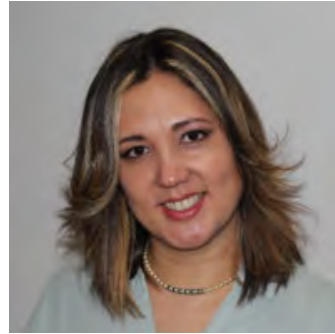
THANK YOU TO OUR COACHES



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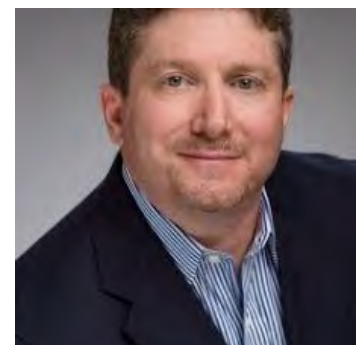
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