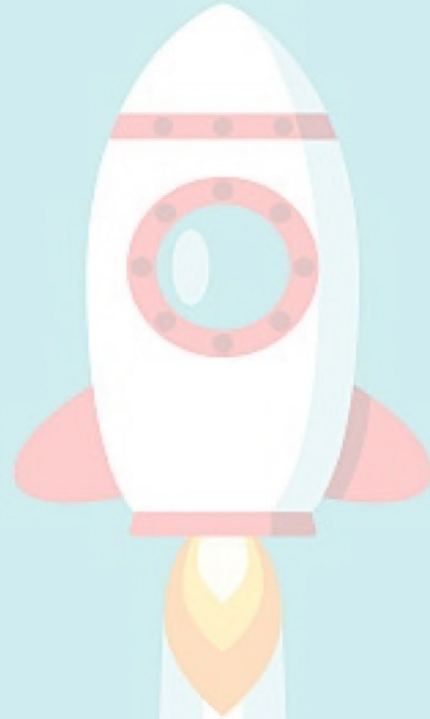


Big  Idea  
CONNECTpreneur

# Investor Network



# Virtual Rocket Pitch + Power Networking

March 31, 2021

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

HOSTED BY:

Tien Wong

**Big Idea**  
CONNECTpreneur

Anthony Millin

**NEXT**

A monthly video podcast for people invested in the DMV  
start-up ecosystem.

# The Monthly Blend

To hear the perfect combination of inspiring thought leaders like Ollen Douglas, Managing Director of Motley Fool Ventures or research-driven discussions featuring senior leaders from renowned universities such as Georgetown, GWU, and Howard, make sure to join **The Monthly Blend**. The DMV's place to gather and advance sector collaboration.

**LET'S MIX THINGS UP.**

To register for our newsletter, sign up for our next podcast and explore previous conversations, head to [www.themonthlyblend.com](http://www.themonthlyblend.com).

Have a blended conversation you'd like to see us cover? Feel free to share your suggestions with us at [info@next.law](mailto:info@next.law).

# AGENDA

**WEDNESDAY, MARCH 31 2021**

**11:00-11:05am | VIRTUAL NETWORKING**  
*(via Private Message)*

**11:05-11:15am | WELCOME and INTRODUCTIONS**  
**-TIEN WONG, Founder and Host, CONNECTpreneur Community**  
**- PATRICK SHERIDAN, Co-Founder & Managing Partner, Modus Create**

**11:15-12:30pm | ROCKET PITCH SESSION**

**Companies will be introduced by:**

- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman Rogers**
- MARK HAAS, CEO, Association for Enterprise Growth**

## **PRESENTING COMPANIES:**

- Caring Closures**
- Cognoptix**
- ErgoSuture**
- Fantasy River**
- Land Intelligence**
- Peel Away Labs**
- Revolution Cooking**
- SkySquad**
- Smoove Xperience**
- Sourcepass**
- Swanrose**
- TENZR Health Platform**
- Vashi**
- VideoKall**

**12:30-1:00pm | Breakout Rooms & Networking**  
*(Breakout rooms hosted by presenting companies)*

# 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.



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

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

### COMPANY BACKGROUND & STRATEGIC OVERVIEW

Headquartered in metro Denver, CO, the Company expects to transform public health and consumer product safety through patented innovation modernizing now 50-year-old child safety packaging across a broad universe of consumer product categories representing approximately **14 billion units** annually on a global basis. Its initial award-winning product, a **locking prescription vial (LPV®)**, is sold under the **Safe Rx®** brand name to health systems, pharmacy retailers and treatment centers, as both a consumer product and in dispensing kits for use in filling prescriptions. The Safe Rx product line utilizes a four-ring combination lock closure, with **10,000 possible combinations**, for purposes of preventing pill theft, the **leading source** for teen drug abuse in the country and an index source for the opioid epidemic. With the recent issuance of its **11<sup>th</sup> patent** expanding IP coverage to all consumer products cap & closures, the Company is initiating licensing sales of its IP to CPG companies:

#### Safe Rx Product Lines

#### Launching 1H2021

	Consumer LPB® Product Line	Prescription Dispensing LPV® Product Line	Licensing IP into Consumer Product Packaging
<b>Mission &amp; Impact</b>	Families can voluntarily protect teens from pilfering and toddlers from harmful substances	Prevent 7 million teens from initiating drug abuse & 4.3 million pediatric poisonings over 10 years	Eliminate pediatric poisonings from all household consumer products
<b>Business Status</b>	Proven & Growing in National Retail	Validating with Highly Qualified Early Adopters	11 <sup>th</sup> Patent Issuing 4Q2020 Covering 14B Units Globally
<b>Current Representative Customers</b>			Initial Outreach Starting 1H2021

### INITIAL AWARD – WINNING PRODUCT LAUNCH WITH SIGNIFICANT SOCIAL IMPACT

Safe Rx locking prescription vials (LPVs) cut off the number one source for teen drug abuse in the US, and are expected to generate a significant impact on the opioid epidemic. Over a ten-year-period, universal LPV dispensing of opioids would prevent an estimated **7 million teens** from initiating drug abuse while returning up to **\$92 billion** to the national economy.

The Safe Rx consumer product line is sold to national and regional retailers, including Target, selected Kroger banners, and others, while its dispensing product line is sold to pharmacies that fill prescriptions in its LPVs. Safe Rx expects to capture a large share of the LPV dispensing market as it creates the category, with eleven issued patents, an **8-10x manufacturing cost advantage**, and **6x workflow cost advantage** versus its next closest competitors, and has already established a significant market leadership position as it creates the new category, with substantial recognition in general and trade media:

<b>Wholesaler Availability</b> 	<b>Consumer Line Customers</b> 	<b>Dispensing Line Customers</b> 
<b>Patient Favorite</b> Safe Rx Locking Pill Bottle - Combination Lock - Child Resistant, Tamper Evident, Senior Friendly (Small Bottle, Single Bottle) by Safe Rx ★★★★★ 4.2 out of 5 686 global ratings 5 star: 63% 4 star: 14% 3 star: 9% 2 star: 4% 1 star: 10%	<b>Award Winning</b>  Industry Award - Winner at Launch (NACDS 2017 Store Expo)	<b>Certified</b> Senior Friendly, Teen & Child Resistant  Child Resistance: 100% pass rate (standard panel) Teen Resistance: 100% pass rate (custom panel) Senior Friendly: 90% pass rate (standard panel)
<b>Selected General &amp; Trade Media Coverage</b> 		

**CCI CLOSURE TECHNOLOGY OVERVIEW & SECURITY SPECTRUM**

Caring Closures Security Spectrum					
	Current Child Resistance	2 - 3 Ring Licensed Closure Technology		Safe Rx Product Line	Other Potential Products
Sample Product Categories		Detergent pods, OTC Drugs with Pediatric Fatality Risk		Opioids & Controlled Substances	TBD
Locking Ring Count	N/A	2	3	4	6 +
Possible Combinations*	N/A	100	1,000	10,000	1,000,000 +
Security & Effectiveness	85% "child resistant"	100% child proof		100% teen proof	Near perfect container security

**KEY INVESTMENT CONSIDERATIONS**

**Multiple Addressable Packaging Markets Worth 14 Billions Units Annually**

**Eleven Issued Patents with Adjacent Market IP Expansion Strategy**

**Strong Management Team with History of Successful Exits, Domain Expertise & Meaningful Start on Diversity**

**8-10x Manufacturing Cost Advantage & 6x Workflow Cost Advantage in LPV Dispensing Market**

**Low Tipping Points for Universal Dispensing Adoption of Initial LPV Product**

**Significant Impact on Opioid Epidemic & Other Major Public Health Problems**

**Strong Barriers to Entry including Structural Barrier in Core Industry**

**Developing State Level Legislation Mandating LPVs for Controlled Substance Dispensing**

**Large Strategic Buyer Universe with Validated Interest from Prior Unsolicited Approaches**

**LEADERSHIP WITH HISTORY OF SUCCESSFUL EXITS & BOARD BUILT FOR GROWTH IN US HEALTHCARE**



**Milton Cohen, Chief Executive Officer ([LinkedIn](#))**  
Leadership roles in turnarounds & leveraged buildups  
PE investor in healthcare & business services  
MBA (Woodruff Fellow) Goizueta at Emory  
BA Vassar College  
YPO Member since 2011



**Jason McGowin, VP & GM Consumer ([LinkedIn](#))**  
Entrepreneur with history of successful brand launches  
P&L leadership for \$400M CPG portfolio  
MBA Stanford University  
BA Middlebury College



**Christopher T. Dimos**  
Senior Pharmacy Executive  
CEO McKesson Retail Solutions  
23 years in retail pharmacy  
([LinkedIn](#))



**Mary T. Mock**  
Senior Healthcare Executive  
Expertise in Value Based Care  
28 years in healthcare strategy  
([LinkedIn](#))



**David T. Roberts**  
Senior Healthcare & Tech Executive  
2 successful exits in healthcare  
CEO SurveyGizmo  
([LinkedIn](#))



**Donald Bialek**  
Senior Healthcare Executive  
CMO Aculyst  
25 years in healthcare leadership  
([LinkedIn](#))



A simple eye scan for the early detection of Alzheimer's disease

[www.cognoptix.com](http://www.cognoptix.com)



**Headquarters**

33 Boston Post Rd W, Suite 140  
Marlborough, MA 01752

**Email:** CEO: swilke@cognoptix.com

Assistant: jlavoye@cognoptix.com

**Management Team**

Susanne Wilke, PhD, MBA –  
President & CEO

Carl Sadowsky, MD – CMO

Dennis Nilan – COO

Mike Kaswan, MBA – CFO

**Focus:** Alzheimer's Diagnosis

**Sector:** Medical Devices/ Diagnostics

**Number of Employees:** 5 - 10

**Investment Ask (\$):** Concurrent raise:

**Convertible Note (now)**

\$1.5M @\$12M cap, 15% discount

**Series B Investment:** \$5M (now)

**Series C:** \$10M (H2/2021)

Completed Ser A' Raise of \$2.6M (2020)

**Use of Funds**

Pivotal study (2021/2022) and up to FDA approval in 2023/2024.

**IP:** 42 issued patents international

**Investors:**

LaunchPad Venture Group, Pritzker Family Office of New Haven, Nestle, New York Angels, Harvard Business School Alumni Angels of New York

**Value Proposition:** The Sapphire II is a ground-breaking, disruptive diagnostic/medical device combination system for the early detection of Alzheimer's disease (AD) that detects amyloid, the earliest pathological biomarker specific to AD, in the lens of the eye. The Sapphire II is a highly differentiated diagnostic tool from all other existing (PET scan) and emergent technologies (blood, retina) as it is the only technology to not only makes direct measurements of amyloid but also detect amyloid at the earliest possible time point (many years before amyloid PET scans). The amyloid measured in the lens can be uniquely **detected before lesions appear in the brain**, allowing the Sapphire II to detect AD decades before symptoms appear. The Sapphire II is an ideal diagnostic tool for AD and best positioned to serve as *the* companion diagnostic to the emerging class of new disease modifying AD therapeutics coming to market as early as this year. Cognoptix' mission is to provide clinicians with a reliable, non-invasive, affordable and easily accessible test that can be performed quickly in any physicians' office to enable swift intervention and ongoing monitoring of patients. The Sapphire II will go into pivotal studies in 2021, expected to come to market in 2023/2024, with estimated Year 5 revenues of \$1B.

**Leadership:** Cognoptix' leadership is world class. In 2019, Dr. Susanne Wilke, an experienced executive with a long industry strategy and implementation track record, took over the leadership of Cognoptix to drive Sapphire II through late-stage clinical development toward FDA approval and commercialization. Dr. Wilke has assembled an outstanding management and scientific advisory team with highly relevant experience in AD-specific clinical, regulatory, reimbursement and commercialization. The team joins together over 150 years of experience and includes world-renowned experts in the fields of neurodegenerative research and diagnostics. The team has impressive fundraising and exit deal-making experience with a combined \$60M raise, 6 company exits, and \$2.4B in acquisitions.

**Challenge & Opportunity:** AD is a huge, global burden with 2-3x increasing incidence rates, remaining the 6th leading cause of death in the US. Yet, there is no diagnostic to provide early AD testing at this time. The medical need is increasing with new disease modifying therapies at the cusp of approval, all of which require early amyloid testing. Only 3% of patients are being currently tested. The number of impacted patients and care costs are staggering with 8M people in the US already with dementia, an additional 12M patients with the pre-form of dementia, and another 20-30M at risk with elevated levels of amyloid (higher risk indication of faster progression to full blown Alzheimer's). The cost of care is to exceed \$1T by 2050. Current gold standard amyloid PET scan, while accurate, is woefully inadequate to meet the current need (expensive, late, invasive, cumbersome).

**Technology:** Cognoptix' Sapphire II system is an extremely safe, fluorescent technology that scans the ocular lens to measure Aβ levels. The Sapphire II meets all the market demands as an office-based, non-invasive, easily accessible and easy to perform system that compares extremely well (if not better) to the current gold standard (amyloid PET) but at a **1/20 of the cost with no radiation exposure**. The Sapphire II system consists of an optical device and a fluorescent ophthalmic ointment which selectively binds to Aβ in the lens of the eye. Ease of access to the lens and use of the overall procedure, leads to better accuracy in the lens, achieving high sensitivity, specificity comparable to quantitative PET.

**Products/Services – “Sapphire II System” – A simple eye scan:** Unlike currently available tools for detecting Aβ, Sapphire II is a radiation-free (unlike PET scans), non-invasive diagnostic (unlike blood tests) that will be widely accessible to general

practitioners and specialists for their use in evaluating patients with mild cognitive impairment (MCI) symptoms, suspected of having AD. The Sapphire II will be a critical enabler of effective AD testing and treatment monitoring/progression.

**Market/Revenue:** The total US market for amyloid testing is estimated to be **\$5.6B** and is in desperate need for an accurate, easy-to-use, non-invasive, affordable community-based diagnostic tool like the Sapphire II. The 5-year revenue forecast of the Sapphire II system is projected to reach \$1B in 2028. For Cognoptix' Year 1 of revenue (2024), the addressable US market will be 8M dementia patients and 14M MCI patients. Projections add 4% annual growth for the growing US aging population. Sapphire II will be placed in high volume neurologist, geriatric and primary care practices, integrating its use in the routine diagnostic work up for dementia and MCI patients. The product is a very high margin product, the COGS of Sapphire II instrument is \$25K and will be leased to offices at or close to the cost to facilitate broad adoption. AD therapeutics companies like Biogen with therapeutic products bursting onto the market and requiring amyloid testing for adoption, will materially help build the market for the required diagnostics and will create eager commercial partners.

**Distribution Channels:** Cognoptix will focus marketing the Sapphire II initially on the 20% of the top prescribing neurologists at launch estimated to be a ~10K target group. This group already understands the value of amyloid-based diagnostic technologies.

**Exit Strategy:** Cognoptix is looking to strategic and regional partners to facilitate the sales process as well exits to private equity players.

**Traction:** \$500k/\$1.5M; evaluations of Series B investors, including leads investors.

**Financial Projections for Sapphire II Combination Product: (unaudited)**

	2024	2025	2026	2027	2028
<b>Revenue (net)*</b>	\$ 50,000,000	\$ 176,000,000	\$ 478,000,000	\$ 735,000,000	\$ 964,000,000
<b>EBIT</b>	\$ 30,000,000	\$ 147,000,000	\$ 412,000,000	\$638,400,000	\$800,000,000
<b>Instruments</b>	80	270	670	1,350	2,400



# Drive'N Roll™

Advanced Suturing with the Simplicity of a Regular Needle Driver

## ErgoSuture Investor Executive Summary

Value Proposition	
ErgoSuture is a medical device company with an innovative suturing system for joining together skin and tissue layers of patients. Our product line enables surgeons and other trained caregivers to suture hard-to-reach deep-tissue incisions and wounds better, faster, and cheaper.	
Investor Highlights	Quick Facts
<p><b>Challenge &amp; Opportunity:</b> Surgeons using minimally invasive surgery (MIS) are unsatisfied with currently available suturing product options for laparoscopic procedures. They seek better needle handling, improved access in hard-to-reach spaces, and shorter suturing times with improved ergonomics. This is true for traditional surgeries as well as for robotic-assisted surgical platforms, which now account for 50% of MIS in the US. In a world where surgical care demand outpaces the number of trained surgeons and clean operating rooms, could technology close this ever-growing gap? Wouldn't it be nice if suturing products existed that required a shorter learning curve, decreased needle handling, and versatility across all surgical platforms?</p> <p><b>Market Positioning:</b> The current mission of ErgoSuture as a medical device company is to drive surgical innovations through the design and development of advanced suturing systems for joining together skin and tissue layers of patients. Our product line enables surgeons and other trained caregivers to optimally suture patients open deep-tissue incisions and wounds (i.e., better, faster, and cheaper). The long-term vision of ErgoSuture is to deliver comprehensive and accessible surgical solutions beyond suturing systems that become global standards of care. Our revenue will be generated within the healthcare industry's medical devices domain, with a global TAM of \$6.352B and US SAM of \$1.972B, with a CAGR of 6.5%. The prospective ErgoSuture customers are B2B enterprises, with a priority of Tier 1 &amp; Tier 2 university/teaching hospitals (typically in urban population centers), and high-volume ambulatory surgery centers (ASCs). ErgoSuture's direct competitors are Medtronic Endo Stitch and FlexDex, where we have highly-differentiated advantages, while our indirect competitors include regular needle driver manufacturers and robot-assisted surgical platforms, such as Intuitive Surgical, Transenterix, and Medrobotics.</p> <p><b>Proprietary Inventions:</b> Our intellectual property is currently composed of five US patents covering our core technology and its applications. One US and PCT patent application were filed in 2019 covering our suturing instrument and methods of manufacture. The PCT version was subsequently filed in 2021 in international markets. Two provisional patents covering Drive'N Roll proprietary needles and tapered transition portion are pending.</p> <p><b>Solution Description:</b> ErgoSuture's solution is modular: it is composed of a re-usable handle (that can be used up to 300 surgeries or autoclavable cycles), a distal end (three lengths will be available at launch to be used in open, laparoscopic, and bariatric surgeries, and that can be used up to 5 times or autoclavable cycles). Two other products complete our solution: our proprietary needles enabling positioning in various planes without further articulation on the device and our flexible extension, which protects the suture threads and enable needle manipulation when tying knots and maneuvering in hard to reach locations—it can be used on both D&amp;R needles and other laparoscopic needles.</p> <p><b>Leadership Team:</b> CEO &amp; cofounder has 23 years of experience in pharma and MedTech industries. CMO, cofounder, and inventor is a neurosurgery-oncologist. The other CXOs and advisory board members are all ready on Day 1.</p> <p><b>Traction:</b> We have 4 prototypes built to date and a 5th prototype is under development, following cadaver lab tests. We also have two strategic partners engaged in early technology evaluation.</p> <p><b>Business Model:</b> Drive'N Roll is composed of a handle @ \$3/surgery, and an 8 mm distal end @ \$146/surgery which uses proprietary needles @ \$100/ surgery. We project 4 revenue streams—Tier 1 hospitals, Tier 2 hospitals, ambulatory surgery centers, and channel partners. Two new products will be launched during the planning period: Drive'N Roll 5 mm distal end @ \$170/surgery and Drive'N Rock @ \$300/surgery.</p> <p><b>Financials:</b> We are raising our Series A equity round for \$8M at a \$24M pre-money valuation to build out our internal infrastructure and launch the Drive'N Roll in the US market. This will yield investor ROI estimates of 24x in Year 5. ErgoSuture's financial projections call for us to become a highly-profitable company over a 5-year period, with US sales \$150M+ revenue/\$55M+EBITDA.</p> <p><b>Exit Strategy:</b> Depending on our traction, ErgoSuture is open to considering a strategic M&amp;A transaction, a financial M&amp;A transaction, or an initial public offering (IPO).</p>	<p><b>Website:</b> www.ergosuture.com</p> <p><b>Drive'N Roll 8mm Launch:</b> Q1 2022</p> <p><b>Corporate Status:</b> Delaware C-Corp</p> <p><b>Headquarters Office:</b> 176 Federal Street, 5<sup>th</sup> FL, Boston, MA 02110</p> <p><b>Industry/Sub-Industry/ Domain/Solution Category:</b> Healthcare/ Product Suppliers/ Medical Devices/ Medical Suturing Devices</p> <p><b>Law Firm:</b> Bailey &amp; Glasser</p> <p><b>Bank:</b> Bank of America</p> <p><b>Executives:</b> Claude Nogard (CEO &amp; Cofounder) Luis Almodovar (CMO &amp; Cofounder) Mark Follman (CTO) BJ Thelin (CBO) A Denglerr (CRO)</p>





# FANTASY RIVER

<p><b>Contact Information</b> Fantasy River 50 Citizens Way Ste Suite 203 Frederick, MD 21703</p> <p><b>Year Founded</b> 2020</p> <p><b>Entity Type</b> Partnership</p> <p><b>Industry</b> Fantasy Sports</p> <p><b>Team</b> Dustin Bane, CEO Ken Malnar, COO Vela Wood - Legal</p> <p><b>Financing Sought</b> \$1M Convertible note</p> <p><b>Use of Funds</b> App development Marketing / Sales Legal / Admin</p>	<p><b>Business Description</b> Fantasy River will develop and market a mobile application that will provide the change and innovation needed to make Daily Fantasy Sports (DFS) attractive and accessible to the 58 million fantasy sports players who currently do not play DFS. By adding a poker element to DFS, Fantasy River will be immediately familiar, easier to learn and play, faster paced, less stressful, less intimidating, and more fun.</p> <p><b>Opportunity / Market</b> The global fantasy sports market is currently estimated at \$25 billion and is projected to grow to \$48 billion by 2027. The DFS market in particular is growing rapidly, fueled by its rapid game play, quicker results, and a lucrative and engaged user base. The size and growth of the DFS market is evidenced by the market value of its two market leaders, DraftKings and FanDuel, both of which are valued at over \$10 billion, with DraftKings' value estimated to be as much as \$40 billion. Even more relevant is Monkey Knife Fight, a recent entrant into the DFS market. Started in 2018 with the same basic philosophy as Fantasy River, after just two years in business and with only 80,000 deposit account users, Monkey Knife Fight was acquired by Bally's for \$90 million. Also contributing to the enormous growth potential of DFS is the rapid spread of legalized gambling across the country.</p> <p><b>Solution / Product</b> Fantasy River can best be described as Fantasy Sports meets Poker. The method for how one assembles their fantasy team has not changed in the 40+ years since fantasy sports originated. Fantasy River changes that by adding a poker game schema to the process. In summary, a fantasy team is established essentially by playing a poker hand. It's new, familiar, easy to learn, fast paced, and adds a much-needed element of thrill and excitement. Because of its familiarity and ease of play, Fantasy River will expand the overall daily fantasy user base by drawing in a portion of the 58 million people who play 'regular' fantasy sports, but not yet daily fantasy.</p> <p><b>Intellectual Property</b> Fantasy River is protected by U. S. Provisional Patent Application No. 63/133,584, Title: Live Fantasy Sports Using Playing Cards Schema, filed on January 4th, 2021.</p> <p><b>Company Background</b> Fantasy River is a startup formed in late 2020. It is currently in partnership form and has received no investment funds to date.</p> <p><b>Management</b> Ken Malnar and Dustin Bane are the co-founders and co-owners of Fantasy River. Both Ken and Dustin possess extensive experience with starting and operating technology companies that developed, deployed and maintained web and mobile applications. Dustin will be the CEO of Fantasy River.</p> <p><b>Business Model</b> Fantasy River will generate revenue in a manner similar to the other daily fantasy sports products. In short, game participants pay entry fees to play in various types of contests, and a percentage of entry fees is deducted from the winners' payouts to fund business operations and generate profits.</p> <p><b>Forecast</b></p> <table border="1"> <thead> <tr> <th></th> <th>2021</th> <th>2022</th> <th>2023</th> <th>2024</th> </tr> </thead> <tbody> <tr> <td>Users</td> <td>10,000</td> <td>50,000</td> <td>100,000</td> <td>250,000</td> </tr> <tr> <td>Revenue</td> <td>\$125,000</td> <td>\$9,000,000</td> <td>\$22,500,000</td> <td>\$52,500,000</td> </tr> <tr> <td>Costs</td> <td>\$1,116,250</td> <td>\$2,554,000</td> <td>\$4,199,000</td> <td>\$6,229,000</td> </tr> <tr> <td>Earnings</td> <td>-\$991,250</td> <td>\$6,446,000</td> <td>\$18,301,000</td> <td>\$46,271,000</td> </tr> <tr> <td>Proj. Valuation</td> <td colspan="2">\$200M - \$400M</td> <td>\$500M - \$1B</td> <td>\$1B - \$2B</td> </tr> </tbody> </table>		2021	2022	2023	2024	Users	10,000	50,000	100,000	250,000	Revenue	\$125,000	\$9,000,000	\$22,500,000	\$52,500,000	Costs	\$1,116,250	\$2,554,000	\$4,199,000	\$6,229,000	Earnings	-\$991,250	\$6,446,000	\$18,301,000	\$46,271,000	Proj. Valuation	\$200M - \$400M		\$500M - \$1B	\$1B - \$2B
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[gore@landintelligence.net](mailto:gore@landintelligence.net)  
[linkedin.com/in/gorebolton/](https://www.linkedin.com/in/gorebolton/)

**MANAGEMENT TEAM**

Gore Bolton – CEO/COO/SW Arch  
Jennifer Rohleder – Chief Product Officer  
Shaun Lindley – CRO  
Mark Hume – LD Enterprise Lead  
Joe Bastedo – GIS Product Lead  
Kelsey Runser – Marketing Manager

**INDUSTRY**

Category: PropTech and FinTech  
Sub-category: SaaS

**CURRENT INVESTORS**

Closed Funding –  
Eight Angel Investors familiar with Real Estate and Financial Technology and founders track record  
SC Launch, Inc. – SC State Venture Fund

**FUNDING TO DATE**

\$1.5M Founders  
\$535,000 Seed Round I

**FINANCING SOUGHT**

\$1.5 M Series AA  
\$665k in closing  
Notables: SC Launch, Second Century VC

**USE OF PROCEEDS**

Sales, Marketing, Software Development and Data Collection and Mining

**BANK**

Bank of America, N.A.

**LAW FIRMS**

Nelson Mullins Riley & Scarborough, LLP  
<https://www.nelsonmullins.com/>

Morris Manning & Martin, LLP  
<https://www.mmmlaw.com/>

**ACCOUNTING FIRM**

Bauknight Pietras & Stormer, P.A.  
<https://www.bpscpas.com/>

**PARTNERSHIPS IN PLACE**

[www.esri.com](http://www.esri.com)  
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[www.oracle.com](http://www.oracle.com)  
[www.landgrid.com](http://www.landgrid.com)  
[www.autodesk.com](http://www.autodesk.com)

**COMPANY DESCRIPTION**

Land Intelligence Inc. is a software development company focused on automating the search and due diligence for land development and associated financing efforts.

Each year in the United States, 1 million acres of real estate is developed, generated in conjunction with nearly 20 million due diligence reports. Each of these reports currently takes 1-2 weeks at a cost of thousands of dollars. By leveraging big data ingestion, on-the-ground relationships, and a patented software algorithm, Land Intelligence will provide a 10x reduction in time and a 5x reduction in cost to the deal selection, due diligence and financing problem.

**We are Land Acquisition Simplified.**

**COMPETITION**

Most property technology companies focus on existing real estate assets – what are the best assets to buy and hold or flip? Very few provide a solution to greenfield properties which have nothing on them but grass and trees.

We are different than any other company in the proptech marketplace due to the specific experience sets of our team. Some property technology companies are strong in software coding and engineering. Some are founded by developers. Some have experience in navigating public entitlements. Land Intelligence is the only one with all three. No other company is more ideally suited to deliver on a platform which seamlessly defragments the countless data silos in the market and makes front-end due diligence better, faster, and cheaper.

**JOIN US**

[www.landintelligence.net/invest](http://www.landintelligence.net/invest)

**TARGET MARKETS**

We have served our primary customers for decades. They are land developers, property owners, and the investors and lenders that fund real estate development. The market in site selection, due diligence and financing is estimated to be \$8 Billion.

Land developers will be served by customized, automated reports (LandFAX, LandYield, LandCAST) that provide site condition analysis, a projection of the asset volume for the site, and/or a forecast of the value of that asset.

For mid and large-scale developers and investment houses, we will offer a customized SaaS solution called LandSUITE, where clients can review and vet deals on a larger scale with multiple users and regional employees.

Financial institutions, such as equity investors and lenders, will be served by our market data and rating reports to compare deals in local, regional and national market comparisons. Our goal is to have our reports as part of the underwriting process.

**MILESTONES**

*August 2019*

- Patent issued and business plan developed
- Market Research and customer focus groups
- MVP product market fit developed

*October 2019*

- \$500k Seed Round I Opened

*November 2019*

- Product Design/Development
- Customer Focus Groups and Trial Users

*Q1 2020*

- \$500k Seed Round I Committed
- LOI with SC Launch – State Venture Fund
- MVP Development
- Mastermind Launched
- Platform Development and Customer Focus Groups
- Enterprise Client Sales Commenced

*Q2 2020*

- \$535k Seed Round I Closing
- SaaS Platform in Beta Testing

*Q3 2020*

- Launch of Full Enterprise Services
- SaaS Platform Launched
- Revenue Recognized and Cashflow
- Patent 2 Awarded

*Q4 2020/Q1 2021*

- User Growth and SaaS Launch
- Breakeven
- Series AA

**Five-Year Financial Projection**

	2020	2021	2022	2023	2024
<b>Revenue</b>	750,000	11,000,000	28,000,000	48,000,000	60,000,000
<b>EBITDA</b>	(225,000)	(675,000)	11,400,000	24,700,000	35,000,000
<b>Pre-Tax Income</b>	(300,000)	(775,000)	11,000,000	24,000,000	34,000,000
<b>Net Income</b>	(300,000)	(775,000)	7,500,000	16,000,000	23,000,000

[www.landintelligence.net](http://www.landintelligence.net)



# New Bedsheet Technology For Improved Healthcare

## What we do

Peelaways Saves Time, Provides Better Patient Comfort and are Cost Effective.

- ✓ 32% Softer than traditional hospital sheets
  - ✓ Each layer is 100% Waterproof
- ✓ Helps prevent Hospital Acquired Infections
  - ✓ Easy inventory management
  - ✓ New sheets in less than 1 minute
    - ✓ Reduces skin irritation
    - Better Time Management

## Our Leadership Team

**Maxwell Cohen, Founder/CEO, Fulltime Arizona.** Originally conceived to avoid doing laundry in a state with massive water restrictions, Maxwell quickly saw the potential for a whole new category of peel away disposable products. Maxwell is responsible for institutional sales, product development and digital presence.

## Howard Brauner, COO Full-time

Over 35 years of experience in the Consumer Package Goods with a focus on Business Operations, Product Development, Consumer Marketing and International Business Development. Successfully managed multi-national businesses in the Optical, Cosmetics, Personal Care, Nutritional Supplements and Skincare industries while having worked with Consumer Channels of Food, Drug, Natural Products, Ethnic-OTC & Mass Market Retailers in the US and International Markets.

## Advisors

### Joseph Taranto

has been selling to Walmart for 32 years and is an expert about the #1 retail account in the world

**Brian Cohen, Chairman New York Angels**  
Professional Angel Investor, Entrepreneur  
Mentor/Technology Marketing  
Strategist/Author

Peelawayshealth.com  
304 Newark Ave, Jersey City NJ,  
07302  
@Peelaways  
[Maxwell@peelawaylabs.com](mailto:Maxwell@peelawaylabs.com)

## Company Background:

While attending the University of Arizona, Cohen observed students were not changing their bed sheets because stripping the bed, doing the laundry and remaking the bed were such a hassle. He also noticed his grandparents were struggling to change their own fitted sheet. Realizing this was a challenge for multiple life stages including parents of toddlers, Cohen knew there had to be a better way. As a result, he created the patented solution, Peelaways, enabling consumers and health professionals to simply peel away the top layer to reveal a clean sheet below in seconds.

We created a brand-new market for products that fill a need for consumers and institutions, from homecare to hospitals. We see this as a \$55B market nationally and are already being distributed internationally in over a dozen countries. We have built a brand over 4 years with loyal happy customers, executing to scale.

## Our Proprietary Technology

PEELAWAYS are patented hi-tech disposable bedsheets that have 3 to 7 layers.  
- made of a propriety blend of nonwoven fibers creating a bedsheets that is 32% softer than traditional healthcare linen.  
- Each layer is 100% waterproof with a microporous membrane wicks away and moisture to dissipate, while preventing any fluid or bacteria from transmitting through the layers.

**One person can change PEELAWAYS with a patient in the bed in under a minute** at a lower cost than traditional bed sheets.

## Our Unique Approach

- Unlike Traditional bedding, Peelaways improves patient comfort and allows for better time allocation for the caregiver. Peelaways is a specialty/utility bedding product and is the first of its kind.

## Our Momentum

Retail - Peelaways are in 30 Walgreen specialty homecare stores; 60 CVS Home Health stores; 230 Peelaways displays to Home Medical Equipment, Durable Medical Equipment. Walmart stores in the Camping Department 2018 Private label our products with Delta Children's Company.

B2B -, Hospitals, Skilled Nursing Facilities, Summer Camps, RV's, Vendors with Cardinal, McKesson, AmerisourceBergen, 4 Sales Reps

D2C- Sell on QVC, PeelAways.com, Rehabmart.com, BBB.com, buybuyBaby.com, HDIS.com, Walmart.com, Amazon.com

International distribution - France, Singapore, Malaysia, Holland, Germany, Hong Hong, Vietnam, Japan, Canada, Panama, and India

## Our Business Model

Our International Business is our most profitable since we are receiving early payment which funds the initial manufacturing deposit as well as minimal expenses

We sell to Healthcare facilities/DME/retailer stores through Cardinal, independent reps and partnered distributors. The products are purchased by Nurses, hospital purchasing, and everyday consumers.

## Our Investment Opportunity

2 Million @ 12 Million priced round preferred equity.

Financial Projections (Unaudited):	2019	2020
Revenue	678,000	3.85 M
EBIT (dollars in thousands)	-658,000	-24,000



This item  
PEELAWAYS  
Disposable Sheets  
Ma...



RATING	★★★★★ 657 reviews
PRICE	\$23.99
SHIPPING	prime
SOLD BY	Peel Away Labs
ABSORBENCY	4.6 ★★★★★
VALUE FOR MONEY	4.5 ★★★★★
COMFORT	4.6 ★★★★★
THICKNESS	4.5 ★★★★★



### Overview

Like Keurig and Dyson, we disrupt and lift tired categories with innovative, aspirational appliances that deliver *wonder, joy and excitement*. Revolution Cooking is a platform technology company focused on disrupting the \$70B global small kitchen appliance market. We will liberate 1.5B global consumers from the same tired cooking appliances powered by 19<sup>th</sup> century technology with our high-performance cooking innovations they love and passionately promote.

### Our Innovation

We invented the InstaGLO™ heating system in 2019 to eliminate long preheat times, accelerate toasting and cooking time by 40%, consume less power, deliver consistent, even results and retain 40% more moisture and flavor.

### Our Products

We launched the Revolution InstaGLO™ Toaster in late 2019 with Williams-Sonoma, exceeding their sales projections by 90%. **We became the #1 selling toaster SKU >\$40 on Amazon in 2020**, outselling

Breville, Kitchenaid and other major brands. We will launch the Revolution InstaGLO™ Oven in 2022 to disrupt the \$16B global microwave and convection oven industry. This connected machine will cook “oven quality” food with microwave speed, eliminate 12 cooking appliance categories from the kitchen counter and aggregate *never-before-gathered* consumer behavioral data that we will monetize with the \$635B CPG industry.

Funding Target	\$15,000,000
Funding Round	Series A Preferred
Pre-Money Valuation	\$50,000,000
Previous Rounds	\$28,680,011 (Series Seed)
Co-Investors	Entrepreneurs/Super Angels <b>(\$5M committed to Series A)</b>
<u>Use of Proceeds</u>	<u>Grow distribution/Launch oven</u>
Working Capital	\$ 5.6M
OpEx	\$11.2M
CapEx	\$ 0.4M
<u>Net Sales</u>	<u>(\$ 2.9M)</u>
Net Use of Proceeds	\$14.3M

#### Management Team

Tom Klaff, Co-founder/CEO	Phil Carbone, VP, Engineering
Dean Duffy, COO	Elizabeth Jackson, EVP, Marketing
Allen Hollingshead, CRO	Chris Dingee, VP, Finance

#### Advisors

John Whoriskey, President, Keurig/Green Mountain (Retired)
Carlos Barroso, Global Head of R&D, Campbell, Pepsico (Retired)
Sector Consumer Appliance, IoT
Website <a href="https://revcook.com">https://revcook.com</a>
Law Firm DLA Piper (Jeff Lehrer, Esq)

### Key Highlights

- \$11,000 per minute on QVC
- Sold 1,000 units in 10 minutes - ABC's "The View"
- 15+ retailer/e-tailer distribution
- 5 issued global patents (1 utility, 4 design)
- 60M organic views, 10M "likes", 500K shares on social media
- Rave reviews on Tech Crunch, CNET, Martha Stewart, Oprah, and many more
- Impressive 4.5-star rating since launch
- International expansion next year

### Key Financials

	2020(A)	2021(E)	2022 (E)	2023 (E)	2024 (E)	2025 (E)
Revenue	3.81M	10.1M	32.1M	83.2M	130.4M	200.0M
EBITDA	(5.8M)	(6.5M)	(1.0M)	14.6M	25.6M	45.5M

### Key Industry Statistics

- \$3.2B + Global Toaster Market (TAM: 10M -50M U.S. homes)
- \$16B + Global Microwave/Convection Oven Market (TAM: 50M U.S. homes)
- \$635B Consumer Packaged Goods (CPG) Industry seeks to go direct
- 800M hotel breakfasts per year (U.S.) with self-serve toasters
- 150,000 C-stores (U.S.) with ovens

**Value Proposition**

**Company Background:** *SkySquad's mission is to provide a stress free travel experience for those who benefit from a helping hand from their car door to the plane door. Nearly all travelers who need a helping hand are unaware that an affordable and accessible service exists to help them; therefore, SkySquad is focused on building awareness that a solution to airport stress exists.*

**Leadership Team:** *The SkySquad team has a strong foundation to quickly expand SkySquad across the country. The team brings deep industry knowledge from the airline industry, hotel industry, as well as consumer marketplace startups. Each co-founder brings a unique perspective to help shape the growth of SkySquad.*

**Products/Services:** *The airport experience causes stress for most people. 57% of people report that getting to, from, and through the airport is the most stressful part of their travel. SkySquad taps into the huge opportunity to provide assistance to those needing an extra set of hands. Our platform provides a seamless experience for customers to connect with a badged, background checked airport employee who can greet them at their car door to help with bags, car seats, strollers and more.*

**Technologies/Special Know-How:** *Our tech platform has been built using Airtable and Typeform, and we plan to build an app which will make our booking process seamless not only for our customers but for our staff members as well. SkySquad is currently active in 3 airports and is working on contracts for two additional airports at this time. Each airport provides a moat for SkySquad as the process to enter an airport can be time consuming and a bit complex. The SkySquad team has the advantage of understanding the process, and has met many airport operators through the past year of operation.*

**Market:** *SkySquad has 2 core customer segments: Parents with young children and elderly travelers. We have 3 secondary segments, which are travelers with pets, travelers with mobility challenges, and travelers who are relocating or otherwise traveling with an unusual amount of luggage. The market size for SkySquad airport assistance is \$5.5B in the US, and for all airport commerce it is \$150B.*

**Distribution Channels:**

*SkySquad's channel strategy prioritizes relationships with airports, airlines, and other travel partners for long term growth. Short term growth strategies include: affinity group and influencer marketing, PR, and a referral program.*

**Competition:** *SkySquad's competition includes high end concierge services which exist across the US. The price point of these services are cost-prohibitive for most everyday leisure travelers, as they are often aimed at support for business travelers. SkySquad is the first service of its kind which is focused on providing support for families, seniors, and others at an affordable price.*

**Financial Projections (Unaudited):**

	2021	2022	2023	2024	2025
Revenue	\$1M	\$11M	\$45M	\$200M	
EBIT (dollars in thousands)	(\$617)	\$660	\$7,314	\$51,836	

**Quick Facts**

**SkySquad**

**Julie Melnick**

**Bethesda, MD**

**Phone: 949 274 2031**

[julie@theskysquad.com](mailto:julie@theskysquad.com)

[www.theskysquad.com](http://www.theskysquad.com)

**Travel/Marketplace**

**Bank: Brex**

**Law Firm: Amy Toepper**

**34 SkySquad staff**

**Leadership Team: 4**

**Amount of Financing Sought: \$1M**

**Current Investors: 5**

**Use of Funds: App Build, Expansion**

**Company Background:**

Smooove Xperience helps tourists plan and manage their travel for memorable experiences through **curated travel guides** and **user-generated contents, itinerary planning tools** and **local deals and promotions** via its **AI-powered digital e-companion mobile app**. The Company is positioned as the “bridge” between China and the Southeast Asian Nations.

**Leadership Team:**

The Company is founded by **a group of seasoned professionals with diverse experiences** from software, system integration, payment and investment industries.

**Product/Services:**

It is really hard planning a vacation, with hardly any single source of information and transactional tools in one single app... The **Smooove Xperience mobile app** (“SmoooveX”) provides unique **“information + tools + transaction” model** to satisfy the travel needs of Chinese tourists, from **pre-journey** information search and exploration to **in-journey** tools like route planning, ticketing, taxi booking, shopping for souvenirs etc. to **post-journey** tax refunds and social media sharing.

**Technologies/Technical Know-how:**

The SmoooveX app is **designed and built on the customer journey of a typical traveller** and provide travellers with **seamless journeys** by **digitising users scenes and local supply chains**. SmoooveX is available in IOS App Store, Google Play Store and coming soon to Huawei HMS Store. **Core features are built in-house**, like travel guides, route planning, navigation, eStore, advertising engine and LBS services, while **non-core features** like OTA, emergency services, ticketing, wifi services and tax refund are **connected via third party integrations**.

**Market Opportunity:**

Chinese tourists made **150 million outbound trips** in 2018, and spent over **US\$ 277 billion** on these trips, **making China the biggest outbound tourist market** in the world in both trips made and spendings. **Six of the Top 10 destinations** preferred by these Chinese travellers are in **Southeast Asia**.

**Distribution Channels:**

The SmoooveX mobile app shall be distributed in the IOS App Store, Google Play Store and Huawei HMS Store. The app shall be marketed through partnership in the target markets **through strategic partners** like **China Mobile, Smart Telecom, TrueMove, VinaPhone**, as well as **digital marketing** on platforms like Facebook, Instagram, Wechat, Little Red Book and Douyin (Chinese TikTok).

**Competition:**

Travel apps have already successfully been built in China and around the world. **But no one has been able to provide a seamless integrated app encompassing the full travel experience from pre-journey to in-journey to post-journey**. Some of the existing players in the Chinese and international traveltech space will be competing with SmoooveX:

**Information:** Qyer, Mafengwo, Dianping, TripAdvisor, Lonely Planet, Culture Trip etc.

**Transactional:** Qunar, Tuniu, Fliggy, Expedia, Klook, KKday, Expedia etc.

**Financial Projections (unaudited)**

	FY2020/21	FY2021/22	FY2022/23	FY2023/24	FY2024/25
Revenue (USD)	77,196	6,025,680	18,293,603	35,355,022	51,487,084

**Quick Facts**

**Company Name:**

Smooove Xperience Pte Ltd

**Contact:**

Michael Tan

**Address:**

1 Paya Lebar Link, Level 4, PLQ1, Singapore 408533

**Phone:** +65 6955 8538

**Email:** corp@smooovex.net

**Website:** www.smooovex.net

**Industry:** Travel

**Domain:** Southeast Asia and China

**Bank:** DBS Bank Ltd

**Law Firm:** Pointer LLC

**No. of Employees:** 28

**Leadership Team:**

Michael Tan

Francis Ong

Alexander Danilov

Jensen Lai

**Amount of Financing Seek:** USD 5m

**Current Investors:**

Internal funding (no external investors)

**Use of Funds:**

Product development, operations, marketing, working capital, expansion plans.

**Auditor:** Mazars Singapore

### Value Proposition

Sourcepass empowers small and mid-sized businesses (SMB) to develop and execute IT strategies to enable their future growth by providing a broad range of IT solutions that can be procured and managed easily by web and mobile platforms.

### Company Background:

Sourcepass was founded in 2020 with offices in the NYC and DC Metro area. Sourcepass is an investor and business operator making accretive acquisitions of IT Managed Service Providers (MSP) that serve SMBs with a continuum of innovative IT solutions to drive their growth. Sourcepass adopts aggressive sales, marketing and integration initiatives to grow its business profitably, while providing a robust customer experience.

### Leadership Team:

The Sourcepass team has a strong successful record of M&A and business scaling, generating over \$6.5BN in enterprise value. Additionally, the Sourcepass' leadership team has successfully completed 20 acquisitions, and have averaged 5X shareholder returns over the past decade.

**Chuck Canton, CEO** has rich experience in building healthy and collaborative technology companies. His prior roles include President of Financial Services and Operations at Compass and Global Vice President of Customer Success and Operations at Vonage. In both these roles Chuck delivered a 5X shareholder return.

**Bruce Simms, Co-founder and Head of Integration and Strategy** has over 30 years of operational experience. He co-founded iCore Networks, which was acquired by Vonage for \$92M. He has held leadership roles at Vonage, General Electric, and the Federal Government.

**Roli Points, Co-Founder, Head of Corporate Development** has over 20 years of experience driving growth and implementing selling strategies. Prior to joining, Sourcepass Roli has held leadership positions at Vonage, GoDaddy and Neustar.

### Products/Services:

SMB growth is hindered by MSPs' posed challenges to IT strategy and operations, which ultimately impact business outcomes. MSPs today present a narrow set of solutions that are often ill-fitting and expensive. They fail to focus on client communication, sales strategy, and lack the vision to implement tools and/or innovation to make their operations efficient.

Sourcepass will keenly focus on serving the SMB space and provide consolidated offerings at a competitive price. A broad solution set allows the SMB, in consultation with Sourcepass, to pick the services that best fit their needs. Robust web and mobile platforms will make support, purchasing, and monitoring seamless to the user, eliminating a significant pain point customers experience today. Omni-channel communications will offer unparalleled customer service, continuous product development, and enable future acquisitions, which will allow SMBs to have the best service and Sourcepass to grow as a market leader.

### Quick Facts

#### Company Name:

Sourcepass, Inc.

**Contact:** Chuck Canton

**Address:** New York, NY

**Phone:** 240.603.7618

**Email:** [chuck@sourcepass.com](mailto:chuck@sourcepass.com)

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

**Industry:** Information Technology

**Bank:** Silicon Valley Bank

**Law Firm:** Wilson Sonsini

**Number of Employees:** 3 (83 post Q2 '21 Acquisition)

**Leadership Team:** Chuck Canton, Roli Points, Bruce Simms

#### Amount of Financing Sought:

\$5M

**Current Investors:** Top Tier Law Firm, Top Investment Manager at UBS, High Net Worth Individuals

**Use of Funds:** Funds will be invested to integrate and accelerate growth of three acquisitions occurring in 2021.

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**Technologies/Special Know-How:**

Sourcepass has partnered with Salesforce and successfully built a platform unlike traditional MSP systems in place today. It features an omni-channel, easy-to-use client-facing application that will allow customers to easily buy additional services, access company dashboards and reports, get assistance on applications, and communicate in real-time with Sourcepass teams. This application will also provide training and access to IT-related content to Sourcepass customers.

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**Market:**

Our target market is 638K businesses with 45M employees who are increasing pursuing IT services via an MSP. In 2018, 64% of businesses used MSPs for at least one of their services. By 2025, that is expected to grow to where 17% of a company's IT budget will be spent on MSP. 77% of SMBs anticipate that at least 50% of their security needs will be outsourced in 5 years.

Total addressable market for managed services in North America will grow from \$80B in 2021 to \$110B in 2025. From that the US SMB managed services market will grow from \$7.5B in 2021 to \$10.9B in 2025. Via organic growth and successful M&A, Sourcepass expects to capture 5% of this market translating to \$337M in run-rate revenue in 2025.

Sourcepass revenues will be 75% monthly recurring services, 15% professional services and 10% product sales.

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**Distribution Channels:**

Sourcepass will focus on four main channels as route to market:

Direct Sales; Digital Sales via media channels; and Indirect Sales through partners, resellers, and white label distributors. Sourcepass will also experience rapid growth within the customer bases of the businesses they acquire by implementing proven cross-sales and up-selling campaigns developed over the past decade from past endeavors.

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**Competition:**

In the US there are many regionalized, small MSP and IT companies that are providing a subset of services to the SMB market. Most of them lack the business expertise or digital tools to optimize both internal operations and customer experience. Sourcepass will acquire businesses and quickly integrate them onto a common platform to provide a seamless experience and overlay our AI driven application to provide a unique experience for the buyer.

**Financial Projections (Unaudited):**

	2021	2022	2023	2024	2025
Revenue	\$52M	\$75M	\$162M	\$226M	\$337M
EBITDA	\$7.8M	\$13.5M	\$29M	\$40M	\$64M



# SWANROSE INC.

## EXECUTIVE SUMMARY

### CONTACT INFORMATION

Swanrose Inc.  
751 N Spaulding Ave  
West Hollywood, CA 90046  
roshini@jagatjit.com

### MANAGEMENT TEAM

- Roshini Sanah Jaiswal, CEO & Founder, Swanrose
- Nitin Chawla, Head, Strategy & Compliance
- Santhosh Nair, COO
- Neha Gupta - Head, Marketing

### PITCH

To help people live life without limitations, by innovating and launching differentiated products in Healthy & Safety

### PROBLEM

Traditional alcohol-based sanitizers are enabling fear ridden lives with multiple uses per day and leading to cracked and dry skin

### SOLUTION

Just Human 24-Hour range of products protects for 24 hours with a single use per day through a water based anti-microbial nanotechnology

### BUSINESS MODEL

We estimate a breakthrough Y1 with approximately USD 53 Million in Sales with a CAGR of 20% in the United States market with a Breakeven in Y1Q2. We also plan to launch the product in India, UAE and South America. Additional four other innovative products in the Health & Safety Space to be launched in the course of Y1

### MARKET

Initial Addressable Market – USD 10 Billion

COVID impact on Sanitizer sales has provided colossal 2020 sales in Sanitizer which we plan to leverage

### COMPETITIVE ADVANTAGE

Exclusive rights for multiple territories. First mover advantage to disrupt the heavily commoditized Hand Sanitizer market. We are the first company to work on multiple applications under R&D, for this technology and expand the use on various target customers. Ability to Scale rapidly through stakeholder tie ups is a crucial advantage

### GO TO MARKET STRATEGY

B2B – Public education system, Sports teams, Hospitals, Hospitality, Manufacturing and Industry and Government Procurement

B2C – Direct To Consumer retail channels through Digital Marketing and Retail shelf penetration

Leverage existing customer base

Major interest from big box retailers, Sports Teams and large scale distributors

### TRACTION

Founded in May 2020, Completed USD 2.2 Million in Revenue with an EBIDTA of 33% in the United States in Alcohol based Sanitizer Sales

### FINANCIAL INFORMATION

Company Stage: Ready to launch product

Previous Capital: USD 1 Million

Capital Seeking: USD 5 Million

### USE OF FUNDS

66% Marketing Sales

30% Working Capital

1% R&D

3% Misc. / Others



Superior Guided Physical Therapy, Any Time, Any Place

**Company Background:** TENZR Health backed by Mayo Clinic and Techstars, is a health-tech company bringing digital transformation to the \$34B Physical Therapy industry, using sensors and software to provide patients with unmatched motivation, guidance, and certainty in their recovery.

**Leadership Team** has expertise in digital health, wearable technologies, go-to-market in physical therapy/medicine and scaling medical device startups. Lukas-Karim Merhi, CEO/Cofounder, serial entrepreneur with experience in healthcare and consumer wellness packaged goods Gautam Sadarangani (MAsc.), COO/CTO/Cofounder, led and scaled Systems Engineering at a class III medical device startup, Lungpacer Medical, through their Seed, Series A, IDE approvals through FDA’s breakthrough devices program. Gabriel Griego, VP of Marketing, has 25+ years of go-to-market expertise taking physical medicine products, like TENZR, from launch to \$100 Million ARR (Powerbar, Cool Systems, AlterG, FOTO, LifeGlider)

**Products/Services:** TENZR Health platform enables physical therapists to provide guidance, feedback and motivation to their patients outside the clinic. TENZR makes rehab exercises fun and engaging through precise sensor-driven rehab games, monitors recovery and uses population data to provide insights to promote more effective rehabilitation.

**TENZR is focused on critical joint injuries**, due to TENZR’s proprietary **patent-pending** sensing technology and are starting with hand, wrist and elbow injuries such as wrist fracture, wrist arthritis, carpal tunnel, tennis elbow affecting over 30M Americans.

**Technologies/Special Know-How:** The company’s TENZR technology is foundational for numerous product capabilities:

**Sensor based Real-time measurement of key clinical parameters:**

**Guided Exercises:** via fun and interactive games to ensure accurate rehab

**Always-on activity tracking:** insights for healthy hand and wrist use

**Data flywheel:** improvement of rehab protocols leveraging population data

**Market:** Outpatient physical therapy rehabilitation in the US is a \$34 billion market, growing at 6% annually with industry publications reporting 47% of physical therapy sessions are for hand, wrist and elbow injuries.

**Target market:** Initial focus is the 30M North Americans suffering from wrist and hand pain due to critical joint injuries caused by wrist fractures, arthritis, stroke, spinal cord injuries, carpal tunnel syndrome, tennis/golfer’s elbow.

**Rehab-as-a-Service:** patient subscriptions with high gross margins.

**Distribution:** Customers acquired via clinical partnerships & direct to consumer digital marketing

**Competition:** Digital physical therapy startups such as Kai Health, Sword Health, Hinge health, Recovery One, and Omada/Physera, which are focused on preventing back and knee pain from worsening to the point that it needs physical therapy or surgical interventions, and hence sell to self-insured employers who carry the intervention risk for their employees. TENZR instead supports patients who do need physical therapy. *TENZR also has a technological advantage in that it can track critical joints better than others due to proprietary sensing technology.*

Financial Projections

	2021	2022	2023	2024	2025
Revenue	\$363,465	\$2,001,137	\$10,667,713	\$30,161,419	\$68,349,545
EBIT	\$(1,172,640)	\$(458,094)	\$2,958,232	\$8,484,452	\$19,915,827

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**Quick Facts**  
**Company Name:** TENZR Health

**Contact:** Lukas-Karim Merhi

**Address:** Seattle, WA.

**Contact:** 206-536-7410  
lukaskarim@biointeractivetech.com

**Website:** <https://tenzrhealth.com>

**Industry:** Healthcare

**Domain:** MedTech/ Digital Health

**Bank:** Vancity Credit Union  
**Law Firm:** Labarge Weinstein  
**Patent Estate:** WSGR

**Number of Employees:** 9

**Amount of Financing Sought:**  
\$1M, \$900K committed,  
\$100K available.

**Current Investors**  
Torsten Kanisch (Lead)  
Asymmetry VC  
Particular Ventures  
Pacific Hi-Tech Investments  
Wilson Sonsini Investments  
Techstars  
Mayo Clinic  
Seattle Angel Conference  
Healthcare Angel investors

**Use of Funds:** Full commercial launch in BC, readiness for US market, clinical case studies

**Value Proposition:** Disrupting the \$230 billion fine jewelry business with an innovative customer proposition, experiential retail model and direct supply chain built for Millennials. The business model is based on a human truth: “something you made means more than something you bought.” The Company manufactures luxury quality jewelry within 24hrs, in modern workshops inside prestigious stores soon on Fifth avenue and Bond Street in London with the customer able to take part in the making of their jewelry. A tech scale-up anchored in retail for trust and credibility. The business is on the leading edge of three global trends: experiential retail, personal brands, and mass customization at a fair price. It provides a world class but uniquely accessible luxury customer experience where traditional luxury alternatives are expensive and intimidating.

**Proven Track Record:** 13 years profitable trading, The powerful proven omnichannel model delivered a 10x increase in sales over 3 years with a 24x growth in EBITDA over 5 years and store sales densities almost double those of the industry leader. Margins amongst the highest in the industry

**Leadership Team:** A world-class team of executives in luxury branding, digital retail, product and marketing, supported by an advisory board of leading brands from Allbirds, Airbnb, Coca Cola, Google, Nike, Peloton, Tesla and Warby Parker.

**Products/Services:** The key USP of the business is Co-Creation – customers co-create their own unique jewelry alongside expert craftsmen and women, in modern workshops inside prestigious stores in iconic locations. A powerful and truly personal ‘accessible luxury’ experience in London and launching in New York in 2022, combined with a direct supply chain and innovative business model.

**Clear Path to Exit:** The business has been growing at over 100% year over year with 40% EBITDA margins, within a large global market. With forecast revenues of \$140m this year, opening in New York next year, and an exit target of 3 to 4 years (2 acquisition offers received to date).

**Market:** The \$330 billion jewelry market (\$230 billion fine jewelry) is fragmented. It’s growing by over the size of 2 market leaders every year. Jewelry across the world remains in most countries the no.1 choice of gift across most cultures and generation. There has been almost no innovation in the sector for decades.

**Supply Chain Innovation:** Similar to Zara which shortened its supply chain inventing ‘fast fashion’ and becoming became the largest fashion retailer in the world. Vashi, likewise is bringing fast fashion to the fine jewelry sector. The Company’s direct supply chain and unique inventory model of raw materials inventory delivers speed and flexibility with no fashion risk, allowing the business to operate the fastest innovation cycle in the industry, all with a secure balance sheet.

**Competition:** There are 4 main competitor groups: The pure online players cannot compete effectively as 95% of consumers want to buy from a physical store. The High Street chains are vulnerable due to high property costs, lower margins and the lack of an aspirational brand. The luxury brands currently have the strongest position and most valuable brands but are not responding well to the shift in customer behavior looking for ethical brands that provide a meaningful experience, and a customizable product at a fair price. Vashi operates in the large ‘white space’ between the High Street and Luxury best described as ‘accessible luxury’ with no other brands currently competing in that space. Vashi is built ground up around the Millennial mindset and culture and 21<sup>st</sup> Century omnichannel retail.

**Quick Facts**

**Company Name:** Diamond Manufacturers Ltd t/a Vashi  
**Address:** 90 Long Acre, London, England, WC2E 9RZ  
**Website:** www.vashi.com

**Contact:** Charles Leach (CFO)  
**Phone:** +44 (0) 7889 600 636  
**Email:** charles@vashi.com

**Industry:** eCommerce  
**Domain:** Experiential Retail

**Bank:** Lloyds Bank (UK)  
**Law Firm:** Taylor Vinters

**Leadership Team:**  
**Founder, Chairman and CEO:** Vashi Dominguez  
**CFO:** Charles Leach  
**COO:** Jason Brown  
**CBO:** Rich Ascott  
**CDO:** James Wintle  
**Product Director:** Liz Olver  
**Content Director:** Oli Duggan  
**Comms Director:** Camilla Craven

**Number of Employees:** 202

**Amount of Financing Sought:** \$60m with just \$10m remaining

**Use of Funds:** Capex to build capacity to satisfy surging demand

**Financial Projections**

	2019 (A)	2020 (A) Covid	2021	2022	2023	2024	2025
Revenue (US\$ m)	63.0	73.5	139.1	206.1	343.4	514.9	822.8
EBIT (US\$ m)	26.8	17.6	42.6	61.3	111.3	180.0	576.0



**Value Proposition:** VideoKall introduces a new wave in digital healthcare. Medically guided platforms will deliver the world’s first remote, comprehensive physical exams to patients in their communities. Remotely operated diagnostic patient devices blended with a video visit with a healthcare provider gives patients and providers the benefit of real-time diagnostic information while still maintaining a virtual distance. The cabin auto-sanitizes and does not require an attendant.

**Leadership Team:** Our experienced leadership team has over 10 exits and includes experts in healthcare, technology, marketing, and operations. Doctors have invested and joined as team members and advisors – the former Chief Medical Officer (CMO) of CVS Minute Clinics supports as Chief Scientific Advisor, and our Chief Strategy Officer is a former health system CMO.

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

**Solution:** Our proprietary system currently features:

- a self-sanitizing, soundproof, smart, micro clinic,
- a transportable smart clinic chair, and
- a medical portal for communications, device control, and patient monitoring.



The ability to operate via satellite, Wi-Fi, or cellular negates physical borders and addresses the hardest to reach locations. Lower capital and operating costs, compared to in-person clinics, increases healthcare accessibility, and reduces costs to accurately diagnose and treat patients with minor or chronic illnesses.

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

**Market:** The digital healthcare market surged with COVID-19 and is growing at CAGR of 18.8%. The addressable US market includes 330,000 locations, which are valued around \$23B. Our services will be geared towards families and seniors, and interested potential partners include medical and mental health providers, senior living facilities, remote communities, corporations, residential communities, supermarkets with pharmacies, and commercial truck services.

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

Financial Projections	Year 1	Year 2	Year 3	Year 4	Year 5
Units in Operation	15	274	474	2400	3500
Total Revenue (\$M)	\$ 1.7	\$ 24	\$ 47	138	191
EBITDA (\$M)	\$ (2.4)	\$ 4.1	\$ 23	47	72

**www.videokall.com**

**Headquarters:**

8300 Burdette Road  
Bethesda, MD 20817

**Industry:** Digital healthcare

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

**Leadership Team**

**Co-Founder, CEO:**

Charles Nahabedian, MSEE, MBA

**Co-Founder, Chief Architect:**

Vince Waterson

**Co-Founder, Chief Design Officer:**

David Sturgess, BET

**Software Director:** Neeraj Chitra, MS, MBA

**Chief Strategy Officer:**

Marc Miller, MD

**Chief Scientific Advisor:**

Nancy Gagliano, MD

**Chief Marketing & Revenue Officer (Acting)**

Colleen Milne, MBA

Ines LeBow, MA-L&L; **Advisor - Operations**

**Seeking Investment of \$0.5M**

**Planned Raise of \$3.5M in May '21**

**Previous Funding:** \$1.6M

**Use of Funds:** Product evaluation, market trials, and operations

# 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.

# PARTNERS

## MODUS CREATE MODUS CREATE

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



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

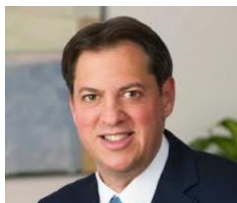
Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion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

## SHULMAN ROGERS

### **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

## 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.



### COURTNEY MATTESON, ASSOCIATE, WILSON SONSINI GOODRICH & ROSATI

Courtney Matteson is an associate in the Washington, D.C., office of Wilson Sonsini Goodrich & Rosati, where she advises public and private technology companies at all stages of growth and the firms that invest in them. Her practice focuses on corporate and securities law, including general corporate representation, venture capital financings, mergers and acquisitions, and public offerings. During law school, Courtney was a law clerk for the corporate group in the firm's Washington, D.C., office, where she assisted in the representation of emerging companies, including with regards to formation and corporate governance issues, venture capital financings and mergers and acquisitions. As a student at Georgetown University Law Center, she was the President of the Corporate & Financial Law Organization and worked as a Research Assistant and Teaching Assistant for the Georgetown Center on Privacy and Technology.



### ASSOCIATION FOR ENTERPRISE GROWTH (AEG)

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



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

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



### NORTHERN VIRGINIA CHAMBER OF COMMERCE

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

# PARTNERS



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

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

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

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



## **MONTGOMERY COUNTY ECONOMIC DEVELOPMENT CORPORATION**

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



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

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

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

Wu led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness. During his tenure, Wu helped forward the Governor's economic agenda while delivering record growth and facilitating the lowest unemployment rate in over a decade. In the Hogan Administration, he worked with the General Assembly and key stakeholders to change the state's economic development structure, operations, and business-friendliness. He executed a bold Commerce strategic plan that focused on operational excellence through exceptional customer service, a more competitive business climate, advancement of innovation and entrepreneurship, and expansion of international trade. Wu is a former U.S. Deputy Under Secretary of Commerce and U.S. Assistant Secretary of Commerce for Technology Policy under President George W. Bush. He administered the nation's technology and innovation strategy and exercised supervisory management over the National Institute of Standards and Technology.



# PARTNERS



## FIRST FINANCIAL GROUP

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

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

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

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



## NEW YORK LIFE

New York Life Insurance Company ([www.newyorklife.com](http://www.newyorklife.com)), a Fortune 100 company founded in 1845, is the largest mutual life insurance company in the United States and one of the largest life insurers in the world. New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance. New York Life has the highest financial strength ratings currently awarded to any U.S. life insurer from all four of the major credit rating agencies.

At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.



## 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.

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

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

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

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).

REFRACTION



# PARTNERS



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

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

## DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND

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

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

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

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

## KEIRETSU FORUM

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

## FITCI – FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC.

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



# PARTNERS

**BALTIMORE ANGELS**

## THE BALTIMORE ANGELS

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

**startup  
grind**

COLUMBIA MD

## STARTUP GRIND-COLUMBIA, 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.

## INSTITUTE FOR EXCELLENCE IN SALES @IESBD ANGELS + LIFE.SCI INVESTORS

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 [iesbd.org](http://iesbd.org).

**ies** institute for  
excellence in sales

## 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).

  
**ANNUAL  
WHARTON DC  
INNOVATION SUMMIT**

# PARTNERS

## 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.

## Angels + Life.Sci Investors

## 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

As of 1pm 03 31 21

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Pat	Sheridan	Co-founder and Managing Partner	Modus Create
PRESENTERS			
First Name	Last Name	Title	Company
<b>Caring Closures</b>			
Milton	Cohen	CEO	Caring Closures
<b>Cognoptix</b>			
Susanne	Wilke	President and CEO	Cognoptix
<b>ErgoSuture</b>			
Claude	Nogard	CEO and Co-Founder	ErgoSuture
<b>Fantasy River</b>			
Dustin	Bane	CEO	Fantasy River
<b>Land Intelligence</b>			
Gore	Bolton	CEO	Land Intelligence
<b>Peel Away Labs</b>			
Maxwell	Cohen	CEO and Founder	Peel Away Labs
<b>Revolution Cooking</b>			
Tom	Klaff	CEO	Revolution Cooking
<b>SkySquad</b>			
Julie	Melnick	CEO	SkySquad
<b>Smoove Xperiene</b>			
Michael	Tan	CEO	Smoove Xperience
<b>Sourcepass</b>			
Charles	Canton	CEO and Founder	Sourcepass
<b>Swanrose</b>			
Roshini	Jaiswal	Founder	Swanrose
<b>TENZR Health Platform</b>			
Lukas-Karim	Merhi	CEO	TENZR Health Platform
<b>Vashi</b>			
Vashi	Dominguez	Chairman and CEO	Vashi
<b>VideoKall</b>			
Charles	Nehabedian	CEO	VideoKall
ATTENDEES			
First Name	Last Name	Title	Company
Nafees	Abbasi	CEO	NASDM
Matthew	Abenante	President	Strategic Investor Relations LLC
Brenner	Adams	Founder	GIVE Academy
Shankar Raj	Adhikari	Managing Director	Namaste Engineering Consultancy
John	Aggrey	CEO	The Unicorn Group LLC
Vic	Agrawal	CFO	EnBiorganic Technologies
Satya	Akula	Managing Partner	New Angel Capital, LLC
Howard	Albin	Marketing Strategist	Albin Marketing Solutions
Ahmad	Alhoraibi	MD	Aurous Investments
Sadeq	Ali	Co-founder/CPO	AccurKardia
Emily	Alison	Business Owner	Green Earth Alabama
Luis	Almodóvar	Chief Medical Officer	ErgoSuture
Maximilian	Ani	Founder	Globahub
Abigail	Annear		Georgetown University Law Center
Jim	Appiah		Focus group of company
Douglas	Applegate	Sales	Angi
Paul	Armijo	Director, A&D Business Sector	GSI Technology, Inc.
Javier	Atencia	CEO	Pathotrak inc

reed	atkin	Principal	Double Beta Consulting
Julius	Au	Recruitment Consultant	S&P Manpower
Darrin	Auito	Partner	HEA Law PLLC
San	Aung	Manager	Headway
Syeda	Azim	Public Engagement Specialist	Brand Owner
Aarti	B.		Consultant
kyle	Badgley	Investor	Perfect Balance Investments
Arun	Bahl	Founder	Bridge AI
Donald	Baker	Chief Funding Guide	Funding Trek
Mark	Baldino	CEO	Firebot Suppression
Dan	Ballin	Chief Executive / Investor	Ideas Crucible
Refath	Bari	CEO	Bari Science Lab
Marni	Barron	President	Soul Tree, LLC
Kevin	Barrow	CEO	Mark Labs
Stefan	Baumann	Director	ESG Banking
Jay	Beam	Managing Director	Adasel Global Partners LLC
Kaleb	Befekadu		Georgia State
Afrika	Bell Kathuria	Founder	ABK Creates
Lena	Benjamin	Venture Consultant	EmpowerBusinessClub.com
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Claire	Benton	Owner/inventor	The Claire life
bruce	berkoff	Chairman	BA LLC and LCD TV Association
Jason	Berry	CEO	KarKeta
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Leo	Bird		American University
Levi	Blum	CFO	My Partner Loan
Hepsie	Bohman	Agent	New York Life
Maurice	Boissiere	CCO / Investor	Datatribe
Larry	Boodin	Advisor / Investor	New York Life
Ted	Bosse	Business Financial Advisor	New York Life
Brandon	Böttinger	CEO	Bottinger group
Lance	Bowling	Fund Manager	Nev Earth OZ Fund
Michael	Briscoe	Chief Education Officer	edMe Learning
Richard	Bristol	Founder	Bristol Advisory
Ashyra	Bristol	CEO and Founder	Ashyra Bristol Ltd
Brian	Brown	Principal	Big Law Business Development
Shelli	Brunswick	COO	Space Foundation
Daniel	Bryan	CEO & Executive Producer	BITCOIN.film
Dwika	Budhyantara	VP Commercial	PT PP Indonesia
Lauren	Budzichowski	Founder	Not launched yet
Marc	Burchman	Managing Partner	MBP Insurance Solutions
Alex	Buzelan	Co-founder	Housease
Christian	Camarce	Partner	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
John	Canter	Founder and CEO	KnickleKick
Kaitlin	Capobianco	Fellow Community and Recruitment Manager	Halcyon
James	Carbone	Analyst	Cantor Fitzgerald
Joe	Carlin	Principal	Joirre Capital
Barbara	Carr	Business and Economic Development	Fort Myers
Sue	Carr	President	CarrTech LLC
Daley	Carter	Director	Ammar Finance
Timothy	Carvana	Founder	The MAY-DANN Group Incorporate
John	Casey	Managing Director	Venture Mentors
Albert	Cato	Director of Human Capitol	AC Protocol Consulting Group Inc.
Julie	Catura	CFP	Catura and Bell, Inc
Chris	Ceresini	VP Finance	X-Mode Social
Veysel	Cetiner	Founder	Cacao/io
Janet	Chacon	CEO	Airblock Technologies, Corp.
Andy	Chalonec	Founder / Consultant	Cost Caddies
Nick	Champeau	Partner	Dealer's Cloud
Ernesto	Chanona	Director, Business Development	CSSi LifeSciences
Nitin	Chawla	Head - Strategy & Compliance	Swanrose Inc
Jane	Chen	Investor	Blue 9 Capital
George	Chen	Principal	Nautilus Venture Partners
Henry	Chi	PM	Capital Innovators
Amanda	Chigumira	Owner	FitChef Toronto
Keri	Childers	Consultant	Keri Childers Consulting
Vishal	Chintawar	CEO	Givhero
Neeraj	Chitra	Founder/CEO	CyByte Inc.
Raymond	Cho	Board of Advisor	The Volatile Project
Bill	Chuong	Business Development Director	Maple Smart Control
Michael	Clark	Managing Director	Pierce Capital Partners LLC
Nancy	Clark-Mather	President	Beloit FilmWorks



Trace	Cohen	COO	New York Venture Plartners
Brian	Colsell	owner	Support Shortcut
Tim	Condon	VP, Marketing and Revenue	Homesnap
Dan	Conley	Active Angel	Angels + Life.Sci Investors
John	Cordeiro	Executive Vice President IS&S	Centuria Corporation
Guillermo	Corea	Managing Director	SHRM Labs and Venture Capital
Brennan	Cowley Adam	Analyst	Good News Ventures
Natalie	Cristo	Law Clerk	Kalamaya Goscha
David	Cross	Assistant Director	Towson University Venture Creation
Donivyn	Cruz		The George Washington University
Pam	Crystal	Resident Sales Director	Aon's Cyber Solutions
Felipe	Cuadros	Business Development Manager	Canned Head
Denise	Cuddeback	President and Founder	QCx
Devon	Cury	Dir of Advanced Planning	FFG
Larry	Cynkin	Founder, Consulting CTO	GreenBar
Thomas	Dailey	Founder and President	Dailey Strategic Advisors LLC
David	Dalton	Chairman	Univec Conglomerate Inc. (UNVC)
Subodh "Bo"	Dalvi	Executive Leader	Board Advisory & Management Consulting
Alexander	Danilov	Co-founder	Smooove Xperience Pte Ltd
Jim	DArcangelo	Chief Marketing Officer	MomentFeed
Sherrrod	Davis	Chief of Staff	Protenus
Stephen	Day	ceo	Day Capital Partners
Ransika	De Silva	Founder / CEO	Pay Master Solutions (Pvt) Ltd
Jim	DeLaMater	COO	Ponapal, Inc.
Leah	DelPercio	Ceo	Trustate
Brian	DeMuth	CEO	Riphean Investments
Shantanu	Dev	Co founder	Examd Inc.
George	DeVaux	President	DEVCO
Mahesh	Dhillon	.	Witan Partners
Hartej	Dhillon		University of Maryland
Jerome	Di Giovanni	COO	Ignte Social Impact
Cosmo	Di Tucci	Founder & CEO	AbleOne
Frank	Dickson	Director, Strategic Business Initiatives	Maryland Department of Housing and Community Development
Sam	Dietze	Consultant	
Bob	Dinkel	Director / Investor	Pierce Capital Partners
Gered	Doherty	Sales Manager	Teleflex
Vashi	Dominguez	CEO	VASHI
Lisa	Dorsey	Assistant Director	TEDCO
Michael	Doyle	Managing Director	Goldin Ventures
jared	dudas	Marketing	Xops
Dean	Duffy	Chief Operating Officer	Revolution Cooking
Chris	Dunn	Principle Consultant	CD Tech Marketing
Amy	Dunn	Director, Business Development	Ryan & Wetmore, PC
James	Early	Managing Partner	Tamarack Advisory
John	Egan	Founder	Socraticx
Boris	Eibelman	cofounder	newsfetch
Howard	Eisenberg	Entrepreneur in Residence	Georgetown University
Ahmad	El Bishinaty	Risk Management Professional	Non
Lynda	Ellis	Owner & CEO	Capitol Concierge, Inc.
Selcuk	Ergin	BD	Boza
Altan	Erginkoc	PM	MOSAIC DC
Idong	Essiet-Gibson	Principal	The Idyeas Group
Nichelle	Evans	Owner	Mahogany Designs
Christopher	Faranetta	Vice President	NearStar Fusion
Matt	Fates	Investor	TBD Angels
Michael	Faught	Managing Partner	Technology Capital Partners
Frank	Felker	President	Digital Media Positioning
Bill	Ferster	Founder	StageTools
Luis	Fiallo	Vice President - Americas Region	China Telecom Americas
Alexis	Finley	Talent Optimization Advisor	PI Midlantic
Dwight	Fischer	Founder	Project Covenant
Latrell	Fitchett	Owner	Promoting Love & Wisdom Home Childcare Ctr LLC
David	Fitzpatrick	Marketing Director	Modus Create
Geary	Fitzpatrick	President/CEO	Target Consulting
David	Fogel	Member	Beacon Angels
Manuel	Fonseca	Self employed	
Mao	Foo	Founder	RealVantage
Lance	Ford	CFO	Commutyble
Mike	Foundos	Commercial Agent	Reilly Insurance Group
Lisa	Friedlander	Businesss Development	NEXT powered by Shulman Rogers
Todd	Fritzler	President	Lincolnia Technology Corp
Brian	Furr	Owner operator	Mindful Designs Baltimore
Glen	Gaddy	Managing Member	Robin Hood Ventures

Kelsi	Gagne	Life Coach	Kelsi Gagne Coaching
robert	gahagan	Chief Success Officer and Founder	CCSI - Corporate Consulting Service, Inc.
Ryan	Gallagher	Manager of Strategic Partnerships	SilTek, Inc.
William	Galle	Principal	DPS
Chris	Galloway	Advisory Board Member	Tigress Financial Partners Inc.
Elena	Gantvarg	Principal	Flint Capital
Tony	Gasson	President	Soroban, Inc.
Michael	Gauer	CEO	ADVANCED LLC
Rick	Gersten	Management / Investor	PeakGersten
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Gregory	Giammittorio	Partner/Investor	Potomac Law Group PLLC
scott	gibson	Owner/Founder	Quercus Agroforestry, Inc.
Eric	Giles	Group Director	DaVita
Ellie	Giles	CEO	Virtual Apprentice
Alex	Gilev	Product Manager	Palex Soft
Allison	Gillett	Realtor	eXp Realty, LLC
Christopher	Giusti	CFO	SkyePoint Decisions
Harry	Glazer	CEO	Sprockit
Linda	Goetze	Co-Founder and EVP	DFM Data
Kim	Goh	Co-founder	eyesfunnel
Douglas	Goldstein	SVP, Development	Alphyn Biologics
Theresa	Gordon	Founder	Taking Time to Heal
James	Gordon	CEO	CULTIVA Solutions
Benjamin	Gordon	CEO	XOPs
Laurence	Gordon	CEO	xops
Yuying	Gosser	Research Assistant Professor	The City College of the City University of New York
Greg	Grant	Partner	Shulman Rogers
Daniel	Grassinger	Sr Mgr Investment & Expansion	Bavarian US Offices for Economic Development
Craig	Green	Owner	Teamlogic of Reston
Jeff	Green	Business Development Manager	Prince William County Department of Economic Development
Lawrence	Greenberg	Venture Partner	Motley Fool Ventures
Sean	Griffey	CEO	Industry Dive
Paul	Griffiths	MD	The Life Story Company
Hillel	Gross	CEO	HI-GROSS
Fred	Gumbinner	Managing Partner/President DC	Icon Finance/Keiretsu Forum
Kavita	Gupta	Success Coach	i3 Global Solutions
Vishal	Gupta	CTO	Lexmark
Jeff	Guzy	CEO	CoJax Oil and Gas Corporation
Mark	Haas	CEO	AEG
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Bee	Hall	Director	Strategies for Hope Foundation, Inc.
Janet	Hall	Founder and Principal	The Cortical Group
Janet	Hallahan	Partner	Practus LLP
Toufic	Hamdan	Country Manager	Techgenies
Patricia	Hampton	Chief Social Impact Ofcr & Mng Partner	Nonprofit HR
Brian	Han	Deputy Director	KIC
Nitai	Hanani	CEO/Co-founder	Paragate Medical
Haidee	Hanna	Chief Marketing Officer	Argona Partners, Inc.
Michael	Hanson	Program Manager	ACTION Innovation Network
Reece	Harding	Associate	Cortado Ventures
Colin	Hardy	Co-Founder	ReviewThread
Tawanna	Hardy-Ventress	Small Business Advisor	Good Work Network
Edgar	Harrell	President	Edgar C Harrell Associates inc
Shigehiko	Haruna	Manager	Xenera
Chris	Haug	CEO	360 Venture Management Group
Claude	Hayn	Advisor	AdJumps
Howard	Hellman	Founder	Aerobyte
Peter	Henry	General Partner	Seed Milestone Fund
Keith	Herman	Founder	IPA Equities
John	Hernandez	CoFounder & COO	CargoLabs Inc.
Cheryl	Heusser	CPA	Snyder Cohn, PC
David	Heyman	CEO	Smart City Works Venture Labs
Mi Jeong	Hibbitts	President	Robert & William, LLC
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services
Allen	Hollingshead	Chief Revenue Officer	Revolution Cooking
Douglas	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	HPG PARTNERS, LLC
Tay	Hong	Director Ops	ST
Jackson	Hou	COO	Stealthmode
Brian	Hough	CTO	Airblock Technologies, Corp.
Darnley	Howard	President	Advansa International
Mike	Hoyman	Co-Founder	EmailsAndSurveys
Kevin	Huang	Manager	Cowinbio

Robert	Huey	President	Huey & Associates, P.C.
Henry	Hunter	CEO	INCIDR
Mike	Huska	Chief Technology Officer	Open for Hire
Kent	Hytken	CEO	Future Energy LLC
Paul	Iacovacci	CEO	Enarscor
Linda	Ingroia	Founder	HeadStrong Branding
Gakuru	Isaac	Country Representative	ANPF
Sukumar	Iyer	CEO / Investpr	Ascendant LLC
Elizabeth	Jackson	EVP of Marketing	Revolution Cooking
Anmol	Jain	Marketing Manager	Expoodle
Roshini Sanah	Jaiswal	Founder & CEO	Swanrose Inc
Melissa	Jasmin	Executive Support Partner	The Acceleration Group
Kenneth	Jayne	CFO	AUMA
Raj	Jeyasekar	Tech builder	Curious Consulting
Shantanu	Jha	CIO	Beaconsfield Capital
Satish	Jha	Chairman	Edufront
Will	Jolley	Executive Advisor for Legal & Strategic Affairs	GSC360
Adam	Jones	CEO	Zeer
Suby	Joseph	Principal	Brandywine Insights
Nithin	Joseph	Business Development Manager	Enterspace
Shahed	Kader	Managing Attorney	Kader Law
Jill	Kaminsky	Privat Investor	
Marcel	Kaminstein	Director	MediaLab Group
hayley	kamis	Xperience	Takingtime2heal@gmail.com
Madelle	Kangha	Founder	Jumpstart Innovative Solutions Inc.
Dr. Joseph	Kao	Chief Technology Officer	ALÉRON, LLC for Quantum Power Systems
Frances	Kao	Chief Legal Officer, Risk Management & Contracting	ALÉRON, LLC for Quantum Power Systems
Leni	Kaplan	Coach	L Kaplan Coaching
Irina	Kar	Founder	Nomad Diva
Anil	Karmel	CEO	C2 Labs
Stephanie	Katz	Founder and President	CETA Benefit Consulting Group, LLC
John	Kealey	Private Investor	
John	Keefe	Chief of Staff	P3iD Technologies, Inc.
Jack	Keniley	President	Strafford Ventures LLC
Joe	Kessler	Managing Partner / Investor	Next-Stage Development Group
Seth	Kessler	Partner	HORIZON20/20
Aumair	Khalid	Private lender	Stone Creek Global
Naaima	Khan	Owner/Principal	Create Good
Hnin	Khine	Consultant	Elosense LLC
Vilma	Khmaladze	CEO	Openix Solutions LLC
Alexander	Khorokhorin	Managing Partner	Angelico Ventures
William	Ki	Founder	Silk Route Connctions
Emmett	Kim		American University
Darren	King	Manager	Kentucky Select Fund LLC
Steffen	Kirkegaard	CEO Founder	Gamers Coin
L	Kittredge	Director	Breaking Media
Harry	Klaff	President	Avison Young
Neil	Kleinberg	CEO	Diliver
Ross	Klenoff	Corporate attorney	Law Offices of Ross Klenoff
Nkozia	Knight	CEO	Moor
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC
Anthony	Koltenuk	Founder	Pledged inc
Carlos	Kondratowicz	Business Developer	induSoftware
Pavel	Koshak	CEO	Palex Group Inc.
Gary	Kraiss	Program Analyst	Dept of State
Dan	Krashakov	CEO	findpet.com
David	Kratochvil	Managing Partner	Vista Capital
Max	Kryzhanovskiy	President	MOS Creative
MD	Kull	Founder	Kull Events, LLC
sathish	kumar	Partner	SBSS and Associates
Kiran	Kumar	Project Manager	Emusk Systems
Gary	Kurtis	Principal	Salestips101
Melissa	Lamarre	Founder/ CEO	Workaholix Brands Inc./ Mel's Butter Blends
Stefan James	Lang	CEO	Connect4B
Lynn	Langford	CEO	Blue Gold Works
Paul	Latchford	CEO Spencer Trask Media & Communications Group LI	Spencer Trask & Co.
Kalpesh	Lathiya	CEO	KING SALES
Shana	Lawlor	Managing Director	2raze
Janet	Lawrence	Founder	Harmony Surgical Services
Phillip	Lawson	Founder	Creative Movers inc
Charles	Leach	CFO	VASHI
Rod	Leach	Chief Executive Officer	Second Catalyst Capital
Temanté	Leary	Co-founder, CEO	Class Updates

Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Jeannette	Lee	CEO	IIA Technologies Corp
Esther	Lee	CEO	Refraction
Jack	Lee	Managing Director	Marketing Integration
Tuon Wah	Lee	Head of Finance	Smooove Xperience Pte Ltd
Jack	Lee	Managing Director	Marketing Integration
Steven	Lehat	Principal	Regulatory World
Sarah	Leners	Venture Capital Senior Associate	Bull City Venture Partners
George	Letscher	Principal	Swish IP
Bruce	Levenson	founder	Revolution Cooking
Michelle	Levister	Executive Leadership Coach	Perceive LLC
Zach	Levy	Managing Director, Government	Cognovi Labs
Dawn	Lewis	CoFounder & CEO	Dawn Lewis
Peter	Lewis	President	Wharton Equity Partners
Alex	Ligas	Owner	Ligas Bookkeeping
Alex	Lima	Managing Director	Maxpeople USA
Toby	Lin	CTO	Cyber Skyline
Vivian	Lin	Business Designer	American Family Insurance
Jason	Lipka	Director	Na
Barry	Lipsy	Principal	BN Lipsy & Assoc
Darrell	Liski	CEO	EnBiorganic Technologies
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