

Big Idea  
CONNECTpreneur

# Investor Network



## Virtual Rocket Pitch + Power Networking

September 30, 2020

[CONNECTPRENEUR.ORG](http://CONNECTPRENEUR.ORG)

# AGENDA

WEDNESDAY, September 30, 2020

**\*All times are Eastern Daylight Time\***

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

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

**11:25-12:15pm | ROCKET PITCH SESSION**

**Companies will be introduced by:**

- LISA FRIEDLANDER, Business Dev. Manager, NEXT by Shulman Rogers**
- CARLY BERNSTEIN, Associate, Wilson Sonsini**

**PRESENTING COMPANIES:**

**Achelios Therapeutics – CRIST FRANGAKIS  
Blue Ridge Networks – JOHN HIGGINBOTHAM  
Databuoy – NICHOLAS JONES  
KYTO Technology & Life Science – PAUL RUSSO  
Micronic Technologies – KAREN SORBER  
NutJobs – PAUL SUNSHINE & PAUL KEPHART  
Oncolyze – STEVEN EVANS  
Xenon-VR – TERRENCE TORMEY**

**12:15-1:00pm | 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.



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Web Address: [www.achelios.com](http://www.achelios.com)

**Management:**

CEO: Crist J Frangakis, Ph. D

CMO: John Fort, MD

CTO: James Yeager, Ph.D.

CFO: Wade Ficken, MBA

CBO Michael S Fox Med

**Industry:** Pharmaceuticals

**Number of Employees:** 10

**Bank:** Bank of America

**Auditor:** Hughes Pittman & Gupton, LLP

**Law Firm:** Hutchinson LLC

**Amount of Financing Sought:**

\$ 1.0 MM debenture to be follow by 10 Million Series A

**Current Investors:** Private angel investors and Angel funds. \$7.3 Million

**Use of Funds:** Regulatory submission of first consumer product, Clinical development, manufacturing and registration of lead prescription product for chronic pain.

**Business Description:** Achelios is a niche pharmaceutical company specializing in the topical delivery of drugs, with a particular interest in reducing the need of opioids in the treatment of chronic pain by applying topically highly effective and safe analgesics

**Company Background:** we are an NC and San Diego formulation company with significant expertise in topical formulation and clinical development. Achelios is a spin-out of the Exodos life science LP therapeutic incubator located in NC. Funding for Achelios and Exodos has private angel investors and company founders

**Management:** Crist Frangakis: R&D, BD ( GSK, Bayer J&J, Exodos) John Fort: Clinical Dev. (Upjohn, Pfizer, Adolor, Pozen) James Yeager: Formulation Devel. (Abbott, NexMed, MRL) Wade Ficken, Finance: (LexisNexis, Insite Clin Trials) Michael Fox: Strategic Mark. ( Fisons, Pharmacia, J&J)

**Products/Services:** Achelios topical patented formulation platform provides unsurpassed skin permeation with sustain and rapid delivery of selected frugs. Achelios NSAID formulation has demonstrated efficacy in phase 2 clinical study, delivered effectively, and sustain relief of moderate to severe pain and inflammation in TMJD, arthritis, migraine, and other inflammatory conditions. The developed formulation also demonstrate unique properties in significantly reducing the need for opioids in chronic pain.

**Technologies/Special Know-how:** Issued and submitted patents covering the composition and used of different formulations. Including NSAIDs, antimicrobial, analgesics, anesthetics, and other topically active agents. The patented formulation provides light photoprotection, preventing the degradation of the active drug and resulting skin irritation typical of creams and gels.

**Market:** Topical NSAIDs are being a developer for the treatment of pain and inflammation in the OTC arena, and also for therapy of chronic pain due to joint and muscle inflammation. A second product with ketoprofen is being positioned as a topical for use in conditions of TMJD pain and trigeminal neurogenic pain and migraine.

**Distribution Channels:** Achelios plans to advance its OTC pain product to FDA registration and partner with global consumer care company (J&J, P&G, Bayer RB) to market and commercialize the product. Likewise, Achelios aims to advance its therapeutic pain (RX) opportunity to phase 3 and, after that, seek a strategic relationship with a pharmaceutical company for the marketing and distribution of the approved drug.

**Competition:** Our OTC product of Sodium diclofenac is a more improved topical formulation of Voltaren gel®, currently available in the OTC market. Achelios product provides better, faster, and prolong delivery of drug across the skin. Also, because of its formulation Achelios' is not photodegradable as is the case with Voltaren gel®

**Financial Projections (Unaudited):**

	2020	2021	2022	2023	2024
<b>Revenue:</b>					
<b>EBIT: (royalties (dollars in thousands))</b>		1,000	5,000	19,300	16,900

**Management**

CEO: John Higginbotham  
President: Srinivas Mirmira, PhD  
Sales Head: Mark Webber  
COO: Maureen Gray  
CTO: Tom Gilbert  
CFO: John Steven Robling, Jr.

**Full-time Employees:** 23

**Current Primary Investors:**

USVC-1, LLC  
North Atlantic Capital  
Employees and Advisors

**Blue Ridge Networks** develops and deploys unique innovative cybersecurity network segmentation and endpoint breach prevention software, systems, and managed services. The Company is a proven leader for providing isolation and containment “zero-trust” solutions to protect critical operations from cybersecurity breaches. Blue Ridge’s software and systems have protected government and industry customers for over two decades with no reported breach – ever – in the National Vulnerability Database.

**LinkGuard Network Segmentation Breach Prevention:** In mid-2019 Blue Ridge introduced its award-winning next generation LinkGuard network segmentation cybersecurity solutions to the marketplace that deliver resilient, reliable, affordable “zero-trust” cybersecurity to protect critical infrastructure



operations. LinkGuard employs proprietary patented techniques that cryptographically isolate defined network segments (enclaves) that essentially “cloak” critical operations rendering them undiscoverable and unpenetrable by external threats and immune to data exfiltration. LinkGuard delivers secure interoperability of Operational Technology (OT) systems (Industrial Process Control Systems, SCADA systems, facilities infrastructure, industrial supply-chain) with Information Technology (IT) network infrastructure with easier deployment and overall lower cost of operation than predominant alternatives. More than 70% of LinkGuard revenue is derived from high margin multi-year recurring revenue managed security services contracts directly with customers and through channel partners/resellers. Some large enterprise customers purchase LinkGuard solutions as turnkey systems (software/firmware pre-installed on off-the-shelf appliances/servers) for integration into their MSS operations.



**Major Customer Market Validation - Massive Market Potential:** In just its first year of availability, LinkGuard was selected by providers of industrial control systems (ICS) (Scheider Electric), building management systems (major global BMS company), public infrastructure (major US industrial brand) and other Industrial Internet of Things (IIoT) applications to protect operations and maintenance of critical infrastructure systems deployed for their customers. LinkGuard has also secured “beachhead” accounts with banking, insurance, healthcare, and other Enterprise Infrastructure customers, as well as, Federal, State, and Local Government Infrastructure customers. Blue Ridge projects LinkGuard sales of almost \$2m in its initial year can grow from its current customer base and pipeline to more than \$30m annual recurring revenue within 2-3 years. .

**Management:** Blue Ridge’s management team possesses decades of successful senior executive performance with large and small private and public enterprises in relevant industries. The Company’s active founding technologists are recognized industry leaders for developing innovative cybersecurity solutions.

**Investment:** Blue Ridge projects the potential addressable annual recurring revenue potential for market verticals it serves will grow to over \$50 billion by 2025. The Company is raising a minimum of \$5m equity investment primarily to accelerate LinkGuard sales and marketing penetration into its validated market verticals to capitalize on this massive growth potential opportunity..

## Value Proposition

**Databuoy Corporation makes Shotpoint, the premier gunshot detection and localization product in the world.** The market for gunshot detection is increasing rapidly in public safety and smart city sectors. Shotpoint is poised to own this market with the most reliable and capable technology (that benefited from over a decade of defense research); proven technology that has been in real-world deployments for years; an extensive list of 3rd party integrations; a successful reporting application that users demand; a real-time "exact image of the shot" capture and send technique; key strategic partner relationships that pave the way for gargantuan distribution channels in both the security and smart city industries including Cooper Lighting, Panasonic, and Itron. Once users install gunshot detection for life safety reasons, the system will be able to perform other less critical IoT sense and locate information services that have the potential for further monetization.

## Investor Highlights

**Challenge and Opportunity:** Gun violence is leading cause of death in the US - more than vehicle accidents, drowning or fire. Mass shooting deaths alone surpass natural disasters. Shootings affect all forms of commercial and public properties. The economic impact via mass casualties, negative news cycles, and business loss is an increasing concern for property owners. Catastrophic loss mitigation possible if responders have clear, fast and precise information provided by systems like Shotpoint.

**Market Positioning:** The global gunshot detection market is estimated at \$1B/yr and growing to over \$7B/yr. TAM >\$20M/yr. Markets include military systems, cities, and the rapidly growing commercial space. The leading competitor is SST Shotspotter, with 70 customers worldwide and a valuation of \$0.5B. In the indoor space, the competitors include SDS, an optical+acoustic system and a range of acoustic detection systems. Shotpoint is the only system that operates in both the indoor and outdoor areas, is the superior solution in both, and also resolves 3D bullet trajectories making it the technical choice. Shotpoint is scalable and poised grow with its unmatched capability, validation and reputation.

**Intellectual Property - Time-Event-Source-Synchronized-Acoustics (TESSA™) method is a foundation: 2007 Patent #7433266:** TESSA eliminates reverb, echoes, and false detections and reports only shots. TESSA empowers: 3D shot localization, multi-shooter separation, 3D rifle bullet trajectory.

**2018 Patents #9910128 B2 & #10,180,487:** Acoustic Localization in Confined Spaces covers indoor, multi-sensor localization, street lighting and camera integration.

**2020 Patents #10,746,839 B2; 10,571,312 B2; & 16/034,166 NOA:** TESSA, Mounting System, and Object tracking in area of distributed sensors.

**Proprietary vParser™** video integration technology pulls video imagery at the exact instant of the event.

**Solution Description:** Shotpoint uses custom, 4-channel acoustic sensor arrays that filter the acoustic environment for the presence of gunfire. Individual gunshot detections go to a centralized fusion engine that create a single solution while removing echos and false alarms. Shot locations are shown on maps and floor plans, annotated with vParser™ imagery, transmitted via text/email. Other sounds (bang & ruckus) may be identified and classified accordingly.

**Leadership Team:** CEO has strong R&D skills and founded and managed two successful businesses. VP is a 2x DARPA Program Manager. CTO is leading expert in Networked Gunshot Sensing. COO and SSA worked large rollout DARPA programs. CSO founded and exited multiple companies.

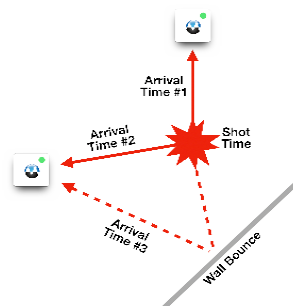
**Traction:** Current install base is sixteen clients and nearly three years of proven, successful deployed systems. Shotpoint is now ready to hit the market fast. Strategic partnerships with smart city and security industry leaders including: Itron, Panasonic, Eaton, Everbridge, Genetec, Cisco, JCI, and TMobile.

**Business Model:** Sensor hardware and system software support are rolled up into a single monthly subscription price model - \$35/sensor-month for indoors and \$50/sensor-month for outdoors.

**Financials:** We are raising a Seed Round for \$2M to drive new sales in the pipeline, create product improvements and scale into existing verticals. Third year EBITA is \$12M.

**Exit Strategy:** Target is 4th Year acquisition by a strategic partner / global firm in the IoT/Security space. We are already recognized in the industry as having the technology that is best of breed.

Time-Event-Source-Synchronized-Acoustics (TESSA)



## QUICK FACTS

**Website:** [www.databuoycorp.com](http://www.databuoycorp.com)

### Launched

October 2006 (Government Contractor)  
April 2016 (Full Commercial Start Up)

**Corporate Status:** Delaware C-Corp

### Headquarters Office

8230 Leesburg Pike, Ste 708  
Vienna, VA 22182  
(703) 865-8220

### Offering: \$2M Seed E

\$12M Pre-Money Valuation  
Secure operational talent to drive sales.

## SENIOR MANAGEMENT

Kathleen Griggs, CEO & Co-Founder  
Steve Griggs, CE & Co-Founder  
Dlmas Pinzon, COO  
Nick Jones, CSO  
Dr. Janos Salai, CTO  
Steve Ling, CSA

## INDUSTRY

Physical Security, Smart Cities, IoT,  
Gunshot Detection

## LAW FIRM

Womble, Bond, Dickinson

## PATENTS

**Patent # 7433266** – (TESSA) Multi-Sensor Acoustic Localization System

**Patents #9910128 B2 & #10,180,487** – (TESSA+) Acoustic Source Localization Indoors & Lighting Integration

**Patent #10,746,839 B2; 10,571,312 B2; & 16/034,166 NOA:** TESSA, Mounting System, and Object tracking in area of distributed sensors.

## CONTACT INFORMATION

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Follow us at [YouTube.com/databuoy](https://www.youtube.com/databuoy)

Kyto Technology and Life Science, Inc. ("KYTO")

Paul Russo, CEO  
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Phone: (408) 605-7695  
Email: paul@kytototech.com

Web Address: www.kytotech.com

**Management:**

CEO – Paul Russo  
CFO – Simon Westbrook

**Industry:** *i.e. software, biotech, etc.*

**Number of Employees:** *4 post-NASDAQ*

**Bank:** *Wells Fargo*

**Auditor:** *RBSM*

**Law Firm:** *Dorsey and Whitney*

**Amount of Financing Sought:**  
*\$1-2 million*

**Current Investors:** *(\$5 million+ Invested)  
70 Private Investors*

**Use of Funds:** *Investing in thoroughly vetted start-ups and funding operations and the up-list to NASDAQ.*

KYTO is an OTC-listed ("OTC: KBPH") Delaware company focused on creating a new liquid Investible Asset Class – KYTO's assets are thoroughly-vetted technology and life science early stage start-ups, initially in the US, Canada and Israel. KYTO is focused on finding the top 1-3% of start-ups most likely to succeed and has developed an effective methodology to achieve success. There are currently 35 companies in KYTO's portfolio. KYTO's CEO has more than four decades of experience in starting companies and investing in start-ups at the seed/angel stage. Once trading resumes, KYTO will be a liquid Low-Risk High-Return way to invest in start-ups! KYTO is not a fund – KYTO investors own shares of the company which will ultimately trade like any other listed shares.

**Company Background:** KYTO represents a continuation of the original Kyto Biopharma which was re-purposed when the current CEO joined the company and was turned into a start-up investment company. Provide a short summary of your company background.

**Management:** Paul Russo, CEO - <https://www.linkedin.com/in/paul-m-russo-phd-106a416/>

Simon Westbrook, CFO - <https://www.linkedin.com/in/simon-westbrook-a0501b1/>

**Products/Services:** KYTO provides investors a vehicle that offers investors a liquid way to participate in a portfolio of thoroughly-vetted start-ups with no management fees or carry.

**Technologies/Special Know-how:** KYTO management has decades of experience in start-ups, both in their creation and management, and in investing in them.

**Market:** KYTO is agnostic as to market and geography. Currently over 70% of the portfolio is in life science start-ups. There are four portfolio companies based in Canada, two based in Israel, and the remaining are in the US.

**Distribution Channels:** Once trading in volume resumes, KYTO expects to attract retail investors via brokers, and family offices, HNI's and institutional investors via investor conferences and active investor relations efforts.

**Competition:** KYTO is not aware of any other public entity that invests in thoroughly-vetted early stage companies with no management fees or carry.

**Financial Projections (Unaudited):** KYTO believes that the rapid growth in the value of its underlying portfolio companies, together with successful exits, will ultimately drive the value of its stock.

## Investment Summary

Micronic seeks \$1M in Series Seed Preferred Equity Investment to move a transformational wastewater treatment system from pilot to pre-production. With \$6.5M in prior funding, Micronic Technologies, a certified woman-owned business, has developed a fully functioning R&D facility; validated superior performance of its Tornadic One Pass™ technology; secured 10 patents and its first customer; established partnerships with the EPA and Virginia Tech; and executed grants from the USDA, U.S. Navy, and the Commonwealth of Virginia. The planned use of proceeds includes developing a marketing and sales team; closing additional sales; and installing systems at EPA for test and evaluation, and Micronic's first customer, Grande Cheese.

### Capital Received to Date

\$6.5M  
(Grants, Loans, Equity,  
and Notes)

### Capital Seeking Series Seed Preferred

Round Size	Closed	Timing	Pre-Money	Notes	Post-Money	Share Price
\$1M	\$822K	3Q 2020	\$3.4M	\$1.7M	\$6.1M	\$1.93

## Management

**Karen D. Sorber**, CEO and majority owner, after a diverse career in consulting, co-founded Micronic and manages Micronic strategic, operational, and marketing activities. **Kelly P. Rock**, CTO, co-founder, and inventor of record for 31 patents, with over 35 years in research and development, leads technology development; **Don Jordan, PhD** in Aerospace Engineering with 19 years in research and teaching at the University of Virginia, leads modeling and energy efficiency development. **Steve Meltzer**, (Lead Director) a nationally recognized attorney; and **Lynda Messick**, (Audit Chair), a nationally recognized banker, are investors and serve as external board members. **Marco Rubin**, Center for Innovative Technology Investor Director, serves as an observer representing their investment. **Chris Beyer**, CPA, Chief Financial Officer and Executive Strategy Advisor and **Greg Redick**, Lt. Col. AF (ret) Vice President and Business Advisor.

## Customer Problem

34 billion ([EPA](#)) gallons of U.S. wastewater are generated daily, 93.6% ([Bluefield](#)) is not reused. This is costly waste. Driven by environmental, economic, and regulatory pressures; industry is fully embracing Zero Liquid Discharge (ZLD), where wastewater is reused with minimal discharge. Currently, traditional evaporator systems are the only viable solution to treat and reuse contaminated wastewater, especially to achieve ZLD. However, traditional evaporators are energy intensive, costly, and technically challenging.

## Product Offering

Micronic's Tornadic One-Pass™ (rebranded from MicroEVAP™) solution enables ZLD by mechanically concentrating highly contaminated wastewater without the high CAPEX/OPEX and logistics supply chain of current evaporators. Tornadic One-Pass™ (TOP™) is a closed loop system leveraging patented internal geometric designs creating a vortex of micro droplets to induce evaporation and concentrate contaminants. In a single step, TOP™ separates contaminants from wastewater reducing total dissolved solids by up to 99.97% and volume by >95%; both measures critical to the ZLD market. Additionally, repeated third party testing has also validated removal of total suspended solids, bacteria, metals, pharmaceuticals, and nanomaterials.

## Target Market

An external market study by RTI International, revealed the ZLD market is Micronic's sweet spot. ZLD markets, including food and beverage, chemical, power, steel, textile, and pharma, are growing at 8.3% and approaching \$8.1 billion annually by 2025 (marketsandmarkets.com). Micronic is targeting two waste streams in 95 U.S. cheese production plants. Sales are projected at \$6.9M in brine waste and \$29M in processing wastewater (2022-2026). After the cheese market, broader and deeper sales opportunities will develop elsewhere. Micronic is targeting 18 landfill leachate customers for ~\$4.6M in sales (2022-2026); exploring extraction of rare earth elements from acid mine drainage on abandoned mine lands; as well as developing international markets.



## Value Proposition

OPEX is low because TOP™ has few moving parts, uses no chemicals or filters, does not foul or produce scale, and has a dramatically smaller footprint. Tornadic One-Pass™'s cost is projected to be up to 88% reduced CAPEX and up to 67% reduced OPEX over traditional evaporators. Trucking to treatment facilities is often the only practical alternative to dispose of concentrated wastewater. Tornadic One-Pass cleans wastewater at just \$.07/gallon compared to trucking costs ranging from \$.10 to \$10.00/gallon. Water recovery captures and reuses wastewater for industries demanding ZLD; virtually eliminates water fees; and reduces negative impacts on the environment. Once concentrated, valuable resources (gold, silver, rare earths, etc.) can be recovered and resultant disposal costs are significantly reduced.

## Competition Advantage

Two evaporator companies are competitive with TOP™ in the ZLD market: Saltworks that manufactures SaltMaker™ and Saltech BV that manufactures DyVaR™. These technologies include a complicated multi-step process of treatment loops; have large footprints, are energy intensive; and/or cause corrosion and scaling that requires chemical dosing, expensive materials, and involved cleaning processes. The TOP™ employs a highly turbulent flow to evaporate wastewater that in turn reduces scaling and corrosion. This one pass system makes it simple, has a smaller footprint; requires no pre-treatment or chemicals reducing its logistics tail; and requires no energy intensive crystallizer to reach ZLD. Tornadic One-Pass™ early adopter costs are 70% less than the CAPEX/OPEX of evaporative competitors.

## Business Development

Micronic's early adopter is an industrial cheese producer seeking 100% water reuse in their cheese manufacturing processes. Grande Cheese, a large cheese producer serving commercial customers across the U.S., is the first Micronic customer, committed to purchase a small size unit, contingent on successful testing at EPA. They have tested water streams from cheese plant processing using the TOP™ pilot with favorable results and conducted a competitive analysis showing highly favorable pricing.

Water companies continually integrate new technologies into product treatment trains offered to end users, and engineering firms design new technologies into client solutions. Micronic is leveraging these two channels by working with such partners to validate customer requirements, confirm business case analysis, and license/sell TOP™ to end users.

Symbiont, a food/cheese engineering firm, who has committed development resources, is in negotiations with Micronic for a sales/license agreement. APEX Water Solutions, with whom Micronic has a sales representation agreement, serves the U.S. municipal water treatment system market, where their landfills need leachate treatment with TOP™. Spain's Centre for the Development of Industrial Technology has engaged with Micronic for collaborative R&D and several NDAs are in place with several Spanish companies, to resume discussions post COVID-19.

In addition to unit sales through channel partners, pro forma projections include ongoing revenue from remote data monitoring, artificial intelligence (AI) analysis and optimization, technology upgrades, and preventative maintenance agreements.

## Growth Strategy

Series Seed Equity funding is planned for ensuring delivery and successful testing of a 1500 gallon-per-day TOP™ unit at the EPA; securing a subsequent sale with Grande Cheese for one of their Wisconsin facilities; acquiring sales and marketing expertise for business development in identified markets; and leveraging early adopter success to attract additional sales. Next market horizons include additional food segments, landfill leachate concentration, and treating abandoned mine lands.

**NutJobs****Paul Sunshine**

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Phone: 415.305.6598

Email: [phsunshine@nutjobs.com](mailto:phsunshine@nutjobs.com)Web: [www.nutjobs.com](http://www.nutjobs.com)**Management:**CEO, Paul Kephart  
President, Paul Sunshine  
COO, Marta Kephart**Industry:** Biomaterials**Number of Employees:** 3**Bank:** Wells Fargo**Auditor:** n/a**Law Firm:** Cooley LLP**Amount of Financing Sought:**

Equity up to \$1.5M

**Current Investors:**

\$700,000 invested; private investors

**Use of Funds:** Product development,  
Pilot manufacturing, Beta launch**Business Description:** NutJobs is a biomaterials company whose mission is to transform nutshell waste into bio-benign alternatives to plastic. By converting nutshell waste into bioplastics, NutJobs is creating plastic product substitutes that are cost-effective, scalable and environmentally sustainable.**Company Background:** NutJobs is tackling the environmental problems caused by single use plastic (40% of plastic usage) and polystyrene (one third of landfill volume). NutJobs' value propositions are to produce products that are bio-based, compostable and derived from secondary agricultural waste.**Management:**

CEO, Paul Kephart. As Principal Ecologist and Designer at RANA, The Co-Habitat Co., Paul is sought after as a pioneer, innovator and patent holder of ecological systems. He is a thought-leader in ecological design and has consulted on many groundbreaking and iconic projects, including large-scale living roofs and living walls, site master plans, and restoration of grassland, wetland and coastal landscapes.

President, Paul Sunshine. Paul has overseen intellectual property, licensing and business development at multiple start-up companies. Paul earned his BA from Brown Univ, JD from Columbia Univ and MSc from Johns Hopkins Univ.

COO, Marta Kephart. Marta is the CEO and CO-founder of RANA The Cohabitat Co. Founder of Apparent Ventures Marta is an innovator in the Fashion and textiles space, created a business of utilizing invasive plant species as feed stocks.

**Products/Services:** NutJobs' product formulations for its resins and pellets are derived from almond shell and hull waste, which is abundant and inexpensive. The resins and pellets are formulated as biocomposites in combination with other organic bioplastics, such as PLA, PHA and PHB. Because of the low acquisition cost of its raw materials, NutJobs' biocomposites are more cost-effective than pure PLA, PHA or PHB products. NutJobs intends to sell its pellets and resins to third party companies that will use them as the main biocomposite in their third party products (eg, cutlery, packaging). NutJobs also intends to manufacture and sell its own line branded end-use packaging products.**Technologies/Special Know-how:** NutJobs's patent pending covers both its formulations and end use products. The Company will submit its full patent applications in Q4 2020. The Company has filed a suite of trademark applications covering its formulations, Alma branded product line and corporate name.**Market:** The overall market size for bioplastics is currently \$6B and is projected to grow to \$18B by 2023. The projected CAGR for this market is 16%.**Distribution Channels:** Through the Company's distribution relationship with Rana Creek, the Company intends to commercialize its first packaging products for the commercial horticulture market in 2021.**Competition:** There are no direct competitors to NutJobs. There are a number of companies producing pure PLA, PHA and PHB products, but at a much higher cost than NutJobs' biocomposites.**Financial Projections (Unaudited):**

	2021	2022	2023	2024	2025
<b>Revenue:</b>					
<b>EBIT (\$ in thousands)</b>	(1,900)	\$300	22,900	\$57,600	\$66,600

Oncolyze, Inc.

Steven J. Evans, M.D., co-Founder

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Fax: 212-419-0982

Web Address: [www.oncolyze.com](http://www.oncolyze.com)

**Management:**

CEO: Steven J. Evans, M.D.

CSO: Larry Altstiel, M.D., Ph.D.

COO: Alex Stojanovic, Ph.D.

**Industry:** Biotech

**Number of Employees:** 3

**Bank:** Citibank, NA

**Auditor:** Kahn Goodman

**Law Firm:** Mintz Levin

**Amount of Financing Sought:**

\$3M Convertible Note

**Current Investors:** \$1.6mm

Founders, Private Investors

**Use of Funds:** Perform GLP

Toxicology/Submit IND

**Business Description:** Oncolyze, Inc. is a privately held, seed capital backed biotech company pioneering the development of a proprietary new class of molecules...oncolysins...with a new Mechanism of Action (MOA) for the treatment of patients with either hematological malignancies or solid tumors. Oncolyze is collaborating with the top cancer hospitals worldwide...including MD Anderson, Mayo Clinic, City of Hope, Memorial Sloan Kettering...to plan and initiate clinical trials against multiple cancer types.

**Company Background:** The company was founded by four partners in 2011 to license technology developed at Downstate Medical Center. Oncolyze has raised \$1.6million from the Founders and several private investors, and has been able to leverage the relationships with major medical centers to achieve value far greater than the actual amount invested.

**Management:** Oncolyze is led by co-Founder and CEO Dr. Steven Evans, a highly experienced executive. Dr. Larry Altstiel (ex-Pfizer) has joined as Chief Scientific Officer, and Dr. Alex Stojanovic has joined as COO. The Board of Directors members are Drs. Steven Evans, John Abeles (co-Founder), Rosemary Mazanet (ex-Amgen), James Foght (ex-Deerfield), and Alexander Zukiwski (ex-JNJ).

**Products/Services:** Oncolyze offers (i) a platform technology, (ii) a lead drug candidate with the potential for numerous oncology indications including both hematologic malignancies such as AML (Acute Myeloid Leukemia) and Multiple Myeloma, and solid tumors including colon, pancreatic, ovarian, lung, and breast among many other cancers, (iii) a novel Mechanism Of Action of cell necrosis rather than cellular apoptosis, and (iv) the ability to treat cancer stem cells as well.

**Technologies/Special Know-how:** The Company's drugs are built on technology discovered and developed by Matthew Pincus, MD, PhD, Professor of Pathology/SUNY Downstate Medical Center, with deep research expertise in computational chemistry and molecular pathology.

**Market:** The first target indication, AML, in the US alone is a \$500million market. As the drug can potentially treat many types of cancers, the total market size in the billion-dollar-plus range

**Competition:** Currently there are no other anticancer drugs on the market with this new Mechanism of Action. Although the market is crowded with various types of anticancer drugs, our unique Mechanism of Action and ability to target multiple cancer types including cancer stem cells make our drug a potential blockbuster. In AML, for example, despite there being multiple drugs used to treat the disease, the success rate is overall only 20%, leaving a huge unmet medical need. Similar situations exist in multiple types of difficult-to-treat cancers, including for example multiple myeloma, ovarian and pancreatic cancer.

**Xenon-VR Inc**

Terrence O. Tormey, 55 Salter Place, Belleville, New Jersey 07109

Phone: 1+ (215)262-0375

Email: [Terry@xenon-vr.com](mailto:Terry@xenon-vr.com)Web Address: [www.xenon-vr.com](http://www.xenon-vr.com)

<p><b>Management:</b>  <i>Chairman &amp; Co-Founder:</i> Zeshan Khan  <i>CEO:</i> T. O. Tormey  <i>CTO:</i> S. Susanibar  <i>CFO:</i> M. Defossett  <i>CMO:</i> R. Gilligan, OD</p> <p><b>Industry:</b> <i>Medical Device Manufacturer, Software, Biotech, Telehealth, etc.</i></p> <p><b>Number of Employees:</b> 12</p> <p><b>Bank:</b> Chase Bank</p> <p><b>Auditor:</b> Winston G Adams, WGA Business Service</p> <p><b>Law Firm:</b> Tjong &amp; Hsia LLP</p> <p><b>Amount of Financing Sought:</b>  <i>i.e. \$5M equity</i></p> <p><b>Current Investors:</b> (\$400,000)  <i>Friends &amp; Family</i></p> <p><b>Use of Funds:</b> <i>Development plans for VR, AI, UX, Hardware development, Product Development, marketing/sales,</i></p>	<p><b>Business Description:</b> Xenon-VR (XVR) is a multi-function diagnostic, eye-care device that uses the latest advancements in eye-tracking software, artificial intelligence virtual reality to deliver an accurate and cost-effective solutions to eye-care diagnosis. XVR excel over existing eye-care diagnosis technology by increasing the number of patients see per provider without compromising the accuracy of eye-diagnostic exam or quality of care.</p> <p><b>Company Background:</b> Xenon-VR is a medical device company that has designed and will bring to the market, the next-generation eye-diagnostic equipment for use by Ophthalmologists, Optometrists, eye-care clinics, and strategic partners that operate in the business of eye-care diagnostic. The device reduces the time frame to perform multiple diagnostic eye-exams to under 20 minutes from up to 90 minutes and enables providers to increase patient's throughput each day</p> <p><b>Management:</b> <i>List senior management and prior experience</i></p> <table border="1"> <tr> <td><b>Zeshan Khan</b> – <i>Chairman/Co-Founder</i> <i>(Sponsors for Educations Opportunity)</i></td> <td><b>Steve Susanibar</b> – <i>CTO &amp; Co-Founder (SpaceX)</i></td> </tr> <tr> <td><b>Terrence Tormey</b>- <i>CEO (J&amp;J, Pfizer, Prevention, Kibow Biotech)</i></td> <td><b>Michelle Defossett</b>– <i>CFO &amp; Treasurer (Sponsors for Educations Opportunity)</i></td> </tr> <tr> <td><b>Robert Gilligan, O.D.</b> – <i>CMO Doctor of Optometry</i></td> <td><b>David Meltzer, O.D., MBA</b> – <i>Medical Advisor, PA College of Optometry</i></td> </tr> </table> <p><b>Products/Services:</b> <i>The device will perform multiple diagnosis eye-exam simultaneously and streamline the eye-exam process freeing up the eye-care provider to focus on more revenue-generating service such as the monitoring of eye-related ailments from diabetes, ocular infection, dry-eye, ocular-related allergies and glaucoma treatments. Solutions will enable the following: 1: Develop and distribute, the highest quality of products to advance better eye-care health world. 2: Advance the accuracy, speed, and reliability of diagnostic medical equipment used in the eye-care industry. 3: Decentralize access to diagnostic eye care service and make such service accessible in any office, school, and corner of the world. Transform any locations into a mobile diagnostic eye care unit. 4: XVR's portable, cloud-based, diagnostic eye-care device makes this achievable.</i></p>	<b>Zeshan Khan</b> – <i>Chairman/Co-Founder</i> <i>(Sponsors for Educations Opportunity)</i>	<b>Steve Susanibar</b> – <i>CTO &amp; Co-Founder (SpaceX)</i>	<b>Terrence Tormey</b> - <i>CEO (J&amp;J, Pfizer, Prevention, Kibow Biotech)</i>	<b>Michelle Defossett</b> – <i>CFO &amp; Treasurer (Sponsors for Educations Opportunity)</i>	<b>Robert Gilligan, O.D.</b> – <i>CMO Doctor of Optometry</i>	<b>David Meltzer, O.D., MBA</b> – <i>Medical Advisor, PA College of Optometry</i>
<b>Zeshan Khan</b> – <i>Chairman/Co-Founder</i> <i>(Sponsors for Educations Opportunity)</i>	<b>Steve Susanibar</b> – <i>CTO &amp; Co-Founder (SpaceX)</i>						
<b>Terrence Tormey</b> - <i>CEO (J&amp;J, Pfizer, Prevention, Kibow Biotech)</i>	<b>Michelle Defossett</b> – <i>CFO &amp; Treasurer (Sponsors for Educations Opportunity)</i>						
<b>Robert Gilligan, O.D.</b> – <i>CMO Doctor of Optometry</i>	<b>David Meltzer, O.D., MBA</b> – <i>Medical Advisor, PA College of Optometry</i>						

**Technologies/Special Know-how:** *Xenon-VR currently holds 15 patents on the technology range from software to hardware. Some patents are in the validation stage, and others are in provision stages.*

**Market:** *Target markets include end-users such as Optometrist, Ophthalmologist, clinics, healthcare services providers (including hospitals, independent physicians, & private eye care centers), specialty clinics and ambulatory surgical centers (ASCs) and other medical institutions. Further afield, the company will target other potential partners such as original equipment manufacturer (OEMs), retail corrective lens providers, corporations, schools, other Payers.*

**Distribution Channels:** Direct-to-Doctor. Note Agreement negotiated with a distributor with >150 sales reps

**Competition:** *There are four primary manufacturers of eye care diagnostic equipment, Alcon Inc., J&J, Valent Pharmaceuticals international Inc, and Carl Zeiss, Meditec Group.*

**Financial Projections (Unaudited): (No Rev. before 2021)**

	2019	2020	2021	2022	2023
<b>Revenue (000):</b>	\$0	\$0	\$27,100	\$47,400	\$75,500
<b>EBIT:</b>	(\$269)	(\$1,201)	\$11,800	\$21,730	\$34,200
<b>(dollars in thousands)</b>					

# 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](http://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.



## 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.



### CARLY BERNSTEIN, CORPORATE ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Carly (Deckelboim) Bernstein is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she counsels public and private companies at all stages of their growth. Her practice focuses on corporate and securities law, including general corporate representation and mergers and acquisitions. While attending law school, Carly served as a judicial intern for the Honorable Charles F. Lettow of the United States Court of Federal Claims.

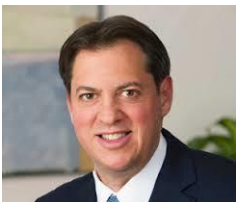


### NEXT powered by SHULMAN ROGERS

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](http://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](mailto:amillin@shulmanrogers.com).

# PARTNERS



## ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

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



## NORTHERN VIRGINIA CHAMBER OF COMMERCE

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



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

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

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

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

# PARTNERS

## MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION

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

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

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

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

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

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

## THE BALTIMORE ANGELS

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





# 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.

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

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

## SUNTRUST BANK



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

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

## CHRISTOPHER ROSS, MANAGING DIRECTOR, SUNTRUST PRIVATE WEALTH MANAGEMENT

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



# PARTNERS

## REFRACTION

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

## ESTHER LEE, PRESIDENT & CEO REFRACTION



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

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

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

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

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

## FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.



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

# PARTNERS



## MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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

## SALLY STERNBACH, FOUNDER, MD TECH COUNCIL VENTURE MENTORING SERVICES

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



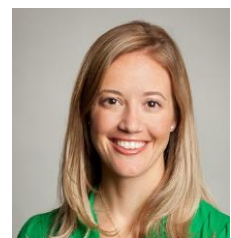
## DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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

## HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP

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

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



# PARTNERS



## KEIRETSU FORUM

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



## STARTUP GRIND-COLUMBIA, MD

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest 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

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](mailto: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](http://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](http://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](http://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	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.

## PRESENTERS

First	Last	Title	Company
<b>Achelios Therapeutics</b>			
Crist	Frangakis	CEO	Achelios Therapeutics
<b>Blue Ridge Networks</b>			
John	Higginbotham	Chairman & CEO	Blue Ridge Networks
<b>Databuoy Corporation</b>			
Nicholas	Jones	Chief Sales Officer	Databuoy Corporation
<b>KYTO Technology &amp; Life Science</b>			
Paul	Russo	CEO	KYTO Technology & Life Science
<b>Micronic Technologies</b>			
Karen	Sorber	CEO	Micronic Technologies
<b>NutJobs</b>			
Paul	Sunshine	President	NutJobs
Paul	Kephart	CEO	NutJobs
<b>Oncolyze</b>			
Steven	Evans	CEO	Oncolyze
<b>Xenon-VR</b>			
Terrence	Tormey	CEO	Xenon-VR

## ATTENDEES

First	Last	Title	Company
Doctor	Aal-Anubia	Founder & CEO	Network Commerce Association, LLC
Iqbal	Aasim	Founder	AIA Capital Group
John H	Abeles MD	Director	OncoLyze Inc
Matthew	Abenante	President	Strategic Investor Relations LLC
Noah	Abramowitz	Co-Founder	Echelon
Fredric	Abramson	Founder and CEO	Golden Thread Technology, Inc.
Nima	Adelkhani	Founder	PITME
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Paul	Adler	Principal	Paul Adler LLC
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
John	Aggrey	CEO	The Unicorn Group LLC
Maria Gracia	Agurto Osorio	CEO	SCerise
Sameer	Ahirrao	CEO	Ardent Privacy
Aisha	Ahmadi		
Raphael	Aidane	VP	Altice VC
Daniel	Akre	Managing Director	UNI Partners, Inc
Satya	Akula	CEO	Amyx, Inc.
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Adrian	Albus	Co-Founder	Roost
Luis	Alcoser	Venture Executive	Chevron
Joshua	Altman	Managing Director	Beltway.media
Adam	Alvarez	Director of Business Development	MassLight
Anthony	Ameen	Founder, & Co-Founder	Wings For Warriors & Taylor & Lawrence
Walt	Anderson	Director	AVALTO
Abigail	Annear	J.D. Candidate	Georgetown University Law Center
Usman	Anzaar	Director	Cyfu
Glenn	Argenbright	General Partner	Quake Capital
Paul	Armijo	Director, A&D Business Sector	GSI Technology
Nicholas	Arnold	MBA Student	Butler University
Peter	Arundel	CEO	Ogden
Darrin	Auito	Partner	HEA Law PLLC

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
San	Aung	Founder	LinkHUP
Justin	Ayars	Founder & CEO	Equality Rewards
Arun	Bahl	Founder	Bridge AI
Bert	Baker	President	TARC
Mark	Baldino	CEO	Firebot Suppression
Albert	Baldwin	Founder & CEO	Alfa Omega Grafx
Brian	Bano	CEO	Bano Inc
Brian	Barlia	Partner	Peak Gersten Partners
Brian	Barnett	President	The Barnett Company, Inc.
Matthew	Basirico	Owner	Frank Consulting Inc.
Simon	Basyuk	Founder	Millhills Works LLC
Sameera	Bazaz	Consultant	Sameera Bazaz
Jim	Beals	COO	CoolWaters Technology, LLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Michael	Beirne	Managing Partner	TAG/Vetted Capital
Mitchel	Bell	Sales	Nice
Chris	Bennett	Founder / Attorney	Technology-Innovation-Law
Luke	Berger	Strategy Lead	Zooky
Ashlee	Berghoff	Founder	A Squared Online, LLC
Carly	Bernstein	Associate	WSGR
Chetana	Bhat	CEO	Personal, Professional, Relationship Development
Mona	Birchfield	BizOps CFO	CLA
Joe	Bishop	CPA	Snyder Cohn, PC
Meredith	Bixler	President	Avenue CM
Jaime	Boggio		Brandia LLC - Intellectual Property & Business Law
Maurice	Boissiere	Chief Customer Officer	DataTribe
George	Boitano	President	SEMPlicity, Inc.
Dominic	Boles	Managing Member	DH Partners, LLC
Hal	Boles	Senior Advisor	DH Partners, LLC
Christine	Boomer	Marketing Manager	AccelerEd
Jean	Bourget	Founder	Syncurity
Keyana	Bowie	Founder & CEO	Oopseez
Bill	Boyle	Investor	Self
Chris	Bradicich	CEO	TagFi
Cathy	Bradley	CEO	CBE
Gary	Bras	President	Coriana Capital
Kris	Brinker	VP Business Development	Ocean 5 Strategies
Linda	Broenniman	President/CEP	RadiateBuzz, Inc.
Ortanna	Brooks	Founder	Mobetz solutions
Kris	Brower	Angel	
Shelli	Brunswick	Chief Operating Officer	Space Foundation
Dwika	Budhyantara	VP Commercial	PT PP Insurance Brokers
Mark	Bulkeley	Managing Director	DC Investment Partners
Marc	Burchman	Partner	GreenComm Technologies LLC
Madison	Burdge	Social Media & Marketing Intern	Community Futures Huron
Michael	Burke	Founding Partner	Gravel Road
Alex	Burkhart	Founder	Zooky
Mary	Ca	CFO	Investment
Kathie	Callahan Brady	CEO	FITCI
Christian	Camarce	Partner (Intellectual Property)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	CEO & Founder	KnickleKick
Jim	Caponigro	Director of Marketing	Project Equity
James	Carbone	Analyst	Cantor Fitzgerald
Joe	Carlin	Principal	Joirre Capital
Sue	Carr	President	CarrTech LLC
Gary	Carr	CEO	Givio
Charles	Carr	Partner	RSM
Tim	Carvana	Founder	MAY-DANN Group
Justin	Casale-Savage	Founder & CEO	Savage Advisory
J	Case	Developer	Sushi Software
John	Casey	Managing Director	Venture Mentors LLC
Joy Susana	Castaneda	Copywriter	Castmedia
Steven	Castillo	Founder	Rxperius
Javier	Castro	Founder & CEO	Gravatate, Inc.



**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
Andy	Chalonec	Founder & Consultant	Cost Caddies
Michael	Chan	CMO	Meter
Rui	Chen	Research Scientist	Duke
Jerry	Chen	Intern	Opus8
Wayne	Chiang	Founder	ThreatQuotient
Vishal	Chintawar	Founder	Givhero
Dmitry	Chirun	Product & Blockchain Advisor	US Gold Currency /IBM Columbia Blockchain Accelerator
Anna	Cho		
Alexander	Choi	Analyst	Sutton Capital
Brett	Coffee	Consultant	Aetos
Dan	Coffing	President	Cloudentity, Inc.
Cohen	Cohen	CEO	PainScript
Christopher	College	Managing Partner	TCP Venture Capital
Betsy O'Neill	Collie	SR. Director Programming & Operations	Maryland Business Innovation Association
Bill	Collins	Chairman and CEO	The Collins Companies
Robert	Colorina	Director	AIAC Group
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Shelley	Cooper	CEO	SureShow
Radames	Cordero	CEO	MELATECH
Andrew	Corona	CEO	Peace Out
David	Cross	Assistant Director Venture Creation	Towson University
Devon	Cury	Director of Advanced Markets	First Financial Group
Larry	Cynkin	Founder, Fractional CTO	GreenBar
Tom	Dailey	Founder & President	Dailey Strategic Advisors LLC
Stephen	Day	CEO	Day Capital Partners, LLC/ Hawkeye Med Tech, Inc
Tahmina	Day	COO	Day Capital Partners, LLC
Fraas	Deak	CEO	Sikeology
Hank	Dearden	Principal	Group 3D
Anders	Dejounge	Managing Director	Sutter Securities, Inc.
Jaap	Dekkinga	CEO	TuneURL
Nancy	Delain	Patent & IP Attorney	Delain Law Office, PLLC
Ted	DellaVecchia	CEO & Managing Partner	Symbotix
Marco	DeMiroz	General Partner	The Venture Reality Fund
Vince	Deng	President	SAPA-DC
Mahesh	Dhillon		Witan Partners
Jerome	Di Giovanni		Ignite Social Impact
Cosmo	Di Tucci	CEO	AbleOne
Talabiou	Diallo	Student	George Washington
Camilla	Dias	Owner	Digital Affinity
Lorena	Diaz	CEO	Product Marketing Coach
Sarah	Dillard	Founder	Kaleidoscope Education
Vic	Diloreto	CEO	Blackmarker
Bob	Dinkel	Director	Pierce Capital Partners
Richard	DiPippo	Partner	NFP
Tim	Doelger	Founder & CEO	TruFishing, Inc.
Lisa	Dorsey	Managing Partner	Innovative Capital Access
Mike	Doyle	Managing Director	Goldin Ventures
Cindra	Dunaway	Chief Public Safety Officer	Angelia
James	Early	Managing Partner	Tamarack Advisory
Growson	Edwards	CEO	CIPIO
Howard	Eisenberg	President	Eurosort
Anwar	El-Homsi	CEO	OGMA
Craig	Elias	EiR	Bow Valley College
Karynn	Elizabeth	Boudoir Photographer & Photography Coach	Kept Coaching
Jeff	Ellington	Managing Director	ConcentricDNA Health Innovations, LLC
Andrew	Ellis	Founder	We Are Like Minds Ltd
Akram	Elzend	President & CEO	Revival Homecare Agency
Jeffrey	Englander	CEO	Qmyno LLC
Asher	Epstein		
Altan	Erginkoc	PM	Mosaic DC
Mark	Esposito	Director	EY
Barry	Etra	President, Atlanta	Keiretsu Forum
Herb	Ezrin	CEO & President	Potomac Business Group
Kim	F	Partner	DL Capital Partners Ltd
Tammy	Falco	Director of Operations	Paradigm Alternative Investments

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
Julie	Fanburg	Founder & Nerd-in-Chief	Nerd Up - Start-Up & IT Headhunting
Matt	Fates	Angel Investor	Angel
Brian	Fife	CEO & Founder	Easy Alfred
Kristina	Francis	CEO	EsteemLogic
Joe	French	Sales & Marketing	VideoHomes.com LLC
Lisa	Friedlander	Biz Dev	NeXT
Richard	From	Managing Director	Boustead Securities LLC
Mike	Fuller	President	Planesty
John	Funge	Chief Product Officer	DataTRibe
Brian	Furr	Founder of Mindful Designs Baltimore	Mindful Designs Baltimroe
Jeff	Gaggin	Alternative Investments Director	Morgan Stanley
Robert	Gahagan	Chief Success Officer and Founder	CCSI - Corporate Consulting Service, Inc.
Janette	Gallardo	Fractional CFO Services	Vitta Solutions
William	Galle	President	DPS
Scott	Garber	Founder	Early Light Ventures
Marcos	Garciaacosta	Attorney	Legal Business Global
Luis	Garma	Chairman	Mobile Smart City Corp
Michael	Gauer	Principal	Advanced LLC
Kareem	George	Director of Innovation	BOE Inc.
Jonathan	Germano	Financial Advisor	Yun Wealth Management
Rick	Gersten	Manager	PeakGersten Partners NNN
Gregory	Giammittorio	Partner	Potomac Law Group PLLC
Andrey	Gidasov	Executive Director	Vicente Ferrer Foundation USA
Simon	Gillett	Managing Partner	Global AI Internet Freedom Fund
Thomas	Godin	COO	Gorove Slade
Jarrod	Goldsmith	Founder	eSAX (The Entrepreneur Social Advantage Experience)
Douglas	Goldstein	Executive	eFuturist, Inc.
Laura	Gomez Cadena	MBA & MSIS Student	UMD, Smith School of Business
James	Gordon	CEO	CULTIVA Solutions
Edward	Gordon	Student	University of Florida
Chris	Gorges	Founder	Thompson & Prince
Chris	Gosselin	CEO	Skypad
Kevin	Goudarzi	Project Manager	TBD
Greg	Grant	Partner	Shulman Rogers - NEXT
Josh	Greene	CEO	The Mather Group LLC
Richard	Greene	Business Advisory/Coaching	RGA Venture Funding
Kathleen	Griggs	CEO	Databuoy Corporation
Adam	Grill	CEO & Group President	Odyssey Group
Natalya	Gromyko	Director	EMD Serono
Amit	Grover	CEO	JASP Consulting Ltd.
Frank	Gruber	Co-CEO & Managing Partner	Established & Established Ventures
Marc	Gruner	CMO	Limber
John	Grzymala	CEO	Family Office Advisory Services
Ari	Gunzburg	Author, The Little Book Of Greatness	MindSpark
Robert	Guzman		
Jeffrey	Guzy	CEO	CoJax Oil & Gas Corporation
Mark	Haas	CEO	AEG
Jim	Hadley	CEO	Tiber Solutions, LLC
Kurt	Hailstock	Founder	UPISA
John	Hall	CFO	Notal Vision, Inc.
Samantha	Halliwell	Financial & Operations Manager	One of Many LTD
Iryna	Halubkova	VP	TCP
Chris	Hamoen	Strategic Advisor	Digital Main Street
Brian	Han	Deputy Director	KIC
Haidee	Hanna	Chief Growth Officer	Argona Partners
Michael	Hanson	Consultant	Optimum Dynamics LLC
Yali	Harari	CEO	Innovesta
Edgar	Harrell	President	Edgar C Harrell Associates Inc
Barry	Hartzberg	Managing Director	Tech Impact
Mary	Hatcher	CFO	GlendonTodd Capital LLC
Chris	Haug	Director	Startup Grind, Columbia Chapter
Eric	Hawkins	Attorney / Owner	Hawkins Law Office
Claude	Hayn	Advisor	Adjumps
Emad	Hefny	CEO	Square Seven
Adriana	Henao	Co-Founder	BeKoherent

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
Peter	Henry	General Partner	Seed Milestone Fund
Peter	Henry	Managing Partner	Act 5 Ventures LLC
Adam	Henry	Business Development Manager	Arlington Economic Development
Keith	Herman	Founder	IPA Equities
Don	Hernandez	CEO	Enlyte
Cheryl	Heusser	Principal	Snyder Cohn, PC
Mi	Hibbitts	President	Robert & William LLC
Tim	Hijazi	Principal	Ahead Consulting Services
Ben	Hill	CEO	Shareity
David	Hitt	President	Enhance
Wassim	Hmida	CEO	Tira Robots
Tommy	Hodinh	CEO	Magrabbitt
Rich	Holloman	CEO	Mobodyne LLC
Alyse	Holstein	CEO	HPG Partners, LLC
Seth	Horn	Managing Director	Boustead Securities
Walter	Horsting	Principal	Business Development International
Darnley	Howard	President	Advansa International
Tami	Howie	Partner	Dlaiپر
Tom	Howie	COO	Pixspan
April	Huang	Founder & CEO	Martecana
Lauren	Huber	Consultant	Elixirr
Robert	Huey	President	Huey & Associates, P.C. - CPA's
Richard	Hughen	CEO	Linshom
Jeff	Hunter	Managing Partner	Aletheia Management
Henry	Hunter	CEO	INCIDR
Fredda	Hurwitz	Founder & Chief Nut	Gingernut Thinking
Tony	Hussain	Managing Partner	Alike Patient
Uchenna	Ibekwe	CTO	SifaCore Technology LLC
Brian	Israel	Corporate Development	DHG
Sukumar	Iyer	President	Ascendant LLC
Doug	Jackson	President	Sioneer
Andrew	Jacobson	Art Advisor	Baltimore Art
Manoj	Jadhav	CEO	ISHA Therapeutics LLC
Moe	Jafari	CEO	CORAS Inc
Brian	Jagger	Chief Product Officer	Casting Calls America
Abhishek	Jain	CTO	Devtorium
Kate	Janich	Co-Founder	Rowan Tree Coworking + Cogrowth
Guillaume	Jaulerry	CEO	O Company
Buddhika	Jayasena	PDE	CH
Dao	Jensen	CEO	Kaizen Technology Partners
D'Juan	Johnson	Account Executive	Spacesaver Interiors
Yvonne	Jones	Owner & CEO	Edible Home Gardens Resorts & Freedom Solar Generators
Khadija	Jordan	Director of Sales & Marketing	AITHERAS
Jiemin	Jordan	Managing Partner	Decisive Investment Group
Patrick	Judge	Managing Partner	Camber Road Partners
Kashyap	Kabaria	COO & Co-Founder	marGenius
Owen	Kadow	Founder & Creator	Easton Beats Project
Murali	Kalavapudi	Owner	Envirosys Technologies, LLC
Paul	Kang	President	Alta Companies
Steve	Kann	Partner	Bridgewater Capital
Julie	Kantor	Founder & CEO	Twomentor
Leni	Kaplan	Life Coach	L Kaplan Coaching
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Neil	Katz	President	Neil A. Katz & Associates, LLC
Stephanie	Katz	President	CETA Benefit Consulting Group, LLC
Steven	Kaufman	Founder & CEO	Hands-Free LLC
Keren	Kay	CMO	Innovesta
John	Kealey	Board Advisor	Individual
Susan	Kearney	Partner	www.newportllc.com
Sagi	Keen	CEO	SpeedSize
Jim	Keeney	President	Dapt
Joanne	Kellert	Co-Founder & Chief Creative Officer	Sampoll, Inc.
Jeff	Kelley	Partner	MainChain Ventures, LLC
Joe	Kessler	Managing Partner	Next-Stage Development Group
Mohsin	Khan	Associate & Healthcare Subject Matter Expert	Booz Allen Hamilton

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
Sania	Khan	Economist	The Millennial Economist
Zeshan	Khan	Co-Founder	Xenon-VR
Mahnaz	Khazari	Officer & Owner	Mk finance co
Hnin	Khine	Mentor & Investor	Trust Venture Partners
Vilma	Khmaladze	CIO	Openix Solutions LLC
Jason	Kidwell	Owner	Explore Kitchens
Jonathan	Kindberg	CEO	Ovechr Inc
Neil	Kleinberg	CEO	DiliVer
Hryhorii	Klochnyk	Designer	Movadex
Bernard	Klocman	CEO	Emergent Healthcare
James	Knupfer	Founder & CEO	Candidly
Martin	Koev	Investor	Koev Brothers
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC
Prakash	Kolli	CEO	Blue Point Materials Research
Nelly	Kolodny	Founder & CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	Forbes Japan
Paul	Korkemaz	Principal	XPRT LLC
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Phil	Kratovil	Director	Bridgepoint Connections
Zach	Kromkowski	Co-Founder	Senteon
Danielle	Kroo	Director, Operations & Engagement	The Global Good Fund
Andy	Krumel	CEO & Founder	BTW Doc
Max	Kryzhanovskiy	President	MOS Creative
Anil	Kumar	Engineer	Deephouse.io
Wallace	Kyle	Student	Darden
Jaimee	Laine	Owner	Renegade Recruitment International
Mandy	Lam	CPA	Snyder Cohn, PC
Stefan	Lang	CEO	Connect4B
David	Lashmanov	Account Executive	Taskpace AI
Tony	Lau	Managing Director	Detente Group
Laura	Laut	Business Development Manager	Laut Design
Janet	Lawrence	Founder	Harmony Surgical
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions,LLC
Jeannette	Lee	CEO	IIA Technologies
Paul	Lee	Managing Director	Autumn Light Capital Partners, Inc.
Danny	Lee	Founder	EHLAI
Sean	Lee	Venture Fellow	Alpha Edison
Sung	Lee	MBA Student	George Washington Univeristy
Esther	Lee	CEO	Refraction
Steven	Lehat	Principal	Regulatory World
Armand	Levasseur	Co-Founder	Broad Street Brand Partners
Joy	Levin	President	Allium Research and Analytics
Dan	Levinson	Venture Banker	Comerica Bank
Li	Li	EIR	Quan Capital
Toby	Lin	Co-Founder & CTO	Cyber Skyline
Yen-Huei	Lin	Executive Director, BioPharmaceutical Development	Neuraly
Richard	Lindhorn	President	SkyOcean Holdings
Chen	Lindman	VP Business Development	SpeedSize.com
Barry	Lipsy	Principal	BNLipsy & Assoc
Karen	Livingston	Assoc. Director Entrepreneurship Programs	George Mason University
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Francisco	Lopez	President	LG Advising
Brent	Lorenz	Managing Director	Alden Advisors
Alan	Luba	Owner	Human Resources ConsultantsLLC
Pam	Lubel	VP, Membership and Strategic Programming	MTC
Philip	Luca	SPE	AWS
Dennis	Lucey	Vice President	AKIMA
Jacqueline	Luo	Principal	BAM Advisory LLC
Justin	Lutz	Co-Founder & CEO	Sampoll, Inc.
Bei	Ma	Founder & CEO	The Pinea Group, LLC
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Jacques	Macaire	Founder & Director	HUMANBE
Scott	MacKenzie	Group Chief Executive Officer	Cloud Carib Limited / Athena Cloud Limited
Steve	Madincea	Co-Founder & Managing Partner	Fantastec
Parisse	Majd	Founder	Le Mec

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
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Emanuel	Martinez	General Partner	GreenHills Cap Partners
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Brendan	McAdams	Managing Director	Kiinetics
Anthony	McClelland	Manager	Refraction
Jay	McCrensky	CEO	Marketshare Capital
Penny	McDonough	Executive Chairwoman	Positive Health Consulting Ltd.
Mark	Mcmahon	Ceo	Uniting Spaces
Janice	McRae	Founder & CEO	Nexus 8 International, LLC
Don	Megrath	Managing Director	VectorPoint Ventures
Brian	Mehnert	COO	Connected Ventures
Steve	Mendelsohn	Founder	Fitness Tech, LLC
Stefan	Midford	President	Capango, Inc.
Reza	Mir	Project Manager	
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Ishtiaque	Mohammad	Founder & CEO	SowFin Corp
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Sumedha	Mongia	Founder	Valeo Health- Well Up
Angela	Moore	International Lecturer	Free Lancer
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Jan	Mul	Director, International Business Investment	Fairfax County Economic Development Authority
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Natalia	Mykhaylova	CEO	WeavAir
Priscilla	Myles	CEO	Myles Per Grace Home Care Providers
Raj	Nadar	Founder	Inside Sales On Demand
Phil	Nadel	Managing Director	Forefront Venture Partners
Emory	Nager	CEO	JackieAI
Charles	Nahabedian	CEO	VideoKall, Inc
Girish	Naidu	MBA candidate	Johns Hopkins
Shaji	Nair	CEO	My Helse Inc
Radhika	Nair	President	My Helse Inc
Silvana	Nani	CEO & Chief Innovation Officer	Korabi Consulting
Jay	Natarajan	Data & AI Leader	Avanade
Asad	Naveed	Engineer	Engro
Ronald	Newcomb	CEO	The Forge Studios
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Doug	Nguyen	Founder	HUSTLR
Michael	Nguyen	CEO	DataTorch
Maquiuth	Nicholson	Owner	Silver & Gold Reimbursement Medical Billing
Israel	Oderinde	Associate Sale Managr	Oxford Group International
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Reginald	Oliver	President	KMT Heating & Air Conditioning Corporation
Sungeun	Oller	Analyst	T.Rowe Price
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Jeff	O'Neill	Associate Partner	New York Life
Paul	Opalack	Managing Director	Noblestar
Guc	Ozenci	Entrepreneur, Mentor, Investor	Peoplise, Prisync, SlashPay, ShopUpStories, TalentMondo
Henry	P	Director	HBCI
Ernesto	Paiz	Venture Partner	MicroVentures
Lona	Parad	Intern	Thesis Couture

**ATTENDEES**

<b>First</b>	<b>Last</b>	<b>Title</b>	<b>Company</b>
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Elliott	Parker	CEO	Additive Care
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Rodlene	Paul	Founder	Grace and Paul LLC
Greg	Payne	Principal	Emerging Market Enterprises
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George	Pearce	Business Development Manager	Moscar Capital
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Kushtrim	Peci	President	Fonero LLC
Blake	Pennington	Senior Associate	Fusion Fund
David	Phillips	President	Lead Generation Consulting
Aprile	Pilon	CEO & CSO	Trove Therapeutics, Inc.
Henry	Pittman	Founder	GSC360
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Sathibalan	Ponniah	CEO	Immune Analytics LLC
Alex	Powers	Ceo	Moneypools technology usa
Somuya	Prakash	VC Associate	Accel
Kushtrim	Prci	President	Fonero LLC
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Anthony	Priest	COO	WEZ
Jorge	Próspero Dos Santos	President	Dynamic Referral System Corp
Phil	Rader	East Coast Director	Early Growth
Andrew	Rah	CEO & Founder	Sauce Beauty, LLC
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Sashi	Reddi	Managing Partner	SRI Capital
Joe	Reddix	President and CEO	The Reddix Group, LLC
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Silvio	Renzi	CEO	Previs Solutions
Mark	Repko	Advisor for Innovation to the Secretary	U.S. Air Force
Riley	Repko	Strategic Advisor to the Secretary	HQ US Air Force
Victor	Rhoder	Director	AtWork Systems, Inc.
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Kathryn	Riek	Partner Outreach Analyst	FarShore Partners
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Gary	Robinson	CEO	PhaseDesign Research
Jim	Roddy	President	Jim Roddy CBA
Norman	Rogers	Business Development	American Gene Technologies
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Megan	Rosario	Digital Brand Director & Innovation Lead	Technology-Innovation-Law
Terence	Rose	Founder	T+R Interactiveee
John	Rosebush	CEO	Worldwide Development Corporation
Jeffrey	Rosedale	Partner, IP Group, Registered U.S. Patent Attorney	Baker & Hostetler, LLP
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Michael	Rowny	CEO	Pixspan, Inc.
Connie	Royal	Director, Protocol & Special Events	Fairfax County EDA
Daniel	Ryan	Managing Principal	Alikos Wealth Management
K	Smaw	Director	FCEDA
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Shifat	Salim	Software Developer	Raven
Diego	Salinas	Director	MACH37
Umit	Sami	Founder	Memcus Inc
Hector	Santiago	Business Consultant	Independent
Joseph	Santoro	Director of New Media Ventures	The Atlantic
Lili	Sargsyan	Manager of Marketing and BD	Snyder Cohn, PC
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**ATTENDEES**

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Noga	Schechter	CoFounder	Muuni.io
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Pascale	Scheurer	CEO	Intelligent Futures
Sarah	Schlaflly	CEO	Aya's Market
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Johannes	Schmidt	CEO	Alphaporting
Tom	Scholl	CEO	shoalscrollschool&skull
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
David	Selley	Founder & CEO	International Entrepreneurs Association
Chris	Senio	Managing Director	Baskera
Vincent	Serpico	CEO	Founders Workshop
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Mario	Shaffer	Principal	H.I.G. Capital
Deepak	Sharma	CEO	Anjay Venture Partners LLC
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Cary	Sherman	CEO	Cary Sherman Consulting LLC
Robert	Sherretta	President & CEO	International Investor, LLC
Sheryl		Founder	DAI Technologies Corporation
Becky	Shewbridge	M&A Lead	Opus8
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Robert	Sigler	CEO	Global Trust Group
Gus	Simiao	Principal	DPC
Patty	Simonton	Director, Be Green Business	Bethesda Green
William	Simpson	President	DisposeRx
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Anjali	Singh	Principal	Rezon8 Capital
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Katie	Smith	Special Events Coordinator	Fairfax County EDA
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Paul	Sorkin	CEO& General Counsel	PerfectBalanceInvestments
Anthony	Soscia	President	Atlantic pharma
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James	Sowers	Investor	Investor
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Maura	Sparks	Co-Founder	AccuChain, Inc.
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Robert	Spertell	Managing Director	Boustead Securities, LLC
Ajay	Srivastava	President	Information Technology
Stacy	Stathopoulos	Business Development Executive	Pillsbury
Todd	Stave	CEO	Mobile Comfort
Colin	Steele	Sole Proprietor	Editing Out Loud
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Dilip	Sundaram	Managing Partner	Clarendon International LLC
Sean	Sutherland	Director of Accounts	Kapowza
Bob	Sweeney	Director, Corporate Partnerships	American University
Aksaraphak	T.	Owner	Real Estate Business
Emma	Tello	Founder & Consultant	Tello IP Services
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Rebecca	Thompson	Entrepreneur	All Things Refurbished
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**ATTENDEES**

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William	Wong	Sales	NCAMEO
Paul	Wronkiewicz	Sr Agency Manager	
Johnny	Yang	Mentor	MIT
Bo	Yang	VP	Abc
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Joseph	Zaloom	President	E3 Analytics
Samantha	Zambrano	CEO	itacora
Juan	Zarco	Partner	SVVG Partners LLLP
Rachel	Zayas	Founder & CEO	AGED Diagnostics
Douglas	Zeisel	Partner	Technology Commercialization Ventures, LLC
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# THANK YOU TO OUR COACHES



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