

Big Idea
CONNECTpreneur

Investor Network



Virtual Rocket Pitch + Power Networking

November 24, 2020

CONNECTPRENEUR.ORG

AGENDA

TUESDAY, November 24, 2020

All times are Eastern Daylight Time

**11:00-11:15am | VIRTUAL NETWORKING
(via Private Message)**

11:15-11:30am | WELCOME and INTRODUCTIONS
-TIEN WONG, Founder & Host,
CONNECTpreneur Community
- DAVID FITZPATRICK, Director of Marketing,
Modus Create

11:30-12:20pm | ROCKET PITCH SESSION

Companies will be introduced by:

- ANTHONY MILLIN, Founder & Chair, NEXT
by Shulman Rogers**
- SALIL GANDHI, Partner, Wilson Sonsini**

PRESENTING COMPANIES:

SurgiPrice - DR. SANJAY PRASAD
CyVision Technologies - JOHN WILLIAMS
VideoKall - CHARLIE NAHABEDIAN
Roboworks - WAYNE LIU
Gravatate - JAVIER CASTRO
My Friend Violet - MARTA WOHRLE
Pixspan - TOM HOWIE
Returnable - KEVIN DOUGHERTY
Vital Command - JIM MCLAUGHLIN

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

SPEAKERS



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

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

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

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

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



www.surgiquality.com
www.surgiconnect.com
www.surgiprice.com

Sanjay Prasad MD FACS
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sprasad@surgiprice.com
 9715 Medical Center
 Drive, Suite 201
 Rockville, MD, USA 20850

MANAGEMENT TEAM

Founder & CEO: Sanjay Prasad MD FACS

Author, Pragmatic Solution for the Price Patients Pay: Resetting Healthcare Post COVID19 Pandemic soon to be released

COO: Jack Nelson
Customer service champion
(Former COO Coventry Health, 11M members, CareFirst BCBS, CVS Caremark)

Chief Marketing Officer: Bob Malone
(Former President TPA, Stop Loss Carrier, Former CEO Medical Cost Sharing Plan)

VP Engineering: Sathya Venkataraman
(Formerly with Centene)

Board of Directors:
Sanjay Prasad MD
Karen Ferrell,
(Former Aetna, Cigna, Prudential Executive)
Tim Meyers

INDUSTRY

Healthcare Services & Technology

STRATEGIC RELATIONSHIPS

Medical Cost Sharing Plans
 Third Party Administrators (TPAs)
 Blue Cross Blue Shield Health Plans
 National Surgeon Networks
 National Surgery Center Networks
 National Hospital Networks

CURRENT INVESTORS

Sanjay Prasad MD invested \$2,000,000
Other surgeons: \$410,000

FUNDING TO DATE

\$2,410,000

Series A: VC Term Sheet, \$3,000,000, (In Due Diligence Process)

FINANCING SOUGHT

Now, \$500,000 Bridge Round, Conv. Note
At Qualified Financing,

LAW FIRMS

Cooley

COMPANY DESCRIPTION

SurgiPrice sends "RFPs for surgery," when employees are in need.

COVID19 pandemic has created an unexpected opportunity to reset surgical healthcare utilization in the US.

Pre-pandemic, employers were suffocating from annual double-digit increases in healthcare costs and their employees were trapped in unaffordable high deductible health plans, restricting access to care and access to actionable data to make well-informed decisions.

Solution:

A personalized concierge helps upload patient records to the SurgiQuality HIPAA-compliant cloud, for distribution to surgeons through the SurgiConnect app. After review, surgeons validate medical necessity, report on their past experience with the procedure (# of cases performed, success rates and complication rates) and, with their facilities, state a bundled price.

Patients choose their surgeon based on cost, surgeon's past outcomes, and convenience.

Value Proposition

Patients

Prevent unnecessary surgery
 Explore alternatives to surgery
 Connect to high outcome surgeons
 Zero deductible options

Employers, Health plans

Reduce costs and with higher quality
 Avoid Catastrophic Claims

Surgeons, Surgery Centers and Hospitals

Access to new surgical cases
 Prompt payment

Business Revenue Model

1. Per employee per month subscription fee
2. Concierge Fee per case
3. Savings Percentage Share

BUSINESS DEVELOPMENT

Anticipate contract signing with Cost Sharing Plan (30,000 lives) within 30-60 days, for March 2021 start. (annual revenue potential \$3M- \$10M)

Pipeline:

- Stop Loss Carriers (100,000 members)
- Multiple other Cost Sharing plans (3,000,000 lives)
- State-wide Blue Cross Blue Shield Plan (3,500,000 members)
- Blue Cross Blue Shield Association (37 BCBS plans with 60,000,000 members)
- 150 TPAs

Providers:

Partnerships with National Surgeon Organizations
 Partnerships with National Surgery Center Management Organizations
 15,000 surgeons, > 300 surgery centers and > 100 hospitals

	2021	2022	2023
Revenue (1000s)	\$4,480	\$21,035	\$40,618
Profit (1000s)	\$4,116	\$20,210	\$39,013
EBITDA (1000s)	\$1,160	\$15,444	\$33,532

"The forecasts are not guarantees of performance. They are forward-looking statements that are subject to a number of risks, uncertainties and assumptions and should be read with caution. These forecasts are subjective in many respects and thus are susceptible to interpretation and periodic revision based on actual experience and recent developments. While presented with numeric specificity, these forecasts reflect numerous assumptions made by our management with respect to industry and financial conditions and other matters, as well as general economic conditions, many of which are beyond our control. Accordingly, our actual results may vary significantly from these forecasts."

CyVision Technologies, Inc



Steve Crummey
394 Atlantic Ave, Cohasset, MA 02025
Phone: 617-947-3281
Email: steve@cyvisiontechnologies.com

Web Address: <http://www.cyvision.net>

Management:

CEO – John Williams

VP - Rudy Lowy

CTO – Jamie Conway

CFO - outsourced

Industry: Cybersecurity assessment services

Number of Employees: # 6

Bank: Bank of America

Auditor: Painter and Associates

Law Firm: Shulman Rogers

Amount of Financing Sought:

\$1MM debt or equity

Current Investors: Friends and Family

Use of Funds: Go to market efforts

Business Description: CyVision is a cyber services company addressing a horizontal market with a universal need. Compliance and regulations are dictating vulnerability assessments and/or penetration testing on a yearly basis – if not more frequently. CyVision provides actionable reporting more timely and more cost effectively than they are being provided now. We accomplish more in days than our competition can in weeks.

Company Background: CyVision began as a technology company, promoting enhanced technology through a commercialization program with GMU. The market was not accepting of the technology, so management repositioned the offering as a service. Presently, we team with other cybersecurity firms to supplement their cyber offerings and continuing to provide deliverables to their clients with appropriate margins.

Management: The entire management team delivers decades of entrepreneurial experiences and successes. Our advisory teams also have

depth and breadth in varied markets. Specifically, John Williams was an early contributor/investor in InterTrust and ScienceLogic. Steve Crummey is a C level executive with over 30 years entrepreneurial experience in growing companies in highly competitive industries. Rudy Lowy has an engineering background from UCLA and an MBA.

Products/Services: Our services result in a range of actionable reports to inform our client of their overall cybersecurity profile: vulnerability assessment and pen tests. Our first differentiation comes from blending disparate data sets to calculate more accurately vulnerabilities and their consequences. The second differentiation comes from the automation of data processing. Third differentiation comes from the quality of our deliverables.

Technologies/Special Know-how: The offering relies on proprietary technology. We are not selling a product; our unique elements on “how” we do things remains a corporate secret. Our approach blends endpoint data and ACL data to create an enhanced view of cybersecurity profile. Consider us the “Jiffy Lube” of cyber assessments.

Market: Cybersecurity is now a universal and perpetual need. Any company with 100 or more computers, for regulatory and/or compliance reasons, will require a Vulnerability Assessment and/or a Pen Test at least once a year. The technical approaches to assessments have not materially changed in decades. With our deliverables, we have changed the process, the deliverables, and the pricing in this foundational aspect of cybersecurity.

Distribution Channels: Today, thousands of cyber services companies are providing VAs and PTs as “loss leaders” to gain/retain customers. CyVision has developed a Strategic Partner Program with CyVision as the subcontractor to the services company. Our deliverables are better and performed faster than the Partner can do themselves. Our pricing enables them to have the same margin.

Competition and Market Sizing: The table addresses competition. Inertia is always the primary silent competitor. There are three organization offering blended data in visual format: RedSeal and SkyBox. Both RedSeal and SkyBox are operational technologies requiring substantial (months) of implementation and a Total Cost of Ownership over \$100K per year.

Financial Projections (Unaudited):

	2019	2020	2021	2022	2023
Revenue:	70K	300K	1.2MM	5.4MM	11.3MM
EBIT:	(10)	15k	150	1.6	2.2

(dollars in thousands)

Value Proposition: VideoKall introduces a new wave in telediagnostic healthcare. AI-enhanced, medically guided platforms will deliver the world’s first remote, comprehensive physical exams to patients in their communities. Remotely operated diagnostic patient devices blended with a video visits with healthcare providers, gives patients and providers the benefit of real-time diagnostic information while still maintaining a virtual distance, auto sanitizing the cabin and not requiring an attendant.

Leadership Team: Our experienced leadership team has over 10 exits and includes experts in healthcare, technology, marketing, and operations. Doctors, recognizing the potential of our solutions, have invested, and joined as team members and advisors – former CMO of CVS Minute Clinics supports as CMA, and the CSO is a former health system CMO.

Challenge: Today, there are 2 options for primary care: in-person clinics and video telehealth. In-person clinics can be costly, time-consuming, and limited based on location. As such, low acuity cases are often treated in high-cost ERs, or people avoid care altogether for fear of contracting COVID-19. Video-only telehealth provides an attractive alternative, but relies on patient reporting, which can be insufficient to diagnosis illness.

Solution: This proprietary system currently features:

- a transportable smart clinic chair, or a van, and
- a self-sanitizing, soundproof micro-clinic



The ability to operate, even on satellite, negates physical borders and addresses the hardest to reach locations. Lower capital and operating costs, compared to in-person clinics, reduces the cost to treat patients with acute minor and chronic illnesses while maintaining quality.



Technology: Our platform integrates industry-tested telediagnostic tools along with patented seatback stethoscope and glucose monitor. Additional patents are pending for automatic instrument cleaning and cabin sanitizing. Data will be securely stored to protect patient privacy, maximize platform efficiency, and improve diagnostic care, with future integration into provider medical record systems and other services. The integrated platform is supported by our network operations center.

Market: The market for telehealth grew 624% in the last 4 years and surged with COVID-19. The addressable US market includes 300,000 locations in a growing equipment market of \$26B. Interested potential partners include medical and mental health providers, senior living, military, corporations, universities, residential buildings and communities, pharmacies, and commercial truck services.

Revenue Model: Primary revenue streams: (1) equipment sale/lease, (2) recurring maintenance fees, and (3) recurring patient usage. Secondary revenue streams will be derived from visit data and sponsorships.

Financial Projections for Two Products (* Smart clinic chair sales only)

	Year 1*	Year 2*	Year 3	Year 4	Year 5
Units in Operation	37	356	1184	2500	3500
Total Revenue	1,740,438	23,725,875	75,687,375	\$115,654,660	\$169,819,570
EBITDA	\$ (2,166,938)	\$ 6,264,363	\$ 19,800,809	\$47,221,107	\$72,080,900

www.videokall.com

Headquarters:

8300 Burdette Road
Bethesda, MD 20817

Industry: Digital healthcare

Domain: End-to-end software and telediagnostic platform for integrated healthcare portals

Leadership Team

Co-Founder, CEO:

Charles Nahabedian, MSEE, MBA

Co-Founder, Chief Architect:

Vince Waterson

Co-Founder, Chief Design Officer:

David Sturgess, BET

Software Director: Neeraj Chitra, MS, MBA

Chief Strategy Officer:

Marc Miller, MD

Chief Medical Advisor:

Nancy Gagliano, MD

Healthcare Marketing Advisor:

Colleen Milne, MBA

Operations Advisor: Ines LeBow, MA-L&L

Seeking Investment of \$0.6M

Prior to YE'20 Raise of \$3.5M

Previous Funding: \$1.5M

Use of Funds: Product rollout, market trials, and operations

Roboworks

Wayne Liu

(Address: 231 Ben Boyd Road, Cremorne, NSW, 2090, Australia)

Phone: +61 477 599 593

Email: wayneliu@roboworks.co

Web Address: www.roboworks.co

Management:

CEO - Wayne Liu

COO - Jacky Jiao

VP HR - Grace Chen

CTO - Jiwei Guan

CFO - Susan Chi

Industry: A.I. & Robotics

Number of Employees: #20

Bank: Commonwealth Bank of Australia

Auditor: Ernst & Young

Law Firm: Watson Mangioni

Amount of Financing Sought:

\$1M equity

Current Investors:(\$1.4M Invested)

The Great Bay Investment and other

Private Investors

Use of Funds: Product Research &

Development, Marketing/Sales,

Operations, Patent Applications

Business Description: Roboworks creates robots to liberate humans from dangerous and tough jobs. Our targeted market is expected to grow from \$10B now to \$30B by 2027. Our customers will be benefited from our products by saving time, money and even lives.

Company Background: As a RoboCup director in Australia, Wayne Liu realised the great commercial potential that the existing robotic technology can bring to the primary industries instantly. Within a year since incorporated in 2019, Roboworks raised \$1.4M and its revenue reached \$0.5M. The team has grown to 20 staffs. 70% of them hold Master or Ph.D degrees.

Management: Wayne Liu (CEO) worked for Apple for 18 years as part of the Asia Pac regional management team. Roboworks core team has wide spectrums of expertise in technology, operations, finance and HR.

Products/Services: The working population in the primary industries is ageing rapidly. Under COVID 19, the labor shortage becomes more severe. Pickerbot picks any fruits anytime. Driverless Tractor saves farmers' time and increases land utilisation by 20%. Australia is famous for its agricultural and mining technologies. Working with the top universities in Australia gives us unique advantages in A.I. and robotic technologies in the primary industries.

Technologies/Special Know-how: Our proprietary technologies include Robot Operating System (ROS) Development Toolkit, A.I. Chip Design and Internet of Things (IoT) Networking. Mastering the upstreams of robotic hardware, software and communications sets effective barriers for the competitors.

Market: The primary targets are agricultural and mining robotic markets. The combine market size is expected to be \$30B by 2027 with a YoY growth rate of 20+%. Revenue models include Commissioned R&D Projects, Direct Unit Sales, IP Licensing and Technical Consultations.

Distribution Channels: Distribution channels include internal direct salesforce, online store, VARs and Joint Ventured Channel Partners who provide direct access to markets.

Competition: Root AI is a close competitor to Pickerbot who recently raised \$7.2M. John Deere is also piloting driverless tractors in the US market. Market acceptance is still at early stage with the exception of Asia markets especially in China and Japan.

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue:					
EBIT:	1,200	3,000	8,000	12,000	20,000
(dollars in thousands)					

Management

Javier Castro, CEO
Rosemarie Savino, COO
Scott Robinet, CTO

Non-Director Advisors

Ned Moore
Rob Franklin
Erik Bullen

Service Providers

District Advisory, DLA,
Crowdcheck

Number of Employees

5 (including 1099)

Entity

DE C-Corp

Current Investors

Prior Rounds
Founders - \$250k+
Accredited & F&F - \$470k

Now Seeking:

\$750K Convertible Note

\$1.5M in Series Seed
Preferred (anticipated Q2
2021)

Use of Funds

Marketing
Product Development
Operational scaling

Business Description: Our mission is to easily bring professionals together, streamlining communication and strengthening relationships so we can all do more in less time. We do this through a simple intercompany messenger and collaboration tool that has the right mix of respecting human interactions/relationships yet enabling people to work better, faster, smarter with the right balance of artificial intelligence.

Executive Team: **Javier Castro** is an experienced business leader having started and managed several businesses, as well as consulting to Microsoft as a small and medium enterprise subject matter expert. He is a Darden MBA and Villanova graduate. **Rosemarie Savino** is an experienced executive having created and operated several software products for businesses. An alum of AT&T, Hawaiian Telecom and Shoretel, among other senior positions in established and start-up firms; she is a graduate of McGill University (BSc and MBA programs).

Use Cases: Membership organizations. We help membership organizations, volunteer leaders, and the teams and companies they lead stay organized and communicate more effectively, thereby achieving more as a group. Committee leaders driving fundraising, membership, learning, finance, communication, social, and events can make more of their time through effective communication, organization and leadership that comes from using the gravatate platform. We make boards look good! Ensuring their legacy and a means to transfer knowledge to the next set of VIP volunteers.

Professional services. Business owners, particularly those in professional services, use gravatate to communicate and manage their employee teams as well as their key clients by creating white glove, private communication channels that drive better experiences and client satisfaction. I love email, said no client ever! "This is a gamechanger" to quote one of our client-fans.

Market: Over 11 million organizations (US alone) fall into the small, medium and non-profit categories. Over 100 million professionals across these organizations. Our goal is to acquire 1+ million users, and have approximately 7% of them become subscribers, which translates into a solid business from which to continue growth or exit.

Strategy: We have a two-pronged strategy – 1) build, grow, and reach cash flow positive status from our branded product (what we have built now, with initial users and paying customers); and 2) create a white label version so certain organizations can pay more to have our product look and feel like their proprietary product (think larger service businesses, and custom opportunities). We will pursue white labeling through channel partners in a parallel, yet staggered fashion as our core product reaches a cash flow positive position (projected mid 2022).

Competition: Competitors fit into 2 buckets: 1) Enterprise/internal team focus (e.g. Microsoft Teams, Cisco Webex Teams, as well as Slack); 2) Team chat only like What's app or Telegram; or 3) tools that lean too far into project management for the average business professional (e.g. Monday, Asana). We lead with communication—leveraging the fact that people prefer messaging to email. Since email remains central to most business communication our unique, lightweight, out-of-the-box email integration is well received. In fact, we see these competitors as future collaborators and integrations, and possible exit partners.

Status: Ready to fly with capital. Market-fit achieved; value proposition tested (i.e. we have paying customers). We are actively forging relationships with both channel partners and specific vertical clients, such as healthcare. Let's go!



My Friend Violet, Inc.

Marta Wöhrle

241 W 36th Street, Apt. 16 New York, NY 10018

Phone: +1 (917) 640-8111 **Email:** Marta@MyFriendViolet.com **Web Address:** www.MyFriendViolet.com

Management:
Marta Wöhrle, CEO
Ava Diamond, Chief Communications Officer
Karen Young, Acting Head of Marketing

Industry: Femtech

Number of Employees: 3

Bank: TD Bank

Auditor: TBD

Law Firm: Dorsey & Whitney, LLP and
 Feinberg Hanson, LLP,

Amount of Financing Sought: \$1.5MM

Current Investors: (\$150M)
 Pre-Seed – Friends & Family

Use of Funds:

- FDA testing & clearing
- Product development
- Marketing, sales, and distribution
- R&D (4 products)

Business Description: My Friend Violet, Inc., (MFV) is a pre-revenue Femtech startup founded in 2019 and headquartered in New York, NY. MFV has developed a family of female-focused health and personal care products. The MFV brand is built around a trusted "voice" and resources that help women care for, optimize, achieve, and communicate about vaginal health.

Company Background: A large percentage of women experience vaginal discomfort, hot flashes, and excessive sweating. After interviewing 1400 women, MFV created three innovative and proprietary products: **Vi! Vaginal Comfort Gel**, **DiVi!ne Dry Touch Body Powder** and **Vi!tal Cool Touch Body Spray**.

Management:
Marta Wöhrle - CEO & Co-Founder
Ava Diamond - CCO & Co-Founder
Edward Varipapa - Chairman & Co-Founder
Karen Young - Marketing Advisor (Lancome | Estee Lauder)
Michael Chibbaro - FDA Compliance (Teladoc | Livongo)

Products/Services: MFV identified a market vacuum for a serious multi-symptom treatment using a proprietary formula to fill this void and address the key concerns of women today.

Technologies/Special Know-how: **Vi! Vaginal Comfort Gel** is a patent-pending Class II Medical Device with a proprietary complex of therapeutic peptides and is the only comprehensive product available that addresses multiple concerns while repairing the vaginal walls.

Market: Global Femtech Market Forecast \$48.7 billion | Global Feminine Hygiene Market \$37.5 billion
Sexual Wellness Market \$32 billion

- Our market is growing at a compound annual growth rate of over 9%
- My Friend Violet is based on a recurring revenue subscription model

Distribution Channels: Revenues flow through multiple sales channels starting Q1 2021
DTC, affiliates, Amazon, influencers, small and large retailers, and social platform

Competition: Traditionally the women’s vaginal wellness market has been dominated by prescription products or a handful of mass market OTC brands. The category is currently poised for growth with independent brands offering intimate personal care and beautifying products, lubricants, in-office treatments, and sex enhancement products. My Friend Violet is entering the market with a differentiated suite of products, backed by a strategy to build a community and a mission-based brand.

Financial Projections (Unaudited):

	2021	2022	2023
Revenue:	\$3,183,247	\$8,144,647	\$11,615,387
EBITDA:	\$ (607,517)	\$ 887,234	\$ 1,818,502

Introduction

Pixspan, Inc. is a software company that provides the fastest and easiest data acceleration of large data files of any type to, from, and within the Cloud, globally, securely, and on demand. Pixspan’s patented Bit Exact Round Trip™ – lossless compression in which every “bit” of the image is preserved – provides unique savings with high-resolution images and video, the largest data files.

Pixspan solves a problem that a growing number of companies face today, moving their data quickly and easily to the Cloud. Customers face two typical challenges: slowness and complexity. Most companies have limited bandwidth and must wait for uploads. Over 80% of enterprises plan to have hybrid and multi-Cloud strategies, but struggle with the complexities of the different environments. Most customers are in a do-it-yourself mode or use existing Cloud provider tools, requiring programming and special training.

Pixspan delivers unique technology to solve these problems. Pixspan has commercialized two Cloud-based products, PixMover and CloudMover, in 2019, initially targeting the media market. Hollywood companies such as Technicolor use Pixspan in making movies, episodic TV, and TV advertising. For most forms of high-resolution imaging, Pixspan saves 50%-80% on storage and bandwidth, while preserving the complete fidelity of the data. No software technology on the market today enhances imaging workflows in a similar way.

Technicolor website: *“PixMover™ multiplies the transfer speed for Visual Effects content 2X to 5X faster than traditional WAN transfers, achieving unprecedented transfer performance levels.”*
<https://www.technicolor.com/case-studies/messiah>

Pixspan has deployed its products and has repeat customers in the Media industry.

Technology and Market Opportunity

Unique approach to achieving speed and lowering costs. PixMover’s massive parallelization uploads data to the Cloud faster than alternatives, without requiring expensive network optimization software. Pixspan’s Bit Exact Round Trip™ accelerates data 2X-5X for the largest files, full resolution video and images. This saves 50%-80% on bandwidth, time, and storage costs.

Opportunity in multiple markets. Pixspan’s initial sales have been with Media companies. Initial Government expansion is through a 4Q2020 submission supported by the Air Force for moving drone data to the Cloud for AI. The medical and satellite industries are other huge target markets, moving billions worth of data each year.

Investment Highlights

- **Market validation** – Pixspan is used by some of the largest media companies – Technicolor, Deluxe, NHK
- **Multiple business models** – Subscriptions for enterprises on a per server basis. Licenses for OEMs, who embed Pixspan in their software
- **Proven team** – Senior team averages 25 years in commercializing new technology
- **High gross margins** – 80% for end user software, 100% for EOM and Cloud
- **Cloud support** – AWS and Microsoft have each provided \$120K to support development and customer rollouts

	2019	2020	2021e	2022e	2023e
Revenues (in M):	\$0.1	\$0.3	\$2.1	\$6.5	\$13.4

Cloud multiples are 10X revenue
 2023 estimated YE run rate: \$20M
 Potential valuation \$200M

MAKING ONLINE PURCHASES

Returnable

An eCommerce Reverse Logistics Platform that Makes Online Returns as Easy as Online Purchases

Contact: Kevin Dougherty | Phone: 540.907.9938 | Kevin@Returnable.app | <https://pitch.returnable.app>

Company Name: Returnable™ LLC

Founded: June 2020

Industry: E-Commerce Reverse Logistics

Financing Sought: \$1M equity

Use of Funds: Product Development & Marketing

Value Proposition

Online returns are a pain, and over 20% of online purchases are returned. There are 10+ companies that work to make returns easier for merchants, but **none** that are focused solely on the consumer. Returnable™ is a concierge e-commerce reverse logistics company that will make online returns as easy as online purchases.

By focusing on the consumer experience across all merchants and shopping channels, we can generate value for the consumer, merchants, advertisers and partners.

Addressable Market

The onset of COVID-19 has caused rapid changes in consumer behaviors, increasing online shopping by 40% in some cases.

Consumers return 20% of online purchases

\$118.5B in online returns

\$3B packages going to

1.75M online retailers annually

Market Growth

eCommerce, as a share of total retail, is expected to grow at **15%** annually

Product:

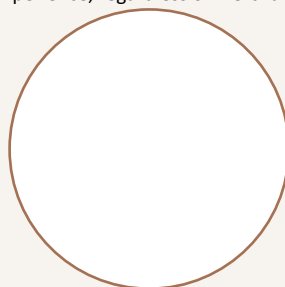
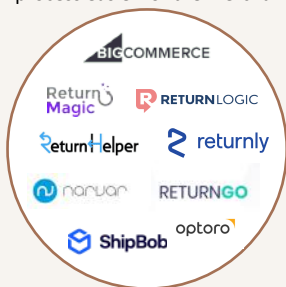
A Concierge Online Purchase Management Platform that provides:

- Automation of Returns Processing
- White Glove Return Pickup
- Resale of unreturnable items
- Donate unreturnable Items



There are 10+ Companies trying to make the returns process easier for the merchant

There are 0 Focused on the consumer return experience, regardless of merchant



Projections By Customer Amount

CUSTOMERS	MEMBERSHIP USERS	2.5% USERS	REVENUE FROM COURIER FEE	MEMBERSHIP REVENUE	REVENUE FROM 2.5% FEE	GOOGLE ADSENSE ANNUAL REVENUE	TOTAL REVENUE
10,000	1,000	9,000	\$288,000	\$60,000	\$225,000	\$25,157	\$598,157
100,000	25,000	75,000	\$2,880,000	\$2,100,000	\$1,875,000	\$251,572	\$7,106,572
500,000	250,000	250,000	\$14,400,000	\$24,000,000	\$6,250,000	\$1,257,862	\$45,907,862
1,000,000	600,000	400,000	\$28,800,000	\$64,800,000	\$10,000,000	\$2,515,723	\$106,115,723

*Detailed Assumptions and Financials Available Upon Request

All your online orders on one platform. This is Returnable.

Returnable automates the back-and-forth of purchases and returns. Returnable is your purchases, your returns.

Management Team:

Kevin Dougherty, CEO

- Serial Entrepreneur
- Award Winning Innovator
- USMC Veteran
- Co-Founder and CEO of Barnacle Parking Enforcement- <https://barnacleparking.com>

Bryan Murdaugh, CTO

- Founder and Principal, Fivable Software Development
- Dave Matney- CXO
- Founder and Principal- Fivable Software Development

Vital Home Systems LLC d/b/a Vital Command

Jim McLaughlin

2266 Tigereye Place, Carlsbad CA 92009

Phone: 619-788-1821

Email: jim@vitalcommand.com

Web Address: https://vitalcommand.com

Management:
 CEO - Jim McLaughlin
 CFO - Kira Spivak
 Product Development - Sam Weber
 Marketing - Casey Whatley

Industry: Real Estate Technology

Number of Employees: 3

Bank: Bank of America & UBS

Auditor: NA

Law Firm: Duane Morris LLP

Amount of Financing Sought:
 \$1M equity

Current Investors: George McLaughlin, Jim McLaughlin

Use of Funds: Marketing / Sales, Product Development

Business Description: Vital Command has developed the only 100% cellular based wireless property management and monitoring solution to detect and prevent property damage. Vital Command is also the only wireless device hardware manufacturer that is 100% integrated into the services response market for the US and Canada has already developed a national services response team that monitors and services buildings as problems are detected. The Vital Command system addresses to reduce the \$400B annual losses in the property damage market for both commercial and residential with a provable value proposition of reduced risk reduced cost and better building management.

Company Background: Vital Command was established in 2014 by George and Jim McLaughlin

Management:

George McLaughlin - Investor-Advisor - 40 years business experience operating \$750 million companies as the President and CEO. George is also a successful manufacturing entrepreneur with a successful \$100M exit.

Jim McLaughlin CEO- Investor managing member with 25 years sales leadership and engineering experience. Prior to starting Vital Command, Jim hs worked with all the major cell carriers in Business development with sales to \$30 Million plus.

Products/Services: The wireless device space or IoT (the Internet of Things is a growing to be a Trillion dollar market in the next 5 years. The property damage market for commercial and multitenant residential has been untapped. While many companies have been focused on using Wi-Fi and single family home quality, this has proven to be problematic and a security risk. Commercial companies are starting to turn away from Wi-Fi based devices due poor performance, security risks. Vital Command’s solution utilizes the cellular networks which is very secure and reliable and Vital Command is now developing new LPWAN tech to broaden their market reach. Also Vital Command is the ONLY hardware manufacturer that has a systems designed around the integration of services WITH a national Services network already developed and operating. This strategic leap forward propels Vita Command forward faster than the lumbering competitors.

Technologies/Special Know-how: Vital Command has several designs that we think are patentable and can quickly take to market and leapfrog the current system. Because developing cellular based solutions are expensive and complex this has kept most of the competition out of the market where we are excelling. Putting together a national services network is not an easy feat and finding the right partners is even harder. Vital Command has already accomplished this in short order and executing.

Market: Vital Command is laser focused on the commercial market, specifically the Vacant commercial space, retail and office and multitenant residential in the US.

Distribution Channels: Vital Command already sells through two national dealer services networks that have reach for all of North America with A List customer bases. We are also partnering with the top tier insurance carriers in the property casualty market for recommending our systems to their customers.

Competition:

Largest Direct Competitors are: Leak Smart, Flo, Water Cop, Monnet, Pipe Burst Pro, Leak Detection Group, Phyn
 Indirect are: Honeywell, ADT

Financial Projections (Unaudited):

	2019-2020	E2021	E2022	E2023	E2024
Revenue:	\$429,000	\$1,500,000	\$5,000,000	\$20,000,000	\$50,000,000

PARTNERS



PHOENIX FUND

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

SUMIN CHEN, GENERAL PARTNER, PHOENIX FUND



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

LAURA HILL, GENERAL PARTNER, PHOENIX FUND



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

TIEN WONG, MANAGING GENERAL PARTNER, PHOENIX FUND



Tien is a Managing General Partner of Opus8's Phoenix Fund, which invests in remarkable fintech, healthtech, and martech/CRM companies that are disrupting their markets and changing the world. He is CEO of Opus8, Inc., which makes tech investments and raises capital for alternative investment funds and companies. In 2012, Tien created the Big Idea CONNECTpreneur Forum, a global community of 20,000+ founders, CEOs, angels, VCs, CXOs and other business leaders. The community hosts monthly Forums with several hundred attendees featuring VIP guests, exciting presenting companies, and some of the best CXO to CXO networking in the USA. Thousands of companies have applied to present at CONNECTpreneur and thousands of investors have attended, inspiring the creation of Phoenix Fund to provide funding to exceptional founders. Tien has been an investor and mentor to Affiliated Computer Services (acquired by Xerox), Parature (exited to Microsoft for \$100 million+), Transactis (exited to MasterCard), DataRPM (exited to Progress Software), TerraCycle, and TopBox. He has assisted dozens of VC and private equity funds in raising institutional and family office capital. Clients include Morgan Stanley, Blackstone, Mitsubishi Corp., TPG, Ares, StepStone, HarbourVest, Thomas H. Lee, K1, and US Venture Partners. Tien serves on the Investment Advisory Board of the Commonwealth of Virginia's CIT GAP Fund and is a Mentor at the Mach37 Cybersecurity Accelerator and Conscious Venture Lab. In the past, he served on the Boards of the Maryland Venture Fund Authority, Maryland Tech Council, Association for Corporate Growth, Digital DC Tech Fund, and Trade-Up Capital Fund. He is a graduate of Dartmouth College.



MODUS CREATE MODUS CREATE

Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.



PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion to work every day. As a serial entrepreneur and active startup mentor, he's a co-organizer of NoVa.JS and NYC.JS. He is a 2011 graduate of MindShare, received his MBA from Georgetown University, where he is currently an Entrepreneur-in-Residence, and holds a BFA from the Corcoran College of Art and Design, where he currently serves as an advisory council member for the George Washington University Columbian College of Arts and Sciences.



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

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.



ELISA SIELSKI, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Elisa Sielski is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth. She also represents venture capital funds and investment banks in financings and public offerings. In particular, Elisa's practice focuses on corporate and securities law (including general corporate representation), public offerings, public and private mergers and acquisitions, and venture capital financings. Elisa has experience working with clients in a broad range of industries, including technology and software companies, financial services, agriculture, utilities, oil and gas, and retail goods. Her international experience includes multiple transactions across Latin America as well as the UK, France, Israel, Luxembourg, the Netherlands, and the Cayman Islands, among others. Prior to joining the firm, Elisa was an associate in the New York office of Cleary Gottlieb Steen & Hamilton, working in the capital markets and Latin America groups. In addition to English, Elisa is fluent in Portuguese and proficient in French and Spanish.



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

PARTNERS



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.



PARTNERS



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.

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.

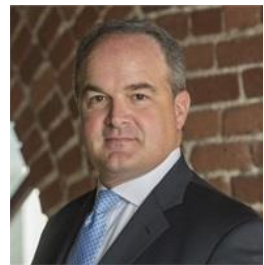
As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services. Through its various subsidiaries, the company provides corporate 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.

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.



PARTNERS



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.

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.



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.



PARTNERS

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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



HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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

KEIRETSU FORUM



Keiretsu Forum 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.

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

BALTIMORE ANGELS

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>



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.



PARTNERS



ANNUAL WHARTON DC INNOVATION SUMMIT

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



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.



PARTNERS



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 Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.

PRESENTERS

First Name	Last Name	Title	Company
SurgiPrice			
Sanjay	Prasad MD FACS	Founder & CEO	SurgiPrice
CyVision Technologies			
John	Williams	CEO	CyVision Technologies
VideoKall			
Charlie	Nahabedian	CEO & Co-Founder	VideoKall
Roboworks			
Wayne	Liu	CEO	Roboworks
Gravatate, Inc.			
Javier	Castro	Founder & CEO	Gravatate, Inc.
My Friend Violet			
Marta	Wohrle	CEO	My Friend Violet
Pixspan			
Tom	Howie	COO	Pixspan
Returnable			
Kevin	Dougherty	Founder	Returnable
Vital Command			
Jim	McLaughlin	Founder & President	Vital Command

ATTENDEES

First Name	Last Name	Title	Company
Aarti	A	RA	Manigo
Matthew	Abenante	President	Strategic Investor Relations LLC
Fredric	Abramson	Founder	Golden Thread Technology, Inc.
Dennis	Ackerman	CEO	Decision Time, LLC
Jeanie	Adkins	Cause-Driven Consultant	Independent Consultant
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
John	Aggrey	CEO	The Unicorn Group LLC
Dennis	Ahearn	Owner	Law Office of Dennis Ahearn
Raphael	Aidane	Co Head	Altice Ventures / Inseed Angels NY
Mohammed	Alam	Founder	DataTech
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Camille	Alexander	Regional President	BNY Mellon
Alan	Alfano	CEO	Blue Mesa Strategies LLC
Claudio	Alvarez	CEO	Busability
Michael	Anello	Clerk	Stop & Shop
Karun	Appapogu	Founder & CEO	MEECHANICS
Douglas	Applegate	Founder	Leap Talent
Glenn	Archer	Managing Partner	GLA & Associates
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Taimur	Aslam	CTO	Broadstone tech
Reed	Atkin	Principal	Double Beta Consulting

ATTENDEES

First Name	Last Name	Title	Company
Darrin	Auito	Partner	HEA Law PLLC
Justin	Ayars	Founder & CEO	Equality Rewards
Avante	Bailey	Fitness Professional	ABaileyMind&Body LLC (transitioning to Uncover YOU)
Bert	Baker	President	TARC
Milla	Bakhareva	CEO	TR
Albert	Baldwin	Founder & CEO	Alfa Omega GrafX LLC
Sekou	Bamba	CEO	SCB Systems
Tejas	Bandivadekar	Senior Manager	Leading oil and gas company
Kevin	Barrow	CEO	Mark Labs
Stephanie	Basil	Principal	Mavenlogic
Matthew	Basirico	Owner	Frank Consulting Inc.
Ahmad	Bchennati	Risk Management Professional	
Jay	Beam	Managing Director	Adasel Global Partners
Michael	Beaton	Principal & Strategy Director	Hyper Flywheel, LLC
Sai	Behara	Co-Founder	Dark Knight Investments
Mike	Beirne	Managing partner	TAG/Vetted Capital
Laura	Beldin	SVP	BOA
Mitchel	Bell	SLA	MAB
Shashi	Bellamkonda	VP Marketing	Leap
Chris	Bennett	Founder & Attorney	Technology-Innovation-Law
Cecil	Bernard	Senior Partner	BPSI
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Chetana	Bhat	CEO	Personal, Professional, Relationship Development
Meredith	Bixler	President	Avenue CM
Randy	Blake	Principal	Duncaster Investments
Robert	Blumstein	Retired	Self
Eduardo	Bocock	CEO	Scala Technologies
Sue	Bodine	Founder & CEO	Pathfinder
Jaime	Boggio	Partner	Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	Datatribe
Vladimir	Bondarenko	Owner	CyberTester LTD
Kelly	Bonell	Life Coach	RISE Coaching
Larry	Boodin	Agent & Advisor	New York Life
Bill	Boyle	Investor	
Tom	Bradham	CEO	Morebis
Kris	Brinker	Co-Founder	Ocean 5
Richard	Bristol	Principal & Founder	Bristol Advisory
Julia	Brodsky	Founder	Art of Inquiry LLC
Selah	Brooks	Account Executive	Duneland Media
Jim	Broskow	Strategic Partnerships	The JHU Applied Physics Laboratory
Stephanie	Broyles	Fractional Chief Marketing Officer	yorCMO
Shelli	Brunswick	COO	Space Foundation
Daniel	Bryan	CEO	Blockchain.voyage
Barbara	Buchanan	CEO & Founder	MediaVax Inc
Mark	Bulkeley	Managing Director	DC Investment Partners
Ric	Burley	Entrepreneur	BintlHire.com
Tatiana	Burmakina	VP	Archer
Victor	Bustos	Founder	Navotavo Diagnostics
David	Byerley	Managing Partner	Mary Knoll LLC
Amy	Bynum	Health & Wellness Marketing Executive	The Simple Wellness Group
Lottie	Byram	Venture Programs Manager	Dingman Center for Entrepreneurship @ UMD-CP
Matthew	Cahn	CEO	Wijja Consulting
Bernardita	Calinao	Founder & CEO	Walkspan
Stuart	Call	Attorney	
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Zach	Cammer	CEO	Stream
John	Canter	CEO	KnickleKick
James	Carbone	Analyst	Cantor Fitzgerald

ATTENDEES

First Name	Last Name	Title	Company
Shelby	Carl	Marketing & PR	Malachi Consulting
Joe	Carlin	Principal	Jonxeone Capital
Gary	Carr	CEO	Givio
Sue	Carr	President	CarrTech LLC
Arthur	Casares	President	Casares Health Group Inc.
John	Casey	Managing Director	Venture Mentors LLC
Alex	Castelli	Partner	CohnReznick LLP
Steven	Castillo	Founder	Rxperius
Michele	Chambers	Founder & CEO	Breakthrough the Noise
Mike	Chan	Chief Commercial Officer	UTU
Saurabh	Channan	CEO	terraPulse Inc
Rishi	Chatrani	Analyst	Previser
Ben	Chen	Senior Associate	Arcg Inc
Donghai	Chen	Business Development Director	Protheragen Inc.
Jerry	Chen	Marketing	Opus8, Inc.
Jessica	Chen	Graduate Student	MSK
Joshua	Chernikoff	CEO	Flex Academies
Anthony	Chernykh	Co-Founder	MAXGEN PROMO
Philippe	Chetrit	Growth	SparkPost
Neeraj	Chitra	President	CyByte Inc.
Gianna	Christiani	Consultant	Accenture Ventures
Betsy	Collie	Sr Director of Operations & Programming	Maryland Business Innovation Association
Robert	Colorina	Director	AIAC Group
Briab	Colsell	CEO	Cheqbook
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Limbania	Correa	Social Media Expert	Lim5.0
William	Cosgrove	CEO	SmoothBase
Judy	Costello	Managing Director, Economic Development	BioHealth Innovation
David	Cross	Assistant Director	Towson University
Steve	Crummey	Chairman	CyVision Technologies
Donivyn	Cruz	Student	The George Washington University
Devon	Cury	Director of Advanced Planning	First Financial Group
Larry	Cynkin	Fractional CTO	GreenBar
Thomas	Dailey	Founder & President	Dailey Strategic Advisors LLC
Carmine	D'Aloisio	President	Daloisio Global LLC
Mareck	Damiano	Videographer (Director & Editor)	UTOPIA Media
JD	Daus	Managing Director	Property Improvement Enterprises LLC
Jamie	Davies	MD	
Sherrod	Davis	Chief of Staff	Protenus
Steven	Davis	Assistant Vice President	Truist
Firaas	Deak	CEO	Sikeology
Karren	Derosa	CEO	Elizabeth Cleaner Corporation
Heli	Desai	Co-Founder & CEO	uvsity.com
Ulyana	Desiderio	Director of BioHealth and Life Sciences	MD Department of Commerce
Mahesh	Dhillon		Witan Partners
Jerome	Di Giovanni	EIR	CAI
Giacomo	Di Pasquale	Business Development Lead	Seedstages, Inc.
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Talabiou	Diallo	Student	GWU
Lorena	Diaz	CEO	Product Marketing Coach
Sam	Dietze	Business Development	SD
Victor	Diloreto	CEO	Blackmarker
Bob	Dinkel	Director	Pierce Capital Partners
Rich	DiPippo	Partner	NFP
Sarah	Djamshidi	Managing Partner	Speedshift Ventures, LLC
Michael	Dobrzynski	Partner Outreach Analyst	FarShore
Randy	Domolky	Managing Director	Private Access Network
Tuochuan	Dong	Biostatistician	Novartis Oncology
Sahil	Doshi	Vice-President	Allied Pharma

ATTENDEES

First Name	Last Name	Title	Company
Suhani	Doshi	Investment Banking Analyst	Allied
Robb	Doub	General Partner	New Markets Venture Partners
Anne Marie	Dougherty	Co-Founder	Returnable
Mike	Doyle	Managing Director	Goldin Ventures
Jan	Drake	Entrepreneur, Advisor & Investor	Many
Amy	Dunn	Director, Business Development	Ryan & Wetmore PC
William	Eacho	CEO	Walker Mgmt
Growson	Edwards	CEO	CIPIO
John	Egan	Founder	Socraticx LLC.
Howard	Eisenberg	President	Eurosort Inc
Sanaa	Elkhoum	Entrepreneur	CCN
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Sheryl	Ellison	Founder & CEO	Dai Technologies Corporation
Moataz	Elobeid	Founder	Bankey
Patrick	Emond	Wealth Management Advisor	Merrill Lynch
Traci	Eshelman Ramey	Educational Technologist	P2W
Idongesit	Essiet-Gibson	Principal	The Idyeas Group
Christopher	Etesse	Chairman & CEO	Cyber Holding 2020 Inc.
Herb	Ezrin	CEO & President	Potomac Business Group
Tanya	Falcon		
Tamani	Falls	Student	Montgomery College
Ray	Fang	Director	FronThera Pharmaceuticals
Matt	Fates	Investor	TBD Angels
Lenora	Felder	Co-Founder	AfterrHome
Deborah	Fell	Area Managing Partner & CMO	Chief Outsiders
James	Feng	COO	Hopstem Bio
Xue	Feng	CEO	Carina Medical LLC
Oscar	Fernandez	CEO	TechCorp Solutions
Bill	Ferster	Founder	StageTools
Ed	Fineran	CEO	Atlantech Online
Jeffrey	Finkelstein	Principal	Finkelstein Investments LLC
James	FitzGibbon	CEO	SDG Strategy Group, LLC
David	Fitzpatrick	Marketing Director	Modus Create
Lance	Ford	Partner	Commutyble
Edward	Frank	Business Advisor	Consultant
John	Franklin	Principal	Sycamore Lab LLC
Lisa	Friedlander	Business Development	NEXT powered by Shulman Rogers
Richard	From	Investment Banker	Boustead Securities LLC
Russell	Fugett	President	Good Word Digital
Matt	Gabrielson	President	Trendzact
Glen	Gaddy	Managing Member	Robin Hood Ventures
Janette	Gallardo	Fractional CFO Services	Vitta Solutions
William	Galle	President	DPS
Salil	Gandhi	Partner	Wilson Sonsini Goodrich & Rosati
Iris	Gao	Student	WCM
Yinghong	Gao	VP of BD & Associate Business Partner	Viva Biotech
Jane	Gardiner	Relationships & Networking Lead	Leadership Trust
David	Garnett	President & Founder	iAM Solutions, LLC
Sandra	Garrett	CEO	MediMergent
Peter	Gasca	Director	Coastal Carolina University
Michael	Gauer	Principal	ADVANCED LLC
Ali	Gerami	Founder	AIIDOTs
Charles	Gerber	President	Triumph Worldwide Companies, Ltd.
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
Jessica	Gibson	CEO	Ariel Precision Medicine
Zac	Gittens	Senior Business Manager	Marriott International
Henry	Gleizer	CEO	Axios Foundation
Ira	Gluck	VP Product Management	K12
Douglas	Goldstein	SVP Business Development	Alphyn Biologics

ATTENDEES

First Name	Last Name	Title	Company
Sol	Gonzalvo	President & CEO	ePMeds.com
James	Gordon	CEO	CULTIVA Solutions
Boris	Gorshteyn	CEO	Seedstages, Inc.
Richard	Gottlieb	CEO	International Clean Energy
Greg	Grant	Partner	Shulman Rogers
Andrew	Greene	Founder	Coinfidence
Richard	Greene	President	RGA Venture Funding
Michael	Grow	CEO	Oplign
John	Grzymala	CEO	Family Office Advisory Services
Jon	Guess	President & Owner	ALT Systems
Fred	Gumbinner	Managing Partner	G2 GEM Finance
Cathy	Guo	Analyst	EIP
Robert	Guzman		
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Jim	Hadley	CEO & Founder	Tiber Solutions, LLC
Ian	Hafkenschiel	CTO	Seedstages, Inc.
Kurt	Hailstock	CEO	UPISA
Austin	Hale	Assurance Manager	YHB
Nancy	Hamnet	Managing Director	Capital2Market/C2M Securities
Brian	Han	Deputy Director	KIC
Henry	Han	Head of BD	EPICENTRX
Jack	Hangen	Principal	Blu Venture Investors
Haidee	Hanna	COO	Argona Partners
Michael	Hanson	Program Manager	ACTION Innovation Network
Nathaniel	Harding	Managing Partner	Cortado Ventures
Edgar	Harrell	Managing Partner	Harrell Capital Partners
Bill	Hartman	President & CEO	Atargis Energy
Barry	Hartzberg	Managing Director	Darden
Chris	Haug	Director	Startup Grind, Columbia, mid-Maryland Chapter
Bobby	Hawley	Business Development	UnsubCentral
Pete	Hayes	CEO & Founder	Middleburg Venture Partners
Claude	Hayn	Advisor	AdJumps
Elaine	Haynes	President & CEO	KaloCyte, Inc.
Janeen	Hazel	Vice President	Savvy Shares
Daniel	Heimlich	On-Demand CMO	Heimlich Group
Tyler	Helms	Financial Advisor	Northwestern Mutual
Arthur	Henderson	CEO	Affinity Networks, Inc.
Peter	Henry	General Partner	Seed Milestone Fund
Keith	Herman	Founder	IPA Equities
Don	Hernandez	CEO	With Hope
Laura	Hill	General Partner	Phoenix Fund
Todd	Hinson	Founder & CEO	Tod.d
David	Hitt	VP	COL
Wassim	Hmida	CEO	TIRA ROBOTS
Eric	Hoell	CEO	Computer Solution Partners
Peter	Holden	Head of Finance	Truebill
Douglas	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	hpg partners, llc
Shelley	Horn	CBDO	Medimaps
Richard	Hughen	CEO	Linshom
Michelle	Hunt	Student	Southern Management Leadership Program
Fredda	Hurwitz	Founder & Chief Nut	Gingernut Thinking
Lynn	I	Business Development	The MBA Cohort
Sarah	Iranpour	Founder	PerSoN Clinic llc
Brian	Israel	Corporate Development	DHG
Shota	Ito	Manager	OKAYA USA
Aaron	Itzkowitz	CEO	Jinglz, Inc.
Douglas	Jackson	President	Sioneer
Abhishek	Jain	CIO	Devtorium

ATTENDEES

First Name	Last Name	Title	Company
Vinod	Jain	President & CEO	Open Towers LLC
Syed	Jamal	Founder	Branta
Jayaraj	James	Project	IMF
Guillaume	Jaulerry	CEO	O Company
Kenneth	Jayne	CFO	Americas United Medicare Advisors
Una	Ji	Student	Montgomery College
Joanna	Jiang	Attorney	Ballard Spahr LLP
Joyce	Johnson	Partner	ZH Partners
Muammar	Johnson	Founder	Qurrentapp
Adam	Jones	CEO	Zeer
Helen	Jones	Owner	Triskel Business Solutions
Saskia	Jones	Marketing Coordinator	Ryan & Wetmore
Andres	Jordan	Chief Innovation Officer	Factor6 Innovations
Lauren	Jordan	COO	MomBa Cares
Michele	Joseph	Executive Director	SGAP Leaders
Ajinkya	Joshi	Founder	Torkan Labs
Patrick	Judge	Managing Partner	Camber Road Partners
Nipunika	Kabadi	Co-Founder	iNOVtECHIES
Priyanka	Kalia	Co-Founder	Charterfort
Marcel	Kaminstein	Director	MediaLab Group
Michael	Kao	Chairman	TINVA
Ayush	Kapadia	SW	Software
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Steve	Karmeinsky	Director	Placeholder
Anil	Karmel	CEO	C2 Labs
Neil	Katz	President	Neil A. Katz & Associates, LLC
Robert	Katz	Executive Director	World Innovation Network
Stephanie	Katz	Founder & President	CETA Benefit Consulting Group
John	Kealey	Individual	
Aaron	Keller	Founder	Capsule
Jack	Keniley	Owner	Strafford Ventures LLC
Joe	Kessler	Managing Partner	Next Stage Development
Stephan	Ketterer	Partner	Pedigree Capital
Rafi	Khan	Senior Associate and Advisor	Open Minds
Hnin	Khine	Investor	Elosense
Vilma	Khmaladze	CEO	Openix Solutions
Nareg	Khoshafian	Co-Founder	Startup Assistant
Shahan	Khoshafian	Co-Founder & CEO	Startup Assistant, Inc
Chad	Kiernan	Strategic Accounts	Modus Create
Nathan	Kilgore	Head of Technology	Confi
David	Kinnear	CEO	HPC
Kevin	Kirchman	CEO	Worldfree Corporation, Ltd
Tom	Klaff	CEO	Revolution Cooking, LLC
Tiffany	Kleemann	CEO	Untapped Potential
Amy	Klein	Founder & Member	Active Ascent Partners LLC
Neil	Kleinberg	CEO	DiliVer
Bernard	Klocman	CEO	Emergent Healthcare
Howad	Ko	Principal	Morpheus Ventures
Divya	Koindala	Marketing Analyst	Ardent Privacy
Prakash	Kolli	CEO	Blue Point Materials Research
Nelly	Kolodny	Founder & CEO	Mozzie Armor LLC
Kei	Kondo	Business Development Manager	NSK Corporation
Kamiar	Kordari	VP of R&D	Elite HRV
Paul	Korkemaz	Principal	Korkemaz Business Advisors LLC
David	Kratochvil	Managing Partner	Vista Capital
Danielle	Kroo	Director of Operations	The Global Good Fund
Max	Kryzhanovskiy	President	MOS Creative
Anil	Kumar	Engineer	deephouse.io
Sathish	Kumar	Partner	SBSS & Associates

ATTENDEES

First Name	Last Name	Title	Company
Arhan	Kundu	Technical Project Coordinator	Future Tech
Vladyslav	Kushneryk	Digital Marketing Expert	Silicon Valley Innovation Center
Stacy	LaMontagne	Partner	Cherry Bekaert
Kevin	Lancaster	EVP	Kaseya
David	Lashmanov	AE	TaskPace AI
Tony	Lau	Managing Director	Detente Group
Janet	Lawrence	Founder	Harmony Surgical
Tung	Le Hoang	SVP	VtK
Terry	Leach	Founder & CEO	Astrolytes
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
Bongmin	Lee	Technical Center Manager	Kyocera
Paul	Lee	Sifu	Autumn Light Capital Partners, Inc.
Sung Mi	Lee	IR Specialist	GWU
Steven	Lehat	Principal	Regulatory World
Sarah	Leners	Venture Capital Senior Associate	Bull City Venture Partners
Joy	Levin	President	Allium Research and Analytics
Angela	Li	Manager	Carinali Group
Charles	Li	Vice President	CR Medicon
Krystal	Li	Freelancer	Krystalcoaching
Rebecca	Lian	CEO	MagnaDrive
Dom	Libert	Web Developer	Visual Synapses
Patricia	Libongco	Student	Montgomery College, Hillman Entrepreneurship Prog.
Michael	LiGreci	Sr. Sales Consultant	Darwinian Ventures
William	Lin	VP	SCE Partners
Per	Lindell	Managing Director	Novadigm Consulting Group
Barry	Lipsy	Principal	BNLipsy&Assoc
Wayne	Liu	CEO	Roboworks
Cody	Locke	Chief Innovation Officer & Co-Founder	Ignite Social Impact
Bob	London	CEO	Chief Listening Officers
Don	Longo	Institutional Equities & Equity Raising	Cantor Fitzgerald
Mike	Loving	Director of Business Development	Patent Portfolio Builders PLLC
Jet	Lu	Director of Digital DevOpps	City of Baltimore
Pam	Lubel	VP Membership & Strategic Programmi	Maryland Tech Council
Dennis	Lucey	Vice President	AKIMA
Dusica	Lukac	Partner	DLCP
Fisokuhle	Lushaba	CEO & Founder	BizMatch
Lisa	Luth	Senior VP	Stewart Capital
Paul	M		pjmathison.com & GuvHub
Florin	M	VP	ff Venture Capital
Bei	Ma	Founder & CEO	The Pinea Group, LLC
Ruiyuan	Ma	Consultant	CV
Tony	Ma	President	Benten Technologies, Inc.
Jacques	Macaire	Founder & Director	HUMANBE
Ann	Madu	Software Tester	PSG network
Emilia	Maia	Sales Manager	GSK
Bernadette	Maisel	Senior Director-Program Initiatives	Space Foundation
Jeff	Majka	CEO	Honeycomb Consulting
Or	Manor	Founder & Tech Community Leader	Innovation Social club
Yousuf	Mansoor	CEO	MiDS Corporation
Jovan	Marjanovic	Managing Partner	Prowerk Consulting
Donald	Marron	Institute Fellow	Urban Institute
Seth	Marsh	Founder	CUED-IN
Nick	Martin	Co-Founder	Carbon Reform
Hannah	Mason	Global Manager, Business Development	Inteleos Foundation
Fred	McClimans	Tech/Equity Advisor	Samadhi Partners
Earl	McCoy, Jr.	Regional Recruitment Coordinator	Webster University
Rodney	McCray	Student	Montgomery College
Chris	McLaughlin	CEO	Ventricle
Jim	McLaughlin	President	Vital Command

ATTENDEES

First Name	Last Name	Title	Company
Tom	McMillen	CEO	LEAD1 Association
Austin	Meacham	Associate	Valor Ventures
Heng	Meas	Senior Manager	Octo Consulting
Tanner	Mecham	Student	American University
Don	Megrath	Managing Director	VectorPoint Ventures
Sahil	Mehra	Managing Director	Darwinian Ventures
Amir	Mehrbakhsh	Consultant	Reference Point
Arvind	Mehta	IB	Xnergy
Rocky	Mehta	Head of Product	OneDigitalTrust, Inc.
Jarrod	Melson	General Counsel	Harvard Business Services, Inc.
Jomy	Methipara	Partner	Dickinson Wright
Stefan	Midford	President & Founder	Capango, Inc.
Greg	Miller	Owner	Hayland Advisors LLC
Anthony	Millin	Founder & Chair	NEXT by Shulman Rogers
Colleen	Milne	Marketing & Product Consultant	CMTM Consulting
Joe	Mischler	CRO	BIG Language Solutions
Grace	Mitchell	Director	CRI
Judy	Mod	Founder & CEO	Innovations Domain, LLC
David	Moehring	Partner	Cambium Capital
Bill	Moher	CEO	Complexity
Curtis	Moiles	Business Development	GreenHills Ventures
Fatema	Monowara	Perfume Vendor	Macy's
Scott	Monroe	CEO & Founder	Essential Personnel
Nathan	Monty	Co-Founder & CEO	Enamel Pure
Alicia	Moran	Manager, Small Business Development	PGCEDC
Teresa	Moraska	President & Chief Information Officer	Pan Pacific Finance Group
Limor	Morgenstern	CEO	LMD Designs Agency
Keisi	Morina	R&D Writer	Access2Funding
Asghar	Mostafa	President & CEO	Rubriq Corp.
Riley	Mudgett	Web Developer	
Mujahid	Muhammad	President	KEYS Empowers
Ellen	Mundell	VP Business Development	VentureCount & CohnReznick
Nakul	Munjaj	VP of Alliances	Axio
Marie-Louise	Murville	CEO	Delight Me, Inc.
Charlie	Nahabedian	CEO & Co-Founder	VideoKall
Vedant	Naik	Co-Founder	Hover Mobility
Silvana	Nani	Principal	Korabi Consulting
Gautam	Nath	Co Founder	Knackstor Global
Marc	Nathan	VP Client Strategy	Egan Nelson
Michael	Nguyen	CEO	DataTorch
Maquiuth	Nicholson	Biller	Silver & Gold Reimbursement Medical Billing Company
Chris	Nolan	President	Deal Flow Mentor
Paul	Nolde	Managing Director	Riverflow Growth Fund
Bill	Oldham	CEO	Thought Leadership & Innovation Foundation
Kay	Olmstead	CEO	Nano PharmaSolutions, Inc.
Jharline	Orellana	Director of Operations	Casares Health Group Inc
Guc	Ozenci	Co-Founder, Mentor & Angel	Peoplise, SlashPay, Prisync, ShopUpStories & TalentMondo
B	P	Tax Accountant	SnyderCohn
Gene	Panasenko	CEO	Gene Panasenko Inc
Meghav	Parikh	President	NSOS INC.
Jean-Luc	Park	Founder	Ferrum
Justin	Park	President	Intergalactic Education
Darpan	Patel	CPA	Snyder Cohn
Luca	Paterlini	Software Development	
Desiree	Patno	CEO	NAWRB
Isabela	Paz	Student & Entrepreneur	VAILALO
George	Pearce	BDM	Moscar Capital
Kushtrim	Peci	President	Fonero LLC
Blake	Pennington	Senior Associate	Fusion Fund

ATTENDEES

First Name	Last Name	Title	Company
Steven	Pennington	Consultant	Pennington Group
Leia	Pequignet	Student	GMU
Ira	Perlmutter	Founder	JSPI Capital Partners, LLC
Valerie	Perlowitz	CEO & Founding Partner	IHC
Kezia	Petrelli	Program Coordinator	VMware
Marielle	Petty	Student	
Leila	Pez	Founder	Mindozone
Frank	Pica	CEO	NATIVE
Aston	Pierce	Analyst/Investor	Blu Ventures
Aleksandra	Pinar	Head of Growth	Capbase
Jacob	Pinkert	Junior Sales Consultant	Darwinian Ventures
Henry	Pittman	Founder & Chief Strategy Officer	Global Strategic Connections 360 (GSC360)
Mano	Po	Founder	JA LLC
Suniti	Ponkshe	Partner	Newport, Llc
Sathibalan	Ponniah	CEO	Founder Immune Analytics LLC
Christina	Porche Kallon	Program Analyst	Dos
Mary Jo	Potter	Director	Healthcare Angels
Kevin	Power	Founder	The Good Health Group
Jorge	Próspero	President	Dynamic Referral System Corp
Sebastian	Pulido	Student	
Jerry	Qian	CTO & Co-Founder	Bitcoin Bay
Phil	Rader	NY Market Manager	Early Growth
H W	Radin	Investor	
Joseph	Rafferty	CEO	VESTECK, Inc.
Andy	Rah	Founder & CEO	Sauce Beauty, LLC
Yog	Raj	Director	Online University
Srilesh	Rajagopalan	Project Manager	Previsé
Ravaka	Rakotomalala	Concierge	Marriot Hotel Intenational
Krish	Ramadurai	Principal	Neue Fund
Joe	Reddix	President & CEO	The Reddix Group, LLC
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Ron	Rubin	Medical Director	Ron Rubin
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Pete	Ryan	Co-Founder, Partner	Ryan & Wetmore, PC
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