

Big  Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

MAY 28, 2020

CONNECTPRENEUR.ORG

AGENDA

THURSDAY, MAY 28, 2020

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

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

11:25-12:20pm ROCKET PITCH SESSION

Companies will be introduced by:

ANTHONY MILLIN, Founder and Chair, NEXT by
Shulman Rogers

JOHN LYNCH, ESQ., Associate, Wilson Sonsini

Dover Microsystems – JOTHY ROSENBERG

Everix – HOOMAN BANAEI, PhD

ViaTechMD – JULIE CAUSEY

Rapid Medical Parts – NOGA SCHECHTER

QiP – COSMO DI TUCCI

BreachBits – JOHN LUNDGREN

BetterMynd – CODY SEMRAU

ChangeRoots – JAKE SANDLER

Nayya Health – SINA CHEHRAZI

Persephone Biosciences – STEPHANIE CULLER, PhD

Thermaquil – STEPHEN POPIELARSKI, PhD

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

SPEAKERS



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

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

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

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

Dover Microsystems, Inc.



Jothy Rosenberg, CEO
203 Crescent St, Suite 108, Waltham, MA 02453
Phone: (617) 306-8121
Email: jothy@dovermicrosystems.com

Web Address: <http://www.dovermicrosystems.com>

Management:

Jothy Rosenberg, CEO
Marco Ciaffi, VP Engineering
Bob Labich, Dir Sales
Steve Milburn, CTO
John MacPhee, CFO
Greg Sullivan, Chief Scientist

Industry: *cybersecurity*

Number of Employees: 15

Bank: *Middlesex Savings Bank*

Auditor: *Alkon+Levine*

Law Firm: *FeinbergHanson*

Amount of Financing Sought:
\$1.5M preferred convertible note

Current Investors: *(\$Amt. Invested)*
Draper Laboratory (\$3.25M)
Hyperplane (\$1.50M)
Qualcomm Ventures (\$1.60M)
OneWay Ventures (\$0.50M)
HUB Angels (\$0.70M)
Duke Angel Network (\$0.90M)
Individuals (\$2.17M)

Use of Funds: *Operations*

Business Description: Dover is a cash-efficient high-margin IP licensing company delivering a cybersecurity solution that is unique and highly disruptive. We are the first to fill the gap in the cybersecurity stack called *Application Self-Protection* that enables today's simple processors running flawed software to become immunized against 94% of all attacks coming over a network that attempt to exploits bugs and take over the processor or steal data. The market is large with a serviceable addressable market of over \$8.5B in annual revenue potential. We have strong commercial traction and are landing DoD business as well. We are a highly experienced small team that have worked together before led by a serial entrepreneur who has had two \$100+M exits previously.

Company Background: Origin was the Stuxnet attack of 2008 that destroyed 2000 Iranian plutonium enrichment centrifuges and scared the Pentagon. They created the \$100M DARPA CRASH program to try to combat such attacks being used against us. 3 Doverites were at BAE and were prime contractor on CRASH. We got \$25M (non-dilutive financing) of the \$100M program. Proved we could stop all major attacks including what Stuxnet used. Incubated 2 years at Draper Labs (\$3M more non-dilutive) to wring out much of the technical risk. Developed RISC-V based product and landed first customer: NXP for a \$10M contract. Spun out as Dover with 9-person team July 2017.

Management:

Jothy Rosenberg, Founder / CEO. *PhD CS Duke; 35 patents; 4 books, 8 startups, 2 exits over \$100M: Webspective, GeoTrust. early stage investor Angle Tech Ventures, Co-PI DARPA CRASH.*

Marco Ciaffi, VP Eng. *Senior Manager RSA (SecurID hardware), 20+ years firmware engineering (DEC, Compaq, RSA) MS CS BU.*

Steve Milburn, CTO. *PM MCU32 India designs, SoC Architect at Microchip, Design Engineer Qualcomm, Draper 17+ years digital logic & processor design BS University of Rhode Island.*

Bob Labich, Dir Sales. *Strategic account manager, Mentor Graphics 17+ years. Sales Manager, IKOS Systems, 4 years.*

Greg Sullivan, Chief Scientist. *PhD CS Northeastern, Research Scientist MIT CSAIL, PI \$25M DARPA CRASH program.*

Products/Services: Annual cybercrime costs \$6 trillion by '21. A business falls victim to ransomware every 14 seconds. Customers don't know what to do so they add layers of defensive software. Makes the problem worse: software has up to 50 bugs per 1000 lines of source. The cybersecurity problem must be addressed at the root cause—the attacker's ability to take over the processor by exploiting bugs—in hardware. Our product is CoreGuard, a hybrid hardware and software solution. The HW is licensed silicon IP that protects host processor by monitoring every instruction. Ensures it complies with a set of security, safety, and privacy rules written in software accessible only by CG. We are the only one to immunize processors against attacks. Initial customers view CoreGuard as disruptive and a competitive advantage. Their customers declare the value of CoreGuard level of security to them is brand and reputation protection.

Technologies/Special Know-how: We have an exclusive world-wide license to IP we developed while incubating at Draper Labs. That plus what we have filed as Dover totals 45+ patent filings with 4 issued. What no one else has ever been able to do is monitor instructions at the speed of the host processor without slowing it down and determine if that instruction is doing the right thing or the attackers bidding. That is our secret sauce and the basis of many of our patents.

Market: We primarily focus on two device verticals at a time until we have a beachhead. Verticals are chosen based on who is being attacked and has proven willingness to pay for security. Initially IIoT and Communications. Secondary target is large semiconductors. We develop highly leveraged partnerships that get us into their markets fast: SiFive, Andes, Cadence, Synopsys. We have recently done a partial pivot to get DoD revenues. Our revenue model is \$1-3M design license upon commitment from customer to include us in their part. Then when they ship we get per chip royalties of 1.5% of the ASP of their part paid for at least 5 years. Annual maintenance and customer services round out revenue model.

Distribution Channels: Direct Sales force, leveraged channels (e.g. SiFive, Andes, Cadence, Rambus, Synopsys)

Competition: Categories: security software, encryption hardware, memory safety hardware. Security software can't compete because SW can be attacked over the network. Encryption vital for data-in-motion. It's not what we do, but the market is confused and views it as competition. Vendors are adding memory protection hardware to their processors (Arm, SiFive). Their solutions only overlap with us a small amount (they stop 6% versus we stop 94% of all attacks).

Financial Projections (Unaudited):

	2019	2020	2021	2022	2023
Revenue:	\$672	\$5,850	\$16,500	\$44,100	\$188,000
EBIT:	(\$73,932)	(\$770)	\$5,500	\$12,500	\$24,900

(dollars in thousands)

Everix Optical Filters

2372 Forsyth Road, Orlando FL 32807
EverixOpticalFilters.com

(407) 637-2987
Hooman@everix.co

Hooman Banaei, PhD
CEO & Founder
Hooman@everix.co

James Northup
Business Development

Mark Wippich
Business Development

Craig Nelson
Facility & Automation

INDUSTRY

Nanomaterials
Optics & Photonics

OF EMPLOYEES

10

BANK

Bank of America

ACCOUNTANT

Withum

LAW FIRM

IP - Brinks Gilson & Lione
Corporate - BrewerLong

FUNDING NEED

\$5M Series A

EXISTING INVESTORS

\$700k Founders
\$400k Strategic Investor
\$1.3M Angel Investors
\$2.8M Bridge Round

USE OF FUNDS

Business development, standardized scaling, equipment & facility design, new personnel (w focus on BD), & further IP protection

BUSINESS DESCRIPTION: Everix transforms inexpensive, optical-grade plastic into a material 10-20x more valuable than gold (Nano-layered optical filters). We are the only company with a revolutionary platform technology for economically producing high-value, precision filters at scale. Our patented approach creates filters that are 5-20X thinner than competition, flexible to allow integration into curved surfaces, and shatter-free. Our filters are ideal for many of the high-volume applications in this growing \$14B market including medical devices, head-up display, consumer electronics (wellness, IOT, gesture/facial recognition, AR-VR), and transportation (LiDAR and proximity sensors). We are already selling to multiple Fortune 100 companies.

COMPANY BACKGROUND: With MSc and PhD degrees in optics and electrical engineering from the University of Central Florida, our CEO turned his storage shed into a workshop in 2013 to construct equipment and test the underlying technology that is now the core of Everix. Hooman's technical experience spans optical materials, optical device design and fabrication. Our team has applied techniques used in producing miles of fiber optics at scale - extrusion and drawing - to manufacturing precision optical filters.

MANAGEMENT: **Hooman Banaei, PhD** has over 10 years of technical experience with optical and advanced materials. He has also been a part of a 30-year-old family-owned manufacturing business learning and helping international-scale business execution. **James Northup** recently joined Everix to assist with OEM relationships. As a seasoned business development professional from the optical component and coating capital equipment industries, his last startup (RPC Photonics) was acquired by Viavi Solutions (currently the largest player in optical filters). He then became a Vice President of Viavi focused on scouting new technologies. After resigning from Viavi last year, Jim invested in Everix and joined our team. **Mark Wippich** has over 20 years of successful leadership in the Photonics industry with multiple high-growth startup wins and exits. **Craig Nelson** brings his extensive manufacturing development experience to Everix to maximize our efficiency as we develop our next generation production-level facilities.

PRODUCTS/SERVICES: We are now in the era of mass-deployed smart devices. OEMs are in the battle to make their devices smaller and lighter. OEM engineers are well informed of the shortcomings of traditional vacuum-coated filters and are not satisfied with their size, weight, rigidity, or prices at high-volumes. Traditional glass-based filters may cost up to 50% of the bill-of-material for a device. The cost of building, maintaining, and operating very large vacuum chambers has been cost-prohibited for applications that require large filters: auto glass, architectural glass/polycarbonate, and solar coating. Current solutions (not made in a vacuum chamber) are not capable of achieving the precision or blocking range of a high-performance optical filter.

TECHNOLOGIES: Everix, Inc. has 3 patents issued, 6 pending, 4+ in-process to holistically cover the domain of our manufacturing process, its improvements and variations, device aspects of our products, apparatus used in our process, use cases of our technology in two very-large-size markets to increase our power in those markets. We have worked with a top IP firm for photonics and have not taken shortcuts.

MARKET: High-performance optical filters are a building block of 21st century technology. Our patented approach to manufacturing these filters will replace the traditional vacuum coating process for many of the applications and will expand this \$14Bn market. Trends are driving the need for innovation and scalability that cannot be addressed with the traditional approach: 1) miniaturization, 2) personalization of medicine and the mass deployment of health/wellness-related devices, 3) autonomous vehicles and smarter devices, 4) desire for electric vehicles and energy-efficient architecture.

DISTRIBUTION CHANNELS: Having established a higher level of credibility through distribution on the Edmund Optics marketplace (the Amazon of optical components), we are now focused on business development with OEM's to sell high volumes directly. We will license our technology in certain market segments.

COMPETITION: Everix fills the gap between these 2 categories: 1- Manufacturers of co-extruded low-performance plastic film (IR reflectors for credit cards, window films, display back-reflectors...) = 3M, PolymerPlus, 'Toray' and 2- Optical coating companies, all using traditional vacuum deposition technologies. Very high cost, glass-based, rigid, thick & some capable of extremely high performance = patents have expired so many competitors doing similar work.

FINANCIAL PROJECTIONS: (unaudited, dollars in thousands)

Note: Due to COVID-19, new strategies have been devised to bring profitability to 2021.

	2020	2021	2022	2023	2024
Revenue	\$1,398,750	\$5,960,000	\$8,872,500	\$19,637,500	\$36,825,000
EBIT	-\$2,108,986	-\$211,853	-\$293,030	\$3,406,916	\$14,098,394



Executive Summary

Management & Affiliates:

Benjamin V. Booher, Sr. –
*Founding Member,
President & CSD Inventor*

Julie Causey – *Member &
Executive Vice President*
(Chairman Emeritus
Western Bank)

Teresa A. Murray, PhD –
*Member & Scientific
Advisor* (Professor
Biomedical Engineering,
Louisiana Tech University)

Maximillian D. Fiore –
*Member & Business
Advisor* (Former COO and
CPD, NxThera, VP CTO,
AMS)

Shantal Feltham – *Clinical
Research Director*
(Founder, President and
CEO of Stiris Research
and Stiris Research USA)

Keith Pelatowski –
Strategic Advisor (Former
CEO, One Spot, VP and
GM RTI Surgical, Int'l.
Director AMS - Boston
Scientific)

Mark DuVal, J.D. –
*Regulatory Counsel &
Advisor* (Founder &
President, DuVal &
Associates, P.A.)

Lisa Pritchard, BSEEE –
*Clinical Strategy & Trial
Design Manager*
(Regulatory, Quality &
Compliance Consultant,
DuVal & Associates, P.A.)

Virgene 'V' Zumbrunn –
*Clinical Operations
Manager* (Project
Manager, Stiris Research)

**William E. Gannon, Jr.,
M.D., M.B.A.** – *Medical
Monitor* (CSO and
Medical Director, Capital
City Technical)

ViaTechMD has invented and developed the first and only device-based treatment specifically designed to treat a wide range of conditions known to contribute to preterm birth (“PTB”). PTB is a growing global healthcare crisis and is the leading cause of infant death and morbidity within the first months of life. The World Health Organization¹ reports that approximately 10% of all global live births are preterm (before 37 completed weeks of gestation). Annually, an estimated 15 million babies are born preterm, including 400,000 in the U.S. -- 3,000 per day do not survive. PTB’s annual socioeconomic and medical complication costs are estimated to exceed \$52 billion, including \$26 billion² in the U.S. alone. PTB is also recognized as one of the most significant contributing factors to lifelong crippling diseases including autism, cerebral palsy, blindness, deafness, various respiratory ailments and cognitive and learning disabilities.

The Company’s globally patented device, the Cervical Stabilization Device (“CSD”), promises a highly accessible, cost-effective, non-invasive, and medication-free, preventative treatment in prevention of PTB. CSD functions to extend gestation in support of a successful and natural birth, addressing various conditions known to contribute to PTB, including among others: cervical incompetence, organ and tissue compromise, multiple fetus pregnancies and late-in-life pregnancies.

The two currently-existing treatment regimens utilized for only a narrow range of conditions contributing to PBT have not demonstrated proof of efficacy. Neither can reduce the bearing forces acting upon the uterine and cervical tissues that are known to accelerate the birthing, effacement and dilation processes. One treatment, cervical cerclage, is a costly, high-risk, invasive surgical procedure. The second, the use of progestins - natural or synthetic female hormones - has several serious risks, particularly to male fetuses.

The Company’s first series of very successful CSD human fitment studies was completed in January of 2017. The current Generation 6.1 CSD will undergo human fitment studies beginning early in Q-2 2020 ahead of an Outside United States (“OUS”) single-arm gravid patient trial scheduled to begin in late Q-2 2020. Gravid patient outcome data from the OUS trial will be instrumental in gaining FDA approval of a final U.S. non-phased pivotal trial projected to begin mid Q-1 2021. The CSD is currently considered a De Novo Class III medical device.

ViaTechMD has a growing global patent portfolio that currently includes:

- 2 USPTO Utility Patents (US 8,550,088 B1 and US 10,463,530 B2)
- USPTO Utility Patent CIP (with Notice of Allowance)
- International EU/PCT Utility Patent #2413836 (effective in effective in Austria, Belgium, Canada, France, Germany, Hungary, Ireland, Italy, Netherlands, Poland, Spain, Switzerland, and United Kingdom)
- 2 EU/PCT continuation-in-part applications, and corresponding International EU/PCT applications (with the Written Opinion of Patentability from the International Searching Authority)
- Notice of Allowance for foreign patents (Australia, Japan and Mexico)
- Pending foreign applications (Brazil, India, and Israel)

ViaTechMD operates as a capital efficient virtual company, partnering with world-class advisory, clinical, regulatory, product development and manufacturing, and physician affiliates. The Company has raised approximately \$3.5 million in equity capital and seeks an additional \$8.0 million of capital. This new capital allows the Company to finalize product development and achieve manufacturing readiness in partnership with Freudenberg Medical MIS, and to conduct its above clinical activities with expectations of FDA market allowance by the end of 2021. ViaTechMD is working to establish a strategic relationship with a medical device company to either distribute the CSD or acquire the Company. ViaTechMD is currently organized as a Limited Liability Company under the laws of the State of Delaware and operates its principal place of business in Scottsdale, Arizona.

¹ <https://www.who.int/news-room/fact-sheets/detail/preterm-birth>

² <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3395039/>

[ViaTechMD.org](https://www.viatechmd.org)

Rapid Medical Parts, Inc.
 Noga Schechter
 Buffalo, NY & Philadelphia, PA
 Phone: (917) 513-1143
 Email: noga@rapidmedicalparts.com



Web Address: www.rapidmedicalparts.com

Management:

CoFounder & CEO, Jim Regenor
 CoFounder & CIO, Legrand Groves
 President of Implementation & COO,
 Noga Schechter
Industry: Medical Device
Number of Employees: 5
Bank: Bank of America
Auditor n/a
Law Firm: Olivetti & Gilman
Amount of Financing Sought:
 \$5m in Equity
Current Investors:
 DoD / Air Force – Innovation Grant
Use of Funds: FDA EUA
 Submission, Supply Procurement,
 Operations buildout, Manufacturing
 commitment, Distribution and Internal
 Hiring & Restructuring

Value Proposition: Rapid Medical Parts, Inc (RMP), a Delaware Company, has designed a ventilator that up-converts positive air pressure breathing devices (CPAP and BiPAP) into emergency ventilation apparatus that provides both invasive and noninvasive respiratory support. We used aerospace mechanics and applied them to the world of medical device, providing COVID19 patients with full scale ventilation solutions at a fraction of the cost with an ability to manufacture using a digital platform.

Company Background: Rapid Medical Parts (RMP) is a DoD DPA Title 3 funded Company for the production of an emergency ventilation prototype. Our current focus is on adult victims with Acute Respiratory Distress Syndrome (ARDS) and will additionally increase optionality for hospitals to treat their most critical patients' long term. Our scheduled timeline to commence manufacturing is at the end of June 2020 with full scale distribution immediately to follow.

Management:

Col James Allen Regenor, USAF (ret)
 CoFounder & CEO, Rapid Medical Parts
 Techstars Airforce Accelerator 2020 Cohort
 Former Director of Transformation Technologies, Moog, Inc
 Former Group Commander, Colonel USAF

Rich Groves

CoFounder & CIO, Rapid Medical Parts
 Techstars Airforce Accelerator 2020 Cohort
 Former Investment Banker and Cofounder of Blockchain Resources Group (BRG)
 Served as lead in various finance roles and IT projects to deliver turnkey solutions

Noga Schechter

President & COO
 Head of Program Management and Chief of Staff to CEO of Healthcare Data Analytics Company
 Former Operator of SeaRock, LP & Fox River Partners \$500m Boutique FOF Hedge Fund



Products/Services: EVS-4 (new device) is being developed as a compact control box that will receive condition air outputted from a standard CPAP/bilevel/BiPAP machine. The device is being designed to provide continuous or intermittent ventilatory support for adult patients weighing more than 30kg who require mechanical ventilation.

Technologies/Special Know-how: RMP has established five patent markers and submissions around the aerospace technology we developed to upconvert oxygen. This "secret sauce" is a technology we are now looking to utilize in creating a new full-scale ventilator (EVS-5) of which we believe will provide comprehensive ventilation solutions in emerging markets and abroad.

Market: Our immediate market is that of the COVID19 crisis both domestically and globally. We anticipate up to 5,000 orders this year, post FDA approval and expect larger growth rates in emerging markets and offshore, providing our functionality, price point and shelf life. We are modeling a 15% YOY gross revenue growth rate. Upon the pandemic ending, we will be ready to release our more comprehensive ventilator model and bring to market a product price point that has yet to be challenged.

Distribution Channels: RMP has established a relationship with VCs both domestically and internationally of which currently work with manufacturers and distributors in the medical space. Our Go-To-Market strategy works hand in hand with existing infrastructure already in place with established medical supply and device distribution channels.

Competition: There are currently many ventilator solutions being released by various groups. MIT, JPL and others such as IDF have greatly contributed to the most immediate need of low-cost ventilation solutions but they are of either temporary infrastructure or that of finding the most immediate supplies within a hospital setting, where a CPR bag is utilized, cannot accommodate an ICU longer term need and have a shelf life of, at most, 90 days. Medtronic and other established manufacturers are meeting the race and stockpiles of the United States with higher cost models \$20k per unit and up. We are one of seven groups globally meeting the need of a Tier 2 device that has a shelf life longer than just a few months and can sustain a lower cost pricing model to clients based on our 3D print modeling.

Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
Revenue:	45,000	51,750	59,512	68,439	78,705
EBIT:	14,850	17,077	19,638	22,584	25,972

(dollars in thousands)

Projected +15% YOY

Able One Systems

QiP – Universal mobile payment just with your phone, without internet

Cosmo Di Tucci

Via dei Greci 7, Latina, 04100, Italy

Phone: +39 335 621 779 4

Email: cosmo.ditucci@ableone.it

Fax: +39 773242579

Web Address: [linkedin.com/in/cosmo-di-tucci-b589a46](https://www.linkedin.com/in/cosmo-di-tucci-b589a46)

Management:

CEO: Cosmo Di Tucci

CF & T: Matteo Daste

CTO: Federico Simonetti

DEV: Matteo Di Tucci

Amm: Sabina Egidi

Industry: *Fintech*

Number of Employees: 12

Amount of Financing Sought:

Zero. We are not raising money to build a product, we are interested in monetising the intellectual property

Business Description: *In 2011 Able One Systems wanted to kill the POS with a 100% software mobile payment solution. We failed to build a product. Anyway, we patented our solution back in 2011. Any product on today US market that uses two smartphones and QR code is an infringement of that patent.*

Company Background: *Able One System is a technology consultancy company focused on financial institutions. Founded in 1997, it has among its most prominent client the Italian Stock and Exchange.*

Management:

Cosmo Di Tucci: *Head of Engineering for IBM USA/Italy. Built his own consultancy Company DO.MA. in 1991 and then AbleOne Systems in 1997. Both are working on the IT Market right now.*

Matteo Daste: *Corporate Finance and Technology Lawyer.*

Federico Simonetti: *Visionary Entrepreneur and Hardcore Software Design.*

Matteo Di Tucci: *Full stack Developer.*

Sabina Egidi: *Administration.*

Products/Services: *Mobile payment solutions using nothing more than two smartphones, QR Code and GSM.*

Technologies/Special Know-how: *The system was patented in US and other major Markets in 2011:*

- *US 9552577B2 - USA (granted)*
- *RM2011A0391 - Italy (granted)*
- *EP124251232 - Europe (pending)*
- *2,894,482 - Canada (pending)*
- *2012397548. - Australia (pending)*

Market: *We are not interested in building a product. We want to monetize the intellectual property with strategic acquirers or collaborate with a commercial partner on the technological side*

Distribution Channels: *As for the market, we are not planning to build a product.*

Competition: *Competition can be divided in three groups:*

- *NFC + POS (GooglePay, ApplePay, MasterCard, Visa): hardware required, not multi platform, unsuited for P2B*
- *Email/phone numbers (Venmo): bad UX, impractical for P2B in terms of time spent for user input and privacy*
- *QR Code (AliPay, WeChatPay and PayPal): they infringe our patents, because they start from 2014 to 2020.*

Financial Projections (Unaudited):

	2012	2013	2014	2015	2016
Revenue:					
EBIT					
Able One Systems: (dollars in thousands)	356	404	641	747	719
EBIT					
Do.Ma. S.a.s: (dollars in thousands)	279	250	351	231	452

Team:



Cosmo Di Tucci



Matteo Daste



Federico Simonetti



Matteo Di Tucci



Sabina Egidi

INVESTOR EXECUTIVE SUMMARY

Quick Facts

Funding:

- >> Seeking Seed Funding
- >> \$500K investment (\$350k left)
- >> \$25K minimum per investor

Use of Funds:

- >> 40% Sales & Marketing
- >> 40% Research & Development
- >> 20% Infrastructure

Investment History:

- >> Approx. \$55K from Founders

Launched: February 2018

Status: Delaware C-Corp

Headquarters:

1125 West Street
Suite 429
Annapolis, MD 21401

Industry:

Information Technology/Cybersecurity Red Team & Penetration Testing

Bank: Capital One Business

Executives:



John Lundgren
CEO & Co-Founder
Tech Industry & Military Cyber Veteran



Foster Davis
COO & Co-Founder

CHALLENGE & OPPORTUNITY

Companies has more than doubled their cybersecurity spending in the past 5 years, but the annual number of breaches has grown by 70% in that time. Organizations still don't know how secure their data is, or how well their defenses stand up to attacks. To know for sure, organizations must test their defenses, and the most realistic method of testing is a red team assessment, where highly-technical hackers spend 2-3 weeks identifying weaknesses in cyber defenses, so organizations can strengthen their security. Despite the benefits of red team assessments, today's human-centric model of providing them is insufficient – they are infrequent, as attacker techniques and company IT environments rapidly change – and expensive. **Organizations need a continuous and more cost-effective method of testing their cyber defenses.**

SOLUTION DESCRIPTION

BreachBits applies automation and Artificial Intelligence methods to the Red Team process, allowing Red Teaming to be done remotely, continuously, and at a significantly lower cost than human-powered Red Teams. Our services can conduct reconnaissance, launch safe attacks, and test an organization's defenses 24x7 - helping clients identify risks, strengthen defenses and measure cyber investment ROI.



TRACTION

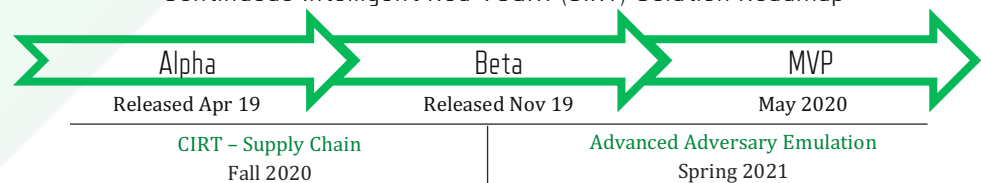
BreachBits' core service, Continuous Intelligent Red Team (CIRT), was released in late November 2019. BreachBits currently has 6 CIRT customers with a growing sales funnel.

BUSINESS MODEL & GO-TO-MARKET

Multiple SaaS offerings provide revenue streams with low overhead and extreme scalability.

- Phase I (COMPLETE): launch CIRT beta with 5 initial clients to refine core service.
- Phase II (ONGOING): establish CIRT adoption in target markets (finance & defense).
- Phase III (PROJ Q3 20): scale regional growth and solidify contracts with national MSPs.
- Phase IV (PROJ Q4 20): expand CIRT into retail market with a new offering: CIRT-Supply Chain.

Continuous Intelligent Red Team (CIRT) Solution Roadmap



PROPRIETARY INVENTIONS

BreachBits uses a proprietary combination of automation, Artificial Intelligence, and human oversight. Patent potential for these methods is under investigation.

EXIT STRATEGY

BreachBits will prove this concept, develop the proprietary methods and infrastructure, and will be ripe for acquisition in Years 4-5 by a major cyber consultant/risk management firm.

EXECUTIVE SUMMARY



BetterMynd

ONLINE THERAPY FOR COLLEGE STUDENTS

FAST FACTS

Executives

Cody Semrau, Founder & CEO

Website

www.bettermynd.com

Email

codysemrau@bettermynd.com

Phone

(585) 730-9813

Headquarters

1 Seneca Tower, Suite #2400
Buffalo, NY 14203

Launched

September 2017

Corporate Status

Delaware S-Corp

Industry

Healthcare IT

Law Firm

Lippes Matthias LLP

Bank

Bank of America

VALUE PROPOSITION

BetterMynd empowers colleges to meet the growing mental health needs of their students by providing them with access to online therapy sessions from licensed counselors.

CHALLENGE & OPPORTUNITY

U.S. colleges are seeing a 30% avg. year-over-year increase in the number of students seeking mental health counseling and are struggling to provide them with adequate resources. BetterMynd solves this by providing its own network of licensed counselors that students can have live video-therapy sessions from the privacy and convenience of their laptops and mobile devices.

MISSION & VISION

BetterMynd is on a mission is to improve the mental health of America's 20 million college students by taking therapy online to reduce the stigma of getting help and by making resources more confidential, personalized, and accessible.

ADDRESSABLE MARKET

U.S. colleges currently spend over \$5.3B on their mental health counseling services annually, a growing figure that represents BetterMynd's TAM.

PROSPECTS

BetterMynd sells directly to the student affairs and counseling administrations at each school. There are over 5,000 colleges across the United States that are viable prospects.

COMPETITORS

There are several well established players in the teletherapy space (i.e. BetterHelp, TalkSpace), but none that are focused on designing a solution exclusively tailored to the specific demands and needs of the college market.

PRODUCT ROADMAP

BetterMynd's current product is a HIPAA-compliant scheduling and teletherapy solution that was launched in 2017. BetterMynd 2.0 is currently in production to enhance scalability to new colleges and to expand into tangential services like telepsychiatry.

LEADERSHIP TEAM

Cody Semrau is Founder & CEO of BetterMynd. He is a member of Mental Health America's Collegiate Mental Health Innovation Council, Co-Director of the Founder Institute's Buffalo Chapter, and a graduate of Colgate University (2014).

TRACTION

BetterMynd is currently working with 8 colleges primarily in New York and Colorado. Nearly 1,000 therapy sessions have been conducted on the platform to-date amongst our network of 150+ licensed counselors.

BUSINESS MODEL

BetterMynd sells directly to colleges to make our services available to their students (B2B2C). Each college is charged one annual technology and support fee based on their enrollment size, as well as for a package of covered therapy sessions to be used by their students on an as-needed basis.

INVESTMENT REQUEST

BetterMynd is raising a \$500k seed round (\$300k remaining), to bring on key team members and be working with over 20 colleges by the end of 2020.

FINANCIAL PROJECTIONS

	2019	2020	2021	2022	2023
Revenue	\$54k	\$332k	\$1.6M	\$4.3M	\$50.7M
Profit Margin	29%	38%	40%	43%	45%



Jake Sandler, CEO :: jake@changeroots.com

Problem / Opportunity

Toxic partisanship is tearing our country apart and people don't have an effective way to incentivize politicians to do better. Trust in government is at an all time low, contempt between the parties at an all time high and legislative gridlock is worse than ever.

Solution

An app that empowers people to incentivize respect, finding common ground and passing legislation by crowdfunding micro-donations to politicians. ChangeRoots not only speaks to the next generation of voters through our design, but amplifies their impact.

Proprietary

Gamification framework, toxic partisanship scoring algorithm, political policy database and micro donation tech.

Market Opportunity

TAM: 200 Million Americans, the "exhausted majority".

SAM: 76 million "exhausted" 18-35 yr olds.

SOM: 23 million 18-35 yr olds most inclined to civically engage through an app.

**The "Exhausted Majority", a term coined in the largest polarization study ever (Hidden Tribes), are fed up with partisanship, flexible in their views and want to find common ground.*

Business Model

- 1) User tips - users add a tip each time they donate to politicians. Case study: GoFundMe earns \$100M ARR from tips.
- 2) Premium subscription - super users pay \$3 a month for advanced features. Case study: Headspace app earns \$200M ARR from 2 million premium subscribers.
- 3) Data - ethically monetize data on what statements and issues motivate 18 - 35 yr olds to donate

Go To Market Strategy

We acquire users through Facebook ads. Cost per install is below \$3 and decreasing each week. We acquire 1 user organically for every 2 paid downloads (K Factor).

The Team

Cofounders Jake Sandler (CEO), Sueah Kim (COO) and Christian Cobb (CCO) previously helped build fintech startup Asuiry Technologies from \$0 to over \$20mm in annual revenue leading operations, M&A and product. Neil Shah (CTO) founded and sold an HR tech company before starting a software development agency. Zach Boyette (Growth) cut his teeth at Google before leading growth at TopTal to over \$100mm in annual revenue. Julie Weber (CMO) led a marketing and design agency that notably ran the largest grassroots campaign ever at SXSW.

Traction

- **3,300+** users since March 3 app launch.
- **45%** 30 day retention, beating avgs across all app categories.
- **77%** month over month growth.

The Ask

\$500K SAFE at an \$5mm cap, 20% discount for first \$250K invested.

Use of funds: Growth 40%, Product 35%, Content 15% and Operations 10%.



Nayya Uses AI to Modernize Employer Healthcare

Nayya is an AI-driven benefits broker and digital health software platform.

Our proprietary algorithm, "DNA," analyzes billions of data points on workforces and health insurance plans to bring transparency and intelligence to the health plan purchasing and maintenance process. Our digital health software, Companion, customizes care journeys for employees to reduce costs and improve healthcare efficiency for 145+ million Americans.

Operating within a 41+ billion market, Nayya achieves smart cost reduction of 5%-15% for business customers while improving employee benefit experiences.

The management team is led by Sina Chehrazi (Georgetown Law, Georgetown Business School, DemystData, Enigma Technologies) and Akash Magoon (University of Maryland, LIS Labs -- Exited in 2016, Amazon Web Services, and Enigma Technologies).

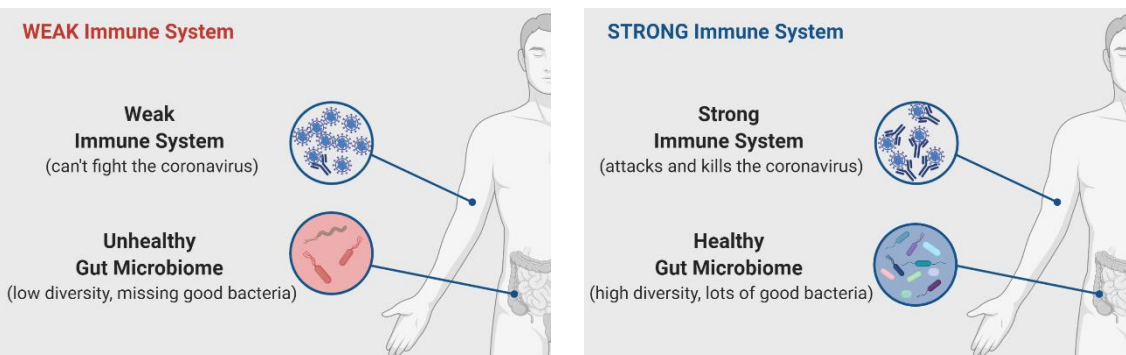
Sina Chehrazi
Sina@nayya.com
New York, NY



Global Problem. Coronavirus

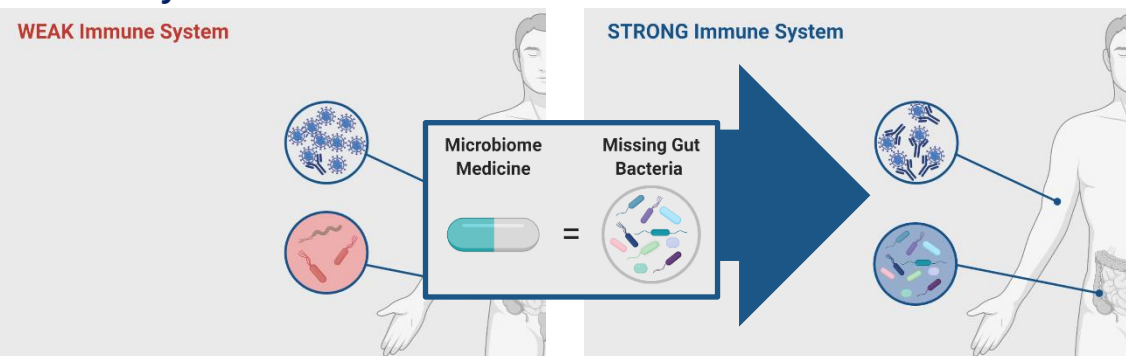
- **Without a vaccine**, our immune system is our only defense.
- **An unhealthy microbiome** is linked to a weak immune system.
- **At risk populations** for severe disease from the coronavirus have existing health conditions linked to unhealthy microbiomes.
- **A weak immune** system is prey for the coronavirus.
- **Our therapies** are designed to safely protect and defend against coronavirus when taken *alone or in combination* with vaccines.

A Healthy Microbiome Mobilizes the Immune System to Attack and KILL THE CORONAVIRUS



Global Solution. Microbiome Medicines

Our Microbiome Medicines Restore Missing Bacteria to Create a Strong Immune System to DESTROY THE CORONAVIRUS



Total Available Markets. Product Pipeline



CANCER IMMUNOTHERAPY



CONSUMER IMMUNE HEALTH



VACCINES

The Persephone Team

- Current management team and advisors have a strong track record of success in the pharmaceutical industry with expertise in biologics development, pre-clinical and clinical operations.

Profile:

Pioneering an artificial intelligence discovery platform for microbiome medicines. Leveraging proprietary cancer medicines for COVID-19 prevention and treatment.

Highlights:

- **Big data** approach to drug discovery.
- **Assets** include proprietary cancer microbiome medicines and novel probiotic strains of bacteria.
- **Incubating** at JLABS (Johnson & Johnson Innovation).
- **Partnership** discussions with big pharma.
- **Strong IP** position; filed first known patent application for COVID-19 microbiome medicines.
- **Experienced** management with manufacturing expertise.

Investment Opportunity:

- Seeking \$2M to \$5M financing specifically for COVID-19.
- Raised \$750K existing investors.
- Funding will deliver our COVID-19 therapy into the clinic in 2021.

Use of Proceeds:

- Mouse studies to demonstrate safety and activity of COVID-19 therapy.
- Intellectual property filings.
- Manufacturing.
- FDA IND (investigational new drug) application.
- Phase 1 clinical trials.

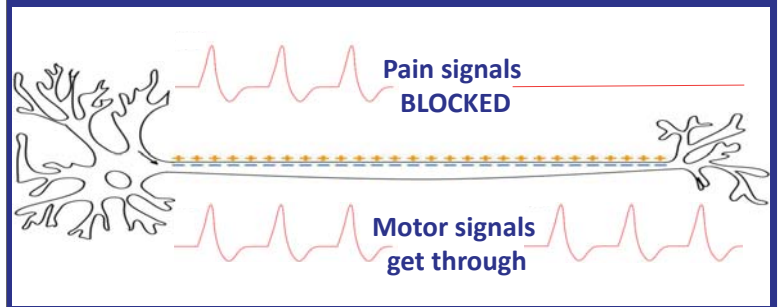
Prior Financing:

- Raised \$6M seed from VCs including Y Combinator (W18), 50 years, ZhenFund, Grey Sky Venture Partners, Pioneer Fund, Susa Ventures and Hemi Ventures.



Stephen R. Popielarski, PhD
 (484) 679-6274
steve@thermaquil.com

A Virtual Filter across any Nerve



Thermaquil Blocks Nerves



Like Lidocaine, except:

- Drug- and injection-free
- No risk of tolerance
- Use at-home whenever needed

We Discovered New Ways to Block Nerves



1) Room Temp Nerve Block

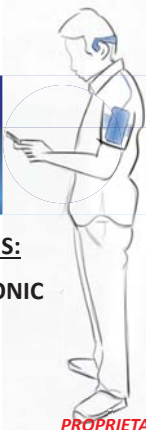
- Gently warm & cool nerves
- Noninvasive approach targets shallow nerves

2) Proprietary E-Block Signal

- Unique electric signal design
- Longer-term implants target deeper nerves

One or the other seems best for each indication

IP-Protected Mechanisms Block any Nerve



Proven human nerve blocks:

- ✓ Chronic head/neck pain (occipital block)
- ✓ Hand / finger nerve blocks (median/ulnar)
- ✓ Foot / toe nerve blocks (multiple nerves)
- ✓ Chronic post-inguinal hernia repair pain

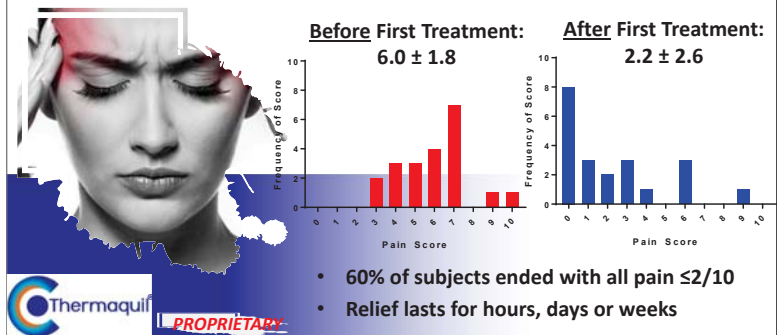
INITIAL FOCUS:

SEVERE CHRONIC HEADACHE & MIGRAINE

PROPRIETARY

Noninvasive Back-of-Head Nerve Block

Treating head/neck pain of any diagnosis or cause



PROPRIETARY

Cash-flow Positive: Revenue Model



Currently for sale: Manual prototype at-home kit

- Thermaquil is an Authorized Reseller of ThermaZone device
- At-home kit contains heating/cooling devices and accessories



How do I get one?

1. Patients referred physician (optional)
2. Patients give credit card to hold \$1800 max
3. At-home kit sent to patient for 1-week trial
4. If successful, submit bill to insurance

CONFIDENTIAL

Dominate “Nerve Block Device” Market



- 1) FDA accepts new category of “nerve block devices”
- 2) All Payors cover “nerve blocks”. All seek drug-free options
- 3) Thermaquil/Pitt Utility Patent applications cover Methods, Devices and Uses of drug-free nerve blocks

PROPRIETARY

Individually the Best in the World. Even Better (and Faster) Together.



Stephen R. Popielarski, PhD
CEO, Co-founder
-15yrs disruptive products including neuromodulation & acquisition



Christy Foreman, MBE
Regulatory lead
-Former Director, FDA Office of Device Evaluation



Changfeng Tai, PhD
Professor U Pitt, Co-founder
-25yrs neurophysiology experience
-Developed e-stim implant



William C. de Groat, PhD
Distinguished Prof, Pitt
-50yrs renowned experience



Grant Chapman, MechE/EE
Product design/prototyping
-Battery-powered devices with precise thermal requirements

Clinical Advisors & Investors Include:
Stephen Silberstein, MD FACP FAHS
Konstantin Slavin, MD FAANS
Jason Pope, MD DABPM FIPP
Philip Kim, MD
Steven Falowski, MD FAANS

Highly Efficient Use of Past Funds



\$1.8M funding gained:

- \$225K NSF and \$500K NIH
- \$125K additional grants
- \$510K convertible notes from clinicians/angels
- \$450K convertible notes from nonprofit University City Science Center

Accomplishments:

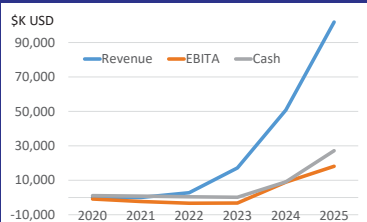
- Demonstrated noninvasive nerve blocks in >50 patients
- Validated market demand with manual prototype setup
- Ready to start wearable system clinical trials ~Sept 2020

PROPRIETARY

Financial Projections



	2020	2021	2022	2023	2024	2025
Revenue	\$ 0 K	\$ 20	\$ 2,732	\$ 17,162	\$ 50,728	\$ 101,917 K
Gross Margin %		66%	80%	82%	86%	88%
EBITA	-\$ 902 K	-\$ 2,334	-\$ 3,358	-\$ 3,260	\$ 8,907	\$ 18,113 K
EBITDA %				-19%	18%	18%



- \$10M investment to commercialize portfolio
- Cash-flow positive in 2024
- Negotiating \$12M DARPA contract and \$1M NSF SBIR

PROPRIETARY

Investment Opportunity



Currently raising \$2M (equity) to:

- Accelerate noninvasive system launch
- Accelerate reimbursement for nerve block devices
- Clinical trials of minimally-invasive e-block system

Neuros Medical valuation w/ highly invasive implant:

- Raised \$15M at \$30M valuation to generate less data than we have! Then raised \$22M more in Aug 2017.

PROPRIETARY



WILSON SONSINI

WILSON SONSINI GOODRICH & ROSATI @WILSONSONSINI

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



MICHAEL LABRIOLA, PARTNER, WILSON SONSINI GOODRICH & ROSATI

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



NEXT powered by SHULMAN ROGERS

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

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

ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS



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

PARTNERS



ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

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



NORTHERN VIRGINIA CHAMBER OF COMMERCE

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



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

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

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

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



MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

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

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

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

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

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

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

THE BALTIMORE ANGELS

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





FIRST FINANCIAL GROUP

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

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

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

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

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

Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS). OSJ: 7101 Wisconsin Avenue 1200, Bethesda, MD 20814. 301-907-9030 Securities products and advisory services are offered through PAS, member FINRA, SIPC. Financial Representative of the Guardian Life Insurance Company of America (Guardian), New York, NY. PAS is a wholly owned subsidiary of Guardian. First Financial Group is not an affiliate or subsidiary of PAS or Guardian. Guardian, its subsidiaries, agents and employees do not provide tax, legal, or accounting advice. Consult your tax, legal, or accounting professional regarding your individual situation. 2020-93325 Exp 01/22

SUNTRUST BANK



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

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

CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



PARTNERS

REFRACTION

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

ESTHER LEE, PRESIDENT & CEO REFRACTION



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

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

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

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

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

FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



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

PARTNERS



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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

SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

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

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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

HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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

KEIRETSU FORUM

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



PARTNERS

**startup
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COLUMBIA MD

STARTUP GRIND-COLUMBIA, MD

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

**Angels + Life.Sci
Investors**

ANGELS + LIFE.SCI INVESTORS

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

INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



ANNUAL WHARTON DC INNOVATION SUMMIT

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



PARTNERS



GEORGETOWN ENTREPRENEURSHIP

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

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

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

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

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



RYAN & WETMORE, P.C.

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

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

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

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

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



ATTENDEES

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

PRESENTERS			
First	Last	Title	Company
Dover Microsystems			
Jothy	Rosenberg	Founder & CEO	Dover Microsystems
Everix			
Hooman	Banaei, PhD	Founder & CEO	Everix
ViaTechMD			
Julie	Causey	EVP, Strategy & Operations	ViaTechMD
Rapid Medical Parts			
Noga	Schechter	COO & Co-Founder	Rapid Medical Parts
QiP			
Cosmo	Di Tucci	CEO	QiP
BreachBits			
John	Lundgren	CEO	BreachBits
BetterMynd			
Cody	Semrau	Founder & CEO	BetterMynd
ChangeRoots			
Jake	Sandler	CEO	ChangeRoots
Nayya Health			
Sina	Chehrazi	CEO	Nayya Health
Persephone Biosciences			
Stephanie	Culler, PhD	CEO	Persephone Biosciences
Thermaquil			
Stephen	Popielarski, PhD	CEO	Thermaquil

ATTENDEES			
First	Last	Title	Company
Noah	Abramowitz	Co-Founder & CEO	Keaton Prospectives
Fredric	Abramson	CEO	Golden Thread Technology, Inc.
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
John	Aggrey	CEO	The Unicorn Group, LLC
Marcos	Agudo	Start Up Owner	Alma Green Design
Alveena	Ahmed	CEO	Royal Home Properties
Jitin	Ahuja	Principal	SpaceJet Media LLC
Phillip	Akhzar	CEO	Arka
Daniel	Akre	Managing Director & Founder	UNI Partner, Inc
Omar	Al-Alami	Founder	SettleSYNC
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Luis	Alcoser	Venture Executive	Chevron
Kara	Allan	CEO of Style	Style by Kara Allan
Ronnie	Allon	CEO	Fast Locksmith LLC
Andrea	Alms	Fund Manager	BioHealth Capital Fund (affiliate of BioHealth Innovation)
Takatsugu (Taka)	Amano	CEO & Co-Founder	American Shochu Company
Vishnu	Amble	Senior Investment Director	Saudi Aramco Ventures
Ayla	Annac	CEO	InvivoSciences
Jimmy	Antia	AME	NPS
Christopher	Antonopoulos	CEO	Measured Results Marketing
Glenn	Archer	Managing Partner	GLA & Associates
Alexandro	Arenas	Co-Founder	Niujoy

ATTENDEES

First	Last	Title	Company
Dann	Arenas	CEO	Atombits
Paul	Armijo	Director, A&D Business Sector	GSI Technology, Inc.
Nicholas	Arnold	MBA Student	Butler
Michael	Atkins	CEO	AmaxVen
Darrin	Auito	Partner	HEA Law, PLLC
Justin	Ayars	Founder & CEO	Equality Rewards
Seong	Bae	CEO	ChamberForge
Amardeep	Bajpai	Founder	Webisdom
Milla	Bakhareva	Founder	Datrixo
Mark	Baldino	CEO	FireBot Suppression
Jeffrey	Banks	Principal	The K.I.N.G.S. Bureau
Daniel	Baraghoush	Founder & CEO	ArcadeQuest
Roy	Barman	CIO	Cynosure Services, Inc.
Jeremy	Barnes	CEO	Copiri, Inc.
Brian	Barnett	President	The Barnett Company, Inc.
Luis	Barros	Managing Partner	Leading Business Ventures (LBV)
Matthew	Basirico	Owner	Frank Consulting
Sameera	Bazaz	Consultant	Sameera Bazaz's
Jim	Beals	COO	CoolWaters Technology, LLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Youssef	Benjelloun	Doctorant	Ibn Tofail University
Chris	Bennett	Founder / Attorney	T-I-L(R)
Rokas	Beresniovas	Head of Growth	NIHFUCU
Chetana	Bhat	CEO	PPRD
Charlie	Birney	Founder & Manager	Podcast Village
Joe	Bishop	CPA	Snyder Cohn
David	Black	Founder	Even Health
Dr Gorakh	Bobde	CEO	AGSINGENUITY
Fabrizio	Boer	Director	SHIPINSPACE
Jaime	Boggio	Esq.	Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	DataTribe
Nikola	Bojanovic	Research Assistant	WHU - Otto Beisheim School of Management
Galit	Bokobza	Operations Manager	Arminco Air, Inc.
Joshua	Boles	Executive Chairman	Nirvana Capital
Alan	Borgeson	Vice President	Captive Nation
Robin	Borough	CEO & Co-Founder	AristaHire
Swarnjeet Kaur	Brar	Student	ATMC Federation university Melbourne
Henry	Briffel	Managing Director	Hxart
Linda	Broenniman	President & CEO	RadiateBuzz, INC.
William	Bruner	Managing Partner	Tandem Consulting
Shelia	Burgess	CEO	Intufo
Nancy	Burnett	CEO	The SB Group
Portia	Burton	Founder	Paws Creative
Matt	Butler	CBPA	Insperty
Roya	Butler	Student	Georgetown Law
Lara	Bzik	MBA Candidate	The Wharton School
S	C	Founder	Institute
Christian	Camarce	Partner (Patent Lawyer)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Katherine	Campbell	CEO	Prelius
John	Canter	CEO	KnickleKick
James	Carbone	Analyst	Cantor Fitzgerald
Gary	Carr	CEO	Givio
Sue	Carr	President	CarrTech LLC
Andy	Chalonec	Founder & Consultant	Cost Caddies
Katie	Chang	Vice President	Benten Technologies, Inc.
Rishi	Chatrani	Managing Partner	Previs Solutions
Rene	Chaze	Partner	Tiny Orange Capital
Meiying	Chen		
Alex	Choi	Analyst	Volition Capital
Kristin	Choi	Managing Director	DotLine Advisors
Paul	Chon	Lead Analyst	Aver Analytics
Elliott	Christian-Parker	Founder & CEO	Additive Care LLC
Rebecca	Churchill	President	Churchill Communications & Marketing

ATTENDEES

First	Last	Title	Company
Nadine	Cino	CEO	TygaBox Systems Inc
Dan	Coffing	Founder	Cloudentity
Mickey	Cohen	Independent Sales Rep	The Flooring Guy
Anthony	Cole	CEO	Phaeton Solutions
Lisa	Coleman		Consultant
Christopher	College	Managing Partner	TCP Venture Capital
Angie	Collier	VP	Dupont Circle Solutions
Robert	Colorina	Director	AIAC Group
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Jane	Connell	Business Development	Fagen, Inc.
Carissa	Consoli	Senior Associate	CMaRS
Susan	Coots	Financial Services Professional	New York Life
Kaila	Corsiglia	RTT Practitioner & Life Coach	Kaila Marie Coaching
Austin	Cortney	Corporate Strategy Consultant	
Philip	Cottone	Analyst	Thermaquil
Jim	Creighton		
Joao	Cullen	COO	Neo-H2
Luis	Cuneo	CEO	Mojavie
Bobby	Cunningham	Associate	Van Heuvelen Strategies
Robert	Curtiss	Account Executive	Business Group Resources
Larry	Cynkin	Consulting CTO	GreenBar
Jaime	D Boggio	Esq. - IP Law	Brandia LLC - Intellectual Property & Business Law
Carmine	D'Aloisio	Founder	Global Business Diplomacy LLC
Justin	Dank	VP, Enterprise Client Partnerships	Zeta Global
Nikita	Danwani	MBA Student	Schulich School of Business
JD	Daus	Managing Director	Property Improvement Capital LLC
Foster	Davis	COO	BreachBits
Lindsey	Davis	Client Coordinator	Davis & Associates, P.A. CPAs
Sherrod	Davis	Chief of Staff	Protenus
Stephen	Day	CEO	Day Capital Partner
Tahmina	Day	COO	Day Capital Partners
Rafel	De Ita	COO	Atombits
Hank	Dearden	Executive Director	ForestPlanet
Holly	DeArmond	Managing Director	Dingman Center for Entrepreneurship
Eddie	Degua	Founder	MyZero.Loan
Vince	Deng	President	SAPA-DC
Veronica	Denis	Health & Beauty	Veronica Shop
Heli	Desai	President & Co-founder	uvsity.com
George	DeVaux	Vice President	Titan Systems
Taylor	Devine	Founder & Managing Partner	The CDI Group
Chris	Dhas	Engineer	CNSw
Camilla	Dias	Owner/Founder Of Digital Affinity	Digital Affinity
Frank	Dickson	Director	MD Department of Housing and Community Development
John	Dierkes	Managing Director	Pickwick Capital Partners
Bob	Dinkel	Director	RE Dinkel LLC
Rich	DiPippo	Partner	NFP
Jason	Dodier	Engagement Leader	AlphaStruxure
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Sahil	Doshi	Vice-President	Allied Pharma
Suhani	Doshi	Director, Finance	Allied Pharma
Jessica	Du Bois	Employee Benefits Consultant	Business Benefits Group
Martin	Dudziak	CEO	Intelligence Renaissance Industries
James	Dunn	Partner	D Partners
Denis	Dyack	CEO	Apocalypse Studios Inc
Steven	Eddy	CPA	Resourceful Business Advisors LLC
Marielle	Ednalino	Venture Fellow	Score3
Chris	Efessiou	CEO	Alzyn, LLC
John	Egan	Founder	Socraticx
Brittany	Eleazer	Gateway Advisor Coordinator	TEDCO
Omar	El-Mohri	CEO	IPCONNEX
Akram	Elzend	President	Revival Homecare Agency
Asher	Epstein	Entrepreneur	dadash
Teresa	Esser	Managing Director	Silicon Pastures
Julissa	Estrada	CPO & Co-Founder	AristaHire

ATTENDEES

First	Last	Title	Company
Eric	Evans	Senior Managing Director	Evans Hagen & Company
Herb	Ezrin	CEO & President	Potomac business Group
Kim	F	Advisor	
George	Faber	Agent	USHA
Sol	Fajardo	HR Manager	Agrofy
Harris	Fanaroff	Director of Client Relationships	OKA
Maria	Fasolino	Analyst	Thermaquil
Mark	Feldman	Marketing Consultant	Feldman Marketing
Todd	Feldman	Founder & President	The Rocket Factory, LLC
Joao	Felizardo	Head of Client Services & Delivery	I D G Communications Ltd
Leslie	Ferry	Founder	Brize
Daniel	Flynn	Founder & CEO	Binbox, Inc
Scott	Fox	CEO	OC Startup Council
Jodi	Frank	CEO & Founder	Whats for Dinner Technologies
Lisa	Friedlander	Business Development	Shulman Rogers NEXT
Liam	Gallagher	Business Development Associate	Culture Media
Jyotin	Gambhir	Founder	SecureFLO
Steven	Garofano	Co-Founder, CEO	Aqqaint
Elizabeth	Garzarelli	Partner	LPA Search Partners
Kareem	George	Chief Innovation Officer	BOE Inc.
Ali	Gerami	Founder	ALLDOTs
Brandie	Gerrish	Global PR	Raytheon Technologies
Richard	Gersten	Manager	Urban Igloo, LLC / PeakGersten partners
Mark	Gilbert	Financial Advisor	UBS
JeanCarlos	Giron	NGO founder	ChiChiCa
Adam	Gladsden	Founder & CEO	Broad Street Labs
Surendra	Goel	Founder	Stealth Startup
Vern	Goff	CMO & Principal	Emerald City Communications and Marketing
Douglas	Goldstein	Managing Director	eFuturist, Inc.
Laura	Gomez Cadena	MBA & MSIS Candidate	Robert H. Smith School of Business
James	Gordon	CEO	CULTIVA
Mary	Granger	Professor	GWU
Greg	Grant	Partner	Shulman Rogers - NEXT
Niki	Grant	Growth Business Partner	TriNet
Alexis	Green	Program Director	Laureate Education
Adam	Greenspan	President	Trace Orthopedics
Paul	Grepps	IoT Product Strategist	Entrepreneur
Adam	Grill	CEO & Group President	Odyssey Group
Stephanie	Gumm	Financial Planner for Business Owners	MassMutual-Capitol District
Anita	Gupta	Founder & CRO	KiwiTech
Alisa	Gus	CEO	WishKnish
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Mark	Haas	CEO	Association for Enterprise Growth
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Brian	Han	Deputy Director	KIC
Craig	Handley	CEO	Listentrust
Joy	Harper	Owner	MHW
Edgar	Harrell	Founder & Partner	Harrell Capital Partners
Denise	Hart	President	O2 Lab
Barry	Hartzberg	Aspiring Investor	UVA Darden
Jim	Hatch	Consultant	DJH Consulting
Chris	Haug	Chapter Director	Startup Grind, Columbia MD
Claude	Hayn	Advisor	AdJumps
Yuan	He	Partner	HY Financial
Michael	Heller	Founder & CEO	iRevü
Michael	Helmicki	Executive	DLA Piper
Deborah	Hemingway	CEO	RogerTech
Anil	Hemrajani	CEO	Visual Patterns
Adam	Henry	Business Development Manager	Arlington Economic Development
Cheryl	Heusser	CPA	Snyder Cohn, PC
Tim	Hijazi	Principal	Self
Stavros	Hilaris	Chief Technology Officer	Mediavision Cloud
Laura	Hill	VP, Product	EquiFi
Scott	Holec	CEO	eTERA Consutling

ATTENDEES

First	Last	Title	Company
Rich	Holloman	CEO	Mobodyne LLC
Doug	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	HPG Partners
JB	Holston	Dean	University of Denver
Helen	Huang	Student	University of Bristol
Rob	Huey	CPA	Huey & Associates, P.C.
Ken	Huffman, CPA	Founder & President	CaptiveNation.com
Scott	Hunter	Associate	Boustead Securities, LLC.
Tony	Hussain	CDO	Alike Patient
Peter	Iansek	CEO	Operative Intelligence
Jay	Ibarra	Account Executive	Advancio
Eric	Ingram	CEO	8th Continent Technologies
Brian	Israel	Corporate Development	DHG
Gloria	Jacobovitz	Tech Manager	JHU APL
Nelson	Jacobsen	Chairman & CEO	Altavoz Distribution & Entertainment
Piyush	Jain	CEO	Simpalm
Shalav	Jaiswal	Director	Personal
Julie	Jama	Creator & Owner	Rural Lab
Guillaume	Jaulerry	Founder	O Company Holding Inc.
Jelena	Jeremic	CSO	Nostopharma
Mohamoud	Jibrell	Founder & Managing Director	SAMA Technologies
VictoriaLynn	Johnson	Goddess	Aphrodite's Cups
Phil	Jung	CFO	Mindoula
Chirag	K	Clinical Development/Business Development	BN
Sathiya	K		
Kashyap	Kabaria	COO & Co-Founder	margenius
Steven	Kadiev	CEO	Neo-H2
Murali	Kalavapudi	Owner	Envirosys Technologies, LLC
Marcel	Kaminstein	President	MediaLabCBG
Ashok	Kapur	CEO	Hawkeye Medtech
Alec	Karys	CEO	Genesis Inc.
Robert	Katz	Executive Director	World Innovation Network
Stephanie	Katz	President	CETA
Shivani	Kaushal	President	Synapse Business Systems
Joe	Kessler	Managing Partner	Next-Stage Development Group
Hunter	Kettering	VC Associate	T-Bird Capital
Hnin	Khine	Business Mentor	Elosense
Alexander	Khorokhorin	Managing Partner	Angelico Ventures
Godisamang	Khunou	Film Director	Mogale Pictures
Laura	Kittredge	Conferences + Events	Breaking Media
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer
Hryhorii	Klochnyk	klo4nik@gmail.com	Movadex
Bernard	Klocman	CEO	Emergent Healthcare
Marty	Koev	Investor Group	Koev Brothers
Prakash	Kolli	CEO	Blue Point Materials Research LLC
Nelly	Kolodny	Founder & CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	SVInnovations, Inc.
Paul	Korkemaz	Principal	XPRT LLC
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Nish	Krishna	Co-Founder & CEO	Lend Grow Inc
Danielle	Kroo	Director of Business Development	The Global Good Fund
Max	Kryzhanovskiy	Owner	MOS Creative
Yuvraj	Kshirsagar	Manager	Startup
Michael	Kuebler	Program Manager	ISI
Anil	Kumar	Engineer	Deephouse.io
Felix	Kushnir	Attorney	Shulman Rogers
Jose	Laguna	Founder	Rook3
Mandy	Lam	Senior Manager	Snyder Cohn
Tony	Lau	Managing Director	Detente Group
Mark	Lawrence	Managing Partner	Inncuvate
Donna	Lazarescu	Director of Partnerships	KiwiTech - In-Kind Investor & Tech Partner w/Investor Network
Don	Le	CEO	Ladder
Alvin	LeBourgeois	Managing Partner	Tactivity LLC

ATTENDEES

First	Last	Title	Company
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
Esther	Lee	CEO	Refraction
Joy	Levin	President	Allium Research and Analytics
Stephanie	Li	Director	NMPA
Jim	Liew	Associate Professor	Johns Hopkins University
Toby	Lin	Co-Founder & CTO	Cyber Skyline
Barry	Lipsy	Principal	BNLipsy&Assoc
Greg	Little	President	Grodivo Corp.
Andrea	Liu	IO	TLFO
Xiaonao	Liu	CEO	Nanobiofab
Cody	Locke	Co-Founder & Chief Innovation Officer	Ignite Social Impact
Kent	Lopez	Advisor	Growth Advize
Jeff	Love	Founder	Stealth
Pam	Lubel	Vice President, Membership	Maryland Tech Council
Alan	Lubna	CEO	Human Resources Consultantsllc.com
Philip	Luca	PE	AWS
Dennis	Lucey	Vice President	AKIMA
Jackie	Luo	Principal	BAM Advisory
Zhongwen	Luo	Ph.D.	UVA
Bei	Ma	Founder & CEO	The Pinea Group
Tony	Ma	President	Benten Technologies, Inc.
Marcelo	Madeira	Founder & CEO	D2Airport Inc.
Christopher	Mahon	Partner	CohnReznick LLP
Tai	Mai	Student	Georgetown University
Raj	Malik	Partner	Pixel Perfect Ventures
Mike	Malloy	Program Director	Halcyon Incubator
Robert	Manasier	CEO	In Focus Brands
Jason	Mantzouranis	COO	Cachet Mode LLC
Jovan	Marjanovic	Managing Partner	Prowerk Consulting
Donald	Marron	Institute Fellow	Urban Institute
Chris	Martin	CAO	The Martin Group
Thomas	McCabe	CEO	McCabe Tech
Karen	McCord	CEO	SapFonte
Earl	McCoy, Jr.	Regional Recruitment Coordinator	Webster University
David	McDonell	Strategy Development and Delivery	ExClone Inc
Tyler	McKinley	Director	KiwiTech
Jack	McLindon	Manager	PwC
Mark	McLindon	Managing Partner	Beach Mill Partners
Mark	McMahon	Director	McMahon Management
Mac	McMurray	Director of Business Development	SYNECTIC Product Development
Don	Megrath	Managing Director	VectorPoint Ventures
Rehaan	Mehar	Director	GADG
Saddaf	Mehar	Director	GADG
Brian	Mehnert	COO	Connected Services of North America, LLC
Michelle	Melo	Entrepreneurship Programs Associate	George Mason University
Michael	Mendelsohn	Vice President	Blackstone
Randy	Mersky	Partner	Plexus Promotions
Jomy	Methipara	Attorney	Dickinson Wright
David	Meyerson	Partnerships Director	Netcapital
Rui	Miao	Student	George Washington University
Trent	Michaels	VP Sales	Binbox Lockers
Salome	Mikadze	Co-Founder	Movadex
Donna	Miller	Co-Founder & CEO	Purse Power, Inc.
Gregory	Miller	Principal	Hayland Advisors LLC
Sravani	Minupuri		
Sharad	Mishra	Ventures	UHG
Irina	Mitchell	VP Programs & Operations	Private Capital Development LLC
David	Moehring	Partner	Cambium
Bill	Moher	Investor Relations Consultant	American Gene Technologies
Curtis	Moiles	Business Development	Greenhills Ventures
Keith	Moore	CEO	Boustead Securities, LLC
Roy	Morris	MP	STI
William	Morrison, MD	Medical Director	Trace Orthopedics
Duncan	Moss	President	DJMoss Associates

ATTENDEES

First	Last	Title	Company
Eric	Muccino	Data Scientist	Mindboard
Carlos	Murguia	Associate Fund Manager	Arrowhead Innovation Fund
Shamanth	Murthy	Engagement Manager	EXL Analytics
Liamann	Mzadeh	Fashion Designer & Entrepreneur	Moda Timkar
Michael	N	CTO	HCS Inc
Phil	Nadel	Managing Director	Forefront Venture Partners
Daya	Naef	Coach	The Success Partner
Charles	Nahabedian	CEO	VideoKall, Inc
Daniel	Nakamura	Owner	Booth-o-Rama
Silvana	Nani	Chief Innovation Officer	Korabi Consulting
Ashwath	Narayanan	CEO	Culture Media
Sundi	Natarajan	Co-Founder	Sparksoft
Melissa	Ng	Founder	COUA Inc
David	Nguyen	Founder	ThruGreen, LLC
Michael	Nguyen	CEO	Meditate AI
Wendi	Ni	Scientist	Novartis
Nicolas	Nicolaou	CEO	Datalink Information Technologies Inc
Alexandra	Nicoletti	Investor	Camber Creek
Henry	Nimey	Summer Analyst	Provident Healthcare Partners
Brady	Noble	Founder	Proudly LLC
John	Nolan	CFO	Options Solutions
Kelly	Nugent	Business Development	Datawatch Systems
Peter	O'Rourke	Sales	ePlus
Jim	Ofodum	CEO	Fichaya
Michael	Ogunsanya	CEO & Co-Founder	MindStand Technologies Inc.
Greg	Ohl	CTO	Neo-H2
Sungeun	Oller	Investment Fellow	T. Rowe Price
Gregory	Olson	Schedule Analyst	Olson Consulting
Jeff	O'Neill	Financial Services, Tax-Free Growth Solutions	New York Life
Elizabeth	Orsinger	Senior Vice President	Pacific Western Bank
Noah	Owens	STEM Student Support Specialist	Community College of Baltimore County
Guc	Ozenci	Co-Founder, Investor & Advisor	Peoplise, Prisync, SlashPay & TalentMondo
Henry	P	Director	HBCI
Ricardo	Padron	Founder	Aula StartUp
Sid	Pailla	Founder & CEO	Sunny Day Fund (fintech + hrtech)
Ernesto	Paiz	Venture Partner	Microventures
Patti	Pan	CEO & Founder	Revart LLC
Swati	Pandey	Sr Associate Strategic Partnerships	KiwiTech
Dean	Papadopoulos	CEO	EpiWatch, Inc
Jean-Luc	Park	Founder	Ferrum capital
Shriya	Patnam	Consultant	Accenture
Paul	Pauk	Principal	Paul Adler LLC
Steven	Pennington	Managing Director Strategic Partnerships	Maryland Environmental Service
Valerie	Perlowitz	CEO & Founding Partner	International Holding Company, LLC
Bach	Pham	CEO	bePOS
Mike	Pitkowicz	Founder	The Giving Step
Henry	Pittman	Founder	Global Strategic Connections 360
Chris	Poch	MD	Morgan Stanley
Zach	Pogue	Strategic Advisor	TrueAlgae
April	Pollard	Owner	April Pollard
Sam	Pollaro	Entrepreneur	My Latest Startup
Suniti	Ponkshe	Partner	Newport LLC
Dr. Satyam	Priyadarshy	Board Advisor	Borde
Jorge	Próspero	President	Dynamic Referral System Corp
Phillip	Quatrini	Partner	Rimon Law
Mina	R	Product Management	Vbrick
Sam	R	CTO	SOLminer
Harsha	Rajasimha	Founder & CEO	Jeeva Informatics Solutions, Inc
Rahul	Rajeev	Ops	ABC
Mauricio	Ravize	CEO	MDS
Sashi	Reddi	Managing Partner	SRI Capital
Joe	Reddix	President & CEO	The Reddix Group, LLC
James	Regenor	CEO	VeriTX
Gerry	Reihsen	CEO	Coasis Coalition Companies PB LLC

ATTENDEES

First	Last	Title	Company
Silvio	Renzi	CEO	Previs Solutions
Andy	Richman	Partner	ProductSavvy
Larry	Roe	CRO	Modus Create
Yuhan	Roh	Co-Founder & CEO	TeamChat
Robert	Rosenberg	President	S M C
Anne	Rosenblum	Business Investment Manager	Fairfax County EDA
Tim	Ross	Tax Partner	BDO, LLP
Todd	Rowley	Market Executive	Old Dominion National Bank
Bill	Rubacky	Founder	Passworks.com
Mike	Russell	CEO	Forma Endoscopy Inc.
Lindsay	Ryan	Venture Development Director	University System Of Maryland
Mike	Ryan	Chairman	Executive Impact Group
Rachael	Sacks	Chief of Staff	Hxart
Rovaida	Saleh	CEO	Cynosure Services, Inc.
Julie	Saltman	CEO & Co-Founder	Clause Logic
Umit	Sami	CEO	Memcus Inc
Joseph	Sapien	Executive Director	Success Through Technology Education (STTE) Foundation
Liz	Sara	Founder & CEO	Best Marketing LLC
B	Sareen	Senior Advisor	CyberForce LLC
Lili	Sargsyan	Manager of Marketing	Snyder Cohn
Gerald	Scheinman	Retirement Specialist, Insurance Agent	New York Life
Hal	Schild	CEO	Missing Link
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Paul	Schmitz	Founder & CEO	Corner Office Coach
Joshua	Schoen	CEO	Ailanthus
Judy	Schramm	CEO	ProResource, Inc.
Dennis	Schultz	Founder & CEO	PaparazzMe
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Mike	Segal	Managing Director	MJSegal Associates
Gina	Seneca	President	Kiki Torches - the first customizable tiki torch
Maximus	Seneca	Founder & Designer	EVURO INC
Antony	Seppi	Advisor	HCDC Business Center
Mario	Shaffer	Principal	H.I.G. Capital
Scott	Shaffer	Founder & CEO	TraceFree
Shevy	Shafie	CMO & Partner	Marstudio
Max	Shapiro	CEO	PeopleConnect
Bobby	Sheppard	President & CEO	MalWork Inc.
Parag	Sheth	Managing Director	Outcome Capital
Becky	Shewbridge	M&A Lead	WowBPO
Jeffrey	Shon	Partner	REDDS Capital
Vincent	Sica	Principle	Sica Ventures LLC
Gus	Simiao	EIR	Data Point Capital
Kristy	Simmons	Executive Director of Business Development	Brand Ready Media
Les	Simpson	CEO	Wellness Tech Plus, Inc.
Navin	Singh	Technology Architect	
Eugene	Sirianni	CFO	CBD Clinic Care
Hanna	Sissala	CEO	LullaMe (Familing OY)
Karen	Smaw	Director	FCEDA
Kelly	Smith	Cyber Risk Principal - Information Chemist	Deloitte
Marc	Sobel	Executive Vice President	JM Zell Partners, Ltd
Anthony	Soscia	President	Atlantic Pharmaceuticals, Inc.
Chris	Soto	President	CTC Events and Productions
Marcos	Sousa	Director	Verde Telecom
JJ	Sowers	CIO	Sowers family office
Farah	Spencer	Managing Partner	GADG
Leona	Spencer	Founder	NetMeterGo.com
Robert	Speziale	Principal Consultant	Speziale Consulting Services
Ajay	Srivastava	President	eKuber Ventures Inc
Shambhavi	Srivastava		
Liz	Stein	President	Liz Stein Consulting
Ernest	Stern	Partner	Culhane Meadows PLLC
Roland	Storti	Founder & CEO	Minfo Americas
Robert	Stratton	Principal	Polymathics
Karen	Stringer	Partner	OlenderFeldman

ATTENDEES

First	Last	Title	Company
Sonia	Su	Founder	Kits to Heart
Kathleen	Summerfield	Account Executive	Oakwood
Adam	Suri	President	Community DNS LLC
Sean	Sutherland	Director of Accounts	Kapowza
Bob	Sweeney	Director of Strategic Partnerships	American University
Ike	Syed	Vice President	KiwiTech
Paulina	Szyzdek	Investor	VC
Aksaraphak	T.	Owner	Real Estate Business
David	Talenfeld	CEO	Botanisol Analytics
Mathew	Talley	Founder & CEO	Sonder Innovations, LLC
Muhammad	Tanoli	CEO & Head of Blockchain	DRUIT
Phil	Telio	President	Embrace
Eugene	Teplitsky	CTO	WishKnish
Christopher	Thomas	CEO	Reach High Productions
Tammi	Thomas	VP, Marketing & Communication	TEDCO
Tom	Thomson	Managing Principal	T. Thomson & Associates, LLC
Andrea	Tinianow	Connector in Chief	Connector Street
Cary	Toor	Principal	T-Ventures Corporation
Vince	Tsang	Entrepreneur Sales Coach	Vincetsang.com
Andy	Tucker	Partner	Nelson Mullins
Debbie	Tyler	CEO Chair, Coach, Board Director	Vistage
Mihaela	Ulieru	President	IMPACT Institute for the Digital Economy
Tarun	Upaday	CEO	Gallop Travel
Carol	Van Cleef	CEO	Luminous Group
Stephen	Van Dien	CTO	Persephone Biome
Nick	van Terheyden	MD	Incremental
Carlos	Vassallo	COO	PlanetM.us
Vibhu	Verma	Student	George Washington University
Katya	Vert-Wong	CEO	Nostopharma
Steve	Vibhute	Investor	ScaleXM
Adam	Viener	Founder	Yazing
Nithi	Vivatrat	Chief Product Officer	Socially Determined
John	Vogt	Project Manager, Veteran Entrepreneur	PenFed Foundation
Louis	Wai	CEO	IDML
Anthony	Walker	CEO	Stayincharger LLC
Carl	Wallace	CEO	C Score
Paul	Walter	CPA	Crown & Company, CPAs
Vicki	Warker	Chief Consultant	Customer Driven Results
Joseph	Weaver	CEO	Global Design Interactive
Hannah	Wei	Analyst	Eg
Barry	Weinbaum	Financial Services Professional	New York Life
Tom	Weithman	Managing Director	CIT GAP Funds
Skip	West	President	MAXSA Innovations LLC
Noah	Wexler	Co-Founder & CEO	Bescene.ai
Millar	White	Vice Consul - Trade & Investment Officer	British Embassy - DIT
Rachel	Williams	Diversity	Apple
David	Wilson	Principal	Franklin Advisory
Steve	Wiltse	Managing Member	GF LLC
Theodore	Wiss	VP Sales and Marketing	Zigron
Ernest	Wohnig	CEO & Founder	WCA
William	Wong	Investor Scout	Virtual Tank Global
Michael	Yan	Investor	Scrum Ventures
Jessica	Yin	Analyst	Good News Ventures
Hank	Yuan	Director, National Capital Region	Founder Institute
Jeehye	Yun	CEO	RedShred
Lina	Zdruli	CEO	Dafero
Ling	Zhang	Senior Manager	DHG LLP
Olivia	Zhong	MBA	UVA Darden
Yangzhi	Zhu	Postdoctoral Researcher	University of California, San Diego
Bill	Zonghetti	Executive Vice President	Colliers
Iris	Zou	Business Development	Unity

THANK YOU TO OUR COACHES



DAVID GIANNINI
CEO
CirrusWorks



LAURA HILL
VP Product
EquiFi



GEORGE HONDROS
Director,
Business Development
BDO USA, LLP



ALIYA HULSE
Founder & CEO
MWM Systems



NEIL KLEINBERG
CEO
DiliVer LLC



MIKE LABRIOLA
Partner
Wilson Sonsini
Goodrich & Rosati



INES LEBOW
CEO
Enterprise
Transformation Solutions



MARISSA LEVIN
Founder & CEO
Successful Culture International
@marissalevin



BOB LONDON
CEO, Founder & Chief Listener
Chief Listening Officers
@londonink



JET LU
Director, Digital DevOps
Baltimore City



MALI PHONPADITH
Founder & CEO
SOAR Community Network



MIKE RIEMER
Entrepreneur in Residence
ABJJ Digital + IIoT Labs

PARTNERS



Angels + Life.Sci Investors

