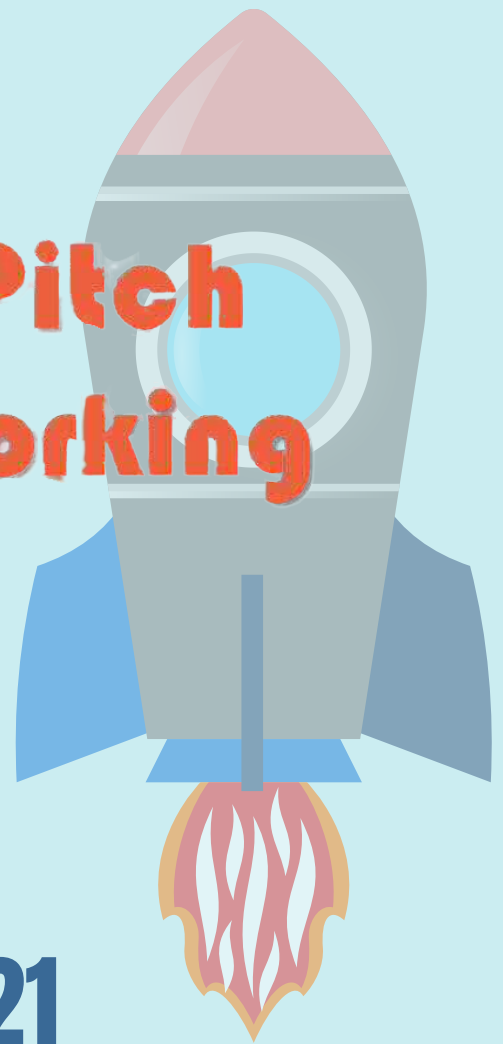


Big  Idea
CONNECTpreneur
Investor Network

**Virtual Rocket Pitch
+ Power Networking**



October 28, 2021

CONNECTpreneur.org

AGENDA

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**

**11:15-12:25pm | ROCKET PITCH SESSION Companies will be
introduced by:**

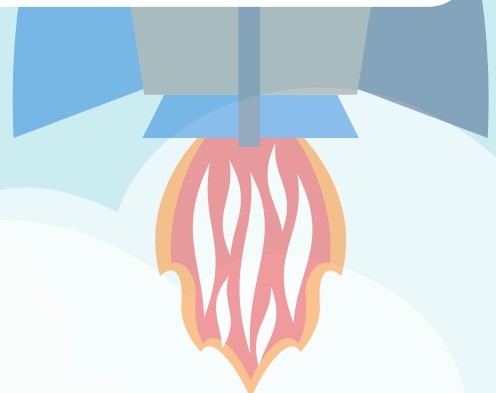
**- ANTHONY MILLIN, Founder & Chair, NEXT by Shulman
Rogers**

- MARK HAAS, CEO, AEG

**12:25-1:00pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)**

October 28, 2021

CONNECTpreneur.org



PRESENTING COMPANIES

Blackmarker - Vic Diloreto

Carina AI - Xue Feng

Diviner - Mark Gordon

ErgoSuture - Claude Nogard

Fanalysts - Spencer Kronthal

Healthrageous - Rick Lee

Omina Technologies - Rachel Alexander

Oxygen - Edward Mężyk

SlyceData Corp - Chris Harrison

SST Wireless - Christopher Chong

VKTRY Gear - Steve Wasik

Walkspan - Bernardita Calinao

SPEAKERS



TIEN WONG, CEO, OPUS8, INC. [etienwong](#)

Tien is CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, a leader in corporate tech training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting. In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with nearly \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. CyberRep was ranked for 4 consecutive years in INC. Magazine's "Inc. 500" as one of the fastest-growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County (MD) Economic Development Corp., Center for Innovation Technology GAP Fund's Investment Advisory Board, Junior Achievement, and Refraction. He was appointed by Governor Martin O'Malley to the 9-member Maryland Venture Fund Authority which allocates and manages over \$130 million of capital which is invested into top-tier venture funds and startups. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, 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.

Value Proposition: Blackmarker is revolutionizing how documents are processed for privacy compliance by completely automating redaction of documents using artificial intelligence (AI). Redaction is primarily a manual process, due in part to compliance regulations for accuracy, and adherence to antiquated processes. Blackmarker innovated in this space and clients are seeing the results, decreasing labor by 85% and improving accuracy by 25%.

Challenge: The genesis of Blackmarker was driven by a chance meeting between a law firm and the founders. The firm was describing serious problems they were having in redaction including costly labor, redaction inaccuracies, and low employee morale for the task. We sought to resolve these problems using AI to automate and increase accuracy.

Leadership Team: Our founders and leadership team have been a part of 3 exits. We have technology and legal firm owners on our board or as advisors.

Solution: Blackmarker delivers an automated redaction capability as a single tenant, SaaS platform by providing a UI/UX and an API. Documents are submitted to the system, and the prescribed models mark the document for redaction targets.



The system provides for a review of the targets as needed, and any changes are fed back to the AI for future use. Once targets are confirmed, the document is delivered with redactions inclusive of removing all meta-data associated with the source document.

Technology: Blackmarker is differentiated by the novel use of AI. We utilize machine learning to classify and redact documents. The proprietary models created cover more than just typed text, we cover non-typed objects such as handwriting and bar codes as well.

Market: Total market is >\$5B, where the MVP in legal application is \$37-40M. The broader legal vertical approaches \$1B, and we see application in Healthcare (\$2B), Privacy Compliance (\$1B), and Government (\$1B).

Revenue Model: Blackmarker partners with document management and case processing systems to provide the redaction function as an integration.



We will also directly target large, strategic opportunities that meet certain revenue or market requirements. The business model is usage-based.

Financial Projections:

	2021	2022	2023	2024	2025
Revenue	10,000	2,337,375	6,872,875	11,988,567	20,021,618
EBITDA	(250,000)	(581,400)	2,311,313	5,688,016	11,659,697

Website: blackmarker.com
Headquarters:
 513 East Main Street,
 Charlottesville, VA, USA
Email: vic@blackmarker.com
Website: blackmarker.com
Industry: SaaS/AI Compliance
Domain: Software for privacy compliance and assurance
Leadership Team:
CEO:
 Vic Diloreto, Elder Research,
 Megapath, sentitO Networks
COO:
 Craig Wiese, Lightbulb
 Machine, Relay Foods
CTO:
 Zach Buckner, Lightbulb
 Machine, Relay Foods.
Financing Sought: \$1.5M
Previous Funding: \$1.2M
Use of Funds:
 Sales, Marketing and R/D

Value Proposition

We bring cutting edge artificial intelligence technologies to clinical practices by developing AI-based medical image analysis software to improve the accuracy and efficiency of clinical practices.

Company Background:

Spun out of multiple academic labs at the University of Virginia, University of Kentucky and Johns Hopkins University, Carina AI was founded to develop and commercialize AI technologies for medical image analysis to solve clinical challenges and make a true and long-lasting impact for better care.

Leadership Team:

- Xue Feng, PhD. CEO. Biomedical engineer with 10+ years’ academic and startup experiences in medical imaging and clinical applications
- Quan Chen, PhD. CMO. Medical Physicist and Associate Professor in Radiation Oncology at U Kentucky. Technical and clinical experts in radiation therapy.
- Harrison Bai, MD. Radiologist and Assistant Professor in Radiology at JHU. PI of radiology AI lab. Technical and clinical experts in image-based diagnosis.

Products/Services:

AI is showing great promise in healthcare, but the clinical adoption is complicated by human factors, algorithm performance and generalizability, and clinical workflow incorporation. As “insiders”, we understand these challenges and can develop and deliver the most appropriate AI technologies to solve them. One example product is INTContour, which uses award-winning AI segmentation algorithm to improve the efficiency and accuracy of radiation treatment planning for cancer treatment. It is currently pending 510(k) approval and has been deployed to 5 top academic hospitals, where it received strong positive feedback due to the performance and unique features such as model customization to solve unique challenges in AI adoption. Currently we have three products in beta-testing phases and three in development.

Technologies and Competitions:

Our AI-based image segmentation algorithms, which delineate the regions-of-interest from medical images, have won 1st places in multiple international challenges organized by the academic community. Furthermore, the algorithm generalizability, customizability, and the final software usability have set up apart from the competitors, which are the main reason we are able to obtain 2.85M non-dilutive funding from NIH through the very competitive SBIR program.

Market:

The main customers are hospitals, including specialized ones such as cancer centers and radiology imaging groups. Depending on the specific product and its clinical role and target users, the customer segments include radiation oncology (treatment), radiology (diagnosis) and medical researchers (academic research). The revenue model is based on annual software subscription with an average of \$40k a year per product per institution.

Distribution Channels: Direct sales

Quick Facts

Company Name: Carina AI

Contact: Xue Feng

Address: Silver Spring, MD

Phone: 434-284-1073

Fax:

Email: xfeng@carinaai.com

Website:

<https://www.carinaai.com>

Industry: Health Tech

Domain: Medical Software

Number of Employees: 9 (6 full time)

Leadership Team:

- **Xue Feng, PhD, Co-Founder/CEO**
- **Quan Chen, PhD, Co-Founder/CMO**
- **Harrison Bai, MD, Co-Founder (Assistant Professor, Radiology, Johns Hopkins University)**

Amount of Financing Sought: 4M from private equity

Non-Dilutive Funding: 2.85M from NIH (Up to 6M in follow-on and matching funds)

Use of Funds:

- **Commercial development (40%)**
- **R & D in Radiology products (40%)**
- **Operation (20%)**

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	0.5 M	2.3 M	7.2 M	20 M	40 M

Biotech investors struggle to prioritize investments in new medicines. The risks are high and too uncertain: over 90% of new drugs fail to work. Diviner has a novel, proprietary forecasting method which draws on the collective insight of industry experts, minimizing bias and maximizing insight to predict which drugs will work. We are applying it to help investors make better returns and bring better medicines to humanity.

Company Background: *Diviner assembled a team of biopharma professionals and built a forecaster network of seasoned industry veterans, bootstrapping its way to a forecasting method which predicts the results of one clinical trial per week.*

Leadership Team: *Our founding team brings the diverse, deep experiences needed to tackle the high risk and cost of drug development. Two PhD scientists have extensive experience prioritizing drug investments from two of the top pharmas. Three team members have experience in diverse tech startups. All share a passion for applying technology and collective intelligence to create Diviner's unique solution.*

Products/Services: *Diviner is the first to apply modern forecasting techniques to biopharma, and will monetize them in a series of biotech funds which will deliver superior returns by picking the winners more reliability than other funds.*

Technologies/Special Know-How: *The Diviner Method is a novel, proprietary technique that adapts proven techniques, for the first time, to biopharma. The techniques are widely cited, known as "Superforecasting." We are iterating our method as we learn what combinations of factors lead to the highest predictive power and ability to generate the best financial returns on a biotech portfolio. We are protecting our method via trade secrets, using solid IP assignment contracts and carefully segmenting knowledge.*

Market: *Pharma and Biotech VCs invest \$150B/yr on new drug development. Of \$3 trillion in hedge fund AUM, less than \$100B is in biotech equities. Creating the industry's first reliable risk score for new drugs will give investors better risk/return profiles and attract new investors to biotech. Diviner will first monetize by creating its own series of funds with investment strategies designed to leverage its unique predictive engine.*

Distribution Channels: *Diviner will hire experienced hedge fund professionals to raise money from LPs its biotech funds.*

Competition: *While there is no direct competition, Diviner will build on a first-mover advantage*

Quick Facts

Diviner Science Inc.
Mark Gordon, Founder & CEO
mark@diviner.co
+1 317 828 9075

275 Medical Drive, #273
Carmel, IN 46082

<http://diviner.co>

Industry: **Biotech Investments**

Domain: **Human intelligence platform to predict clinical trial outcomes**

Law Firm: **Moulton Law Group**

Number of Employees: **8**

Leadership Team:
Mark Gordon, CEO
Ted Benson, Head of Operations
Dan Mytelka, Methodology Head

Amount Financing Sought: **\$600k**

Current Investors
3 friends/family, 3 angels, \$185k

Use of Funds: **Continued development of Technique and Trading proof of concept**

Financial Projections:

	2023	2024	2025	2026	2027
Revenue	\$114k	\$1,672m	\$7,769m	\$24,326m	\$54,906m
EBIT (dollars in thousands)	(\$3,302m)	(\$2,086m)	\$2,132m	\$13,046m	\$33,082m

Value Proposition: ErgoSuture developed the Drive’N Roll, an intuitive needle driver, that provides robot-like suturing capabilities with the functionality and simplicity of regular needle drivers. Drive’N Roll requires less cognitive effort and enables faster and safer suturing during minimally invasive surgery and is ideal for younger surgeons and non-experts. Drive’N Roll aims to be the first and only needle driver to be used across all surgical platforms, i.e., open, laparoscopic, bariatric, and robot-assisted surgery.

Company Background: *Dynamic Suture Inc.* DBA ErgoSuture, is a medical device startup that drives surgical innovations through the design and development of advanced suturing systems.

Leadership Team: Our founders and leadership team has more than twenty years of experience across pharma, MedTech, diagnostics and health care services, with proven track records of product launches and management. Our advisers have proven track record as leaders in healthcare in product development and patient’s surgical care. Combined, we have raised more than \$200 million, and successful exits.

Products/Services: ErgoSuture has developed a versatile and modular solution composed of:

- (1) Drive’N Roll™ is the first modular suturing system designed to decrease needle handling time with shorter learning curve and faster suturing time, at a fraction of the cost of the competition.
- (2) X-Needle is a versatile wound closure system designed to facilitate needle manipulation in hard-to-reach places, and adaptable to any flat-tips needle drivers.

Technologies/Special Know-How: Drive’N Roll and X-Needle technologies are protected by a dozen patents and provisional patents for human and non-applications in the US and abroad, e.g., Europe, Canada, China, Japan, Mexico, etc.

Market: ErgoSuture total addressable market (TAM) is estimated about \$6.4 billion, CAGR 6.25%. We will target primarily younger and less suture proficient surgeons in specialties such as urology, gynecology, and intra-abdominal surgery, and working in tier 1 &2 hospitals, as well as high volume ambulatory surgery centers.

Distribution Channels: ErgoSuture will ship directly to customers whenever possible. The objective is to better control pricing and to keep customer costs down. Some customers might prefer to receive ALL of their OR-products from one source, such as a Major Hospital Distributor. In these cases, ErgoSuture will also partner with distributors to provide customers with Drive’N Roll and X-Needle products whenever desired and requested. Last, government accounts, such as VA’s, Military Hospitals and AFB’s, will be handled by a strategic partner called.

Competition: Drive’N Roll direct competition is composed of traditional needle drivers and advance suturing systems, such as Endo Stitch (by Medtronic), FlexDex (by FlexDex Surgical) and ArteSential (by Liv’Med). Drive’N Roll short learning curve, lower cognitive effort, faster and safer suturing process, lower cost per surgery, and versatility across all surgical platforms (including RAS), will provide unmatched competitive advantages.

Quick Facts

Company Name:
Dynamic Suture Inc. DBA ErgoSuture
Contact:
Claude Nogard
Address:
176 Federal Street, Boston, MA 02110
Phone: +339-234-6289 Ext. 700
Fax: N/A
Email: cnogard@ergosuture.com
Website: www.ergosuture.com

Industry: Health Care
Domain: Medical devices
Bank: Bank of America
Law Firm: Bailey & Glasser LLP
Patent Estate: Dentons US LLP
Number of Employees: 0

Leadership Team:
CEO, co-founder: Claude Nogard
CBDO/ COO: Jonas Thelin
Acting CTO: Mark Follman
VP Digital Marketing: Maggie Judge
Scientific Adviser, co-founder: Luis Almodovar
Business Development Adviser: Carrie Nikitin

Amount of Financing Sought: \$8M
Current Investors: 0
Previous Funding: \$4.8M
Use of Funds: Marketing & Sales, Research & Development, Company Infrastructure
Auditor: N/A

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue (dollars in thousands)	\$0	\$4,640	\$23,573	\$70,438	\$140,422
EBIT (dollars in thousands)	(\$5,106)	(\$6,999)	\$632	\$20,356	\$49,189

Value Proposition: Founded on the principles of transparency, accessibility, and user control, Fanalysts is building a no-code platform to let sports fans easily build their own sports betting strategies and backtest against past results in real-time. With three steps: creating a metric, applying filters, and reviewing results, Fanalysts allows for rapid, custom betting research. Fanalysts will become the most customizable, transparent and affordable sports betting research platform on the market.

Leadership Team: Our founders have diverse skill sets from traditional sports media professionals to engineering and data backgrounds. Our advisors include a former MLB All-Star and the former General Manager of the Players' Tribune. Combined, the team has raised more than \$50 million in funding and has founded six companies.

Challenge: Sports bettors who want to research before placing a bet have to rely on expensive expert picks or algorithms. Alternatively, they would need a high level of expertise and time to build their own system. There is no way for sports fans to conduct quality, personal research in a low-cost and time-efficient way.

Solution: Our solution is a one-stop shop for conducting high-quality personal research, placing bets directly based on your research, and easy tracking of your winnings. Our no-code platform lets sports fans easily build their own sports betting strategies and backtest against past results in real-time.

Technology: Our patent-pending Command platform allows fans to use any number of statistics in creating their custom metric and backtest it in realtime. The additional capabilities of applying filters and selecting games from a central dashboard give fans unmatched user control.

Market: Globally, the sports betting market is estimated to reach \$140 billion by 2024. Of the 90 million estimated US sports bettors, we are targeting the 35 million US bettors aged 18-34 as legalization sweeps across the states. We see this group as highly analytical, tech savvy, and accustomed to having high levels of control throughout their product offerings.

Competition: While we do have competition, Fanalysts creates a blue ocean in the competitive landscape by excelling across 4 key pillars: transparency, user control, affordability, and ease of use.

Distribution Channels:

Our platform is a web-based app with a mobile app coming in 2022. Our commission-based Ambassador Program consists of 10 professional sports bettors and influencers with a cumulative following of over 600K on social media. Our President Program has 18 ambassadors across 12 colleges and 11 states.

Revenue Model: Our primary income stream is a B2C subscription model where users pay \$15 monthly or \$120 annually (discounted) for access to the Command platform and premium content. Our second stream is a B2B model where we are partnering with sportsbooks on a cost-per-acquisition basis to refer new users to their sites. We have one partnership in place with a major sportsbook and are in closing talks with another.

B2C Financial Projections for Fanalysts

	Year 1	Year 2	Year 3	Year 4	Year 5
Users	5,217	30,127	162,132	243,198	413,437
B2C Revenue	\$313,000	\$2,561,000	\$13,518,000	\$20,277,000	\$34,471,000
B2C ARR	\$691,000	\$4,332,000	\$22,078,000	\$33,117,000	\$56,299,000

Website: www.fanalysts.co

Headquarters Office:

11 Halcyon Court
Baltimore, MD 21208

Email: spencer@fanalysts.co

Industry: Sports Tech

Domain: Software platform for sports betting analytics

Leadership Team:

CEO, Co-founder: Spencer Kronthal

COO, Co-founder: Brad Kronthal

CFO, Co-founder: Seth Sholk

CMO, Co-founder: Michael Stern

Business Development Advisor:

Alex Rose

Sports Business Advisor:

Mike Bordick

Technical Advisor:

Kwabena (Koby) Okrah

Legal Representation:

Venable, LLC

Seeking Financing of \$1.2M

Previous Funding: \$460K

Use of Funds: Product development, marketing, other operating costs

Value Proposition:

Making it easy and convenient to make small changes in eating habits. First mover in a new market category combining tasty, diabetes & cardio friendly meals with a seamless, digital wraparound engagement experience. DTC meal companies serve only food, while most disease prevention players appeal to small numbers of people who are ready to give up unhealthy lifestyles. Our immersive experience gives an easy onramp that maximizes impact starting with heat & eat meals, ready in minutes with appropriate portions and essential nutrients.

Company Background:

Healthrageous disrupts chronic care and leapfrogs existing meal providers with a SaaS, *Food-as-Medicine* experience. The SaaS-like, OpEX model accelerates growth with recurring revenue in annual renewable contracts, and it drives more predictable revenue - differentiated from typical food delivery firms with high customer acquisition costs.

Leadership Team:

Blend of highly accomplished, health industry leaders across lifestyle change management, digital health, health IT, chronic care diseases, & venture capital.

- Rick Lee, CEO - 40+ years healthcare entrepreneur
- Drew Kraisinger, COO 25+ years health tech & automotive
- Scott Frederick, CX & Product, RN, 25+ years health tech

Advisors: Maria Hale - 25+ years health/food, Sid Stolz - 30+ years healthcare, Mike Shanahan - 40+ years financial/venture

Products/Services:

Easy and convenient, diabetes & cardio friendly meals combined with a 24/7 sticky SMS text-based experience personalized to a person's chronic conditions. Funded by Medicare meal "experience" nudges seniors to healthier lifestyles. Improves blood glucose, blood pressure, & weight. Engaging digital, motivational coaching increases activation and adoption. SMS Secure Chat connects members and health plan coaches in trusted relationships

Market: New market category with a \$50B+ TAM. Medicare Advantage (MA) has more than doubled to 29M members in the last decade. MA Plans eagerly seek solutions that differentiate their member experience and strengthen STAR ratings to get multi-million-dollar bonus payments. 57% of MA Plans offer meals fundable by Medicare in 2021, up from 20% in 2018.

Prospects: US Health Plans - MA, Medicaid, Employer and Individual. Focused on MA Plans eager to improve member experience among chronically ill which make up 60-70% of members.

Foundational Customer: Bright HealthCare, in 14 states, and growing. Healthrageous went live with a multi-year contract 3Q21. Phased roll-out targeting MA expands nationally in 2022, with \$4.6M projected revenue.

Revenue Model & Channels: Sell subscription model to Health Plans in annual, auto renewing contracts. Leverage predictability of seasonal Q1/Q2 selling to accelerate growth with direct and partner channel sales. Capture improved revenue from MA Plan STAR ratings impact & bonus payments. Utilize OpEX model: Add scale, meal variety, and improved margins with food-tech suppliers; Add engagement capabilities and execute fast-to-market through digital partners.

Competition: Two groups of competitors:

- 1. Diabetes and other disease-specific companies** lack integrated meal offerings – e.g. Virta, Livongo. They don't close the loop like our integrated approach. Diet focused, Foodsmart is edging it's way by connecting people to food delivery options.
- 2. Meal Delivery:** Relatively new, well-funded firms like Freshly or Dinnerly are spending millions on DTC acquisition. Others like Mom's Meals & GA Foods only offer food to Medicare and Medicaid.

Financial Projections (Unaudited):

Dollars in Millions	2021	2022	2023	2024
Revenue	0.2	4.6	24.9	50.3
EBIT	(0.9)	(2.1)	0.7	3.8

Quick Facts

Healthrageous

For More Information:

Rick Lee 571-217-3237

rick@healthrageous.net

contact@healthrageous.net

Industry: Healthcare

Bank: SVB

Law Firm: Foster Garvey

Number of Employees: 6 FTE

Amount of Financing Sought: \$500K leading to \$3M Series A

Use of Funds: Key hires, meal / tech dev, bus dev

Quick Facts

Company Name:

Omina Technologies BV (Belgium)/
Omina Technologies US LLC

Contact:

Rachel Alexander

Address:

1750 Tysons Blvd., Ste 1500
McLean, VA 22102

Phone:

703.665.6623

Email:

rachel.alexander@ominatechnologies.com

Website:

https://ominatechnologies.com/

Industry:

AI/ML and Data Engineering Services

Bank:

M&T

Law Firm:

Cambrian

Number of Employees:

20

Leadership Team:

Rachel Alexander, CEO Global
Wouter Van Den Broeck, CTO
Brian Alexander, CEO US
Mattias De Groe, CCO
Arnaud Stevins, COO
Dirk Verbruggen, CFO
Martin Canter, EAI/XAI Manager
Anita Prinzie, Product/Marketing Manager
Bas Jansen, Life Sciences Manager

Amount of Financing Sought:

€2 Million

Current Investors:

\$200K Committed from US Investors

Use of Funds:

Sales/Marketing, Justifai go-to-market, road map to fully self-service Justifai.

Company Background

Omina Technologies is an engineering and professional services firm that provides end-to-end Artificial Intelligence (AI)/Machine Learning (ML) solutions and specializes in trustworthy and ethical AI/ML. Rachel Alexander, Founder and Global CEO, started Omina with the mission of enabling companies big and small to successfully implement AI in a trustworthy and ethical way. In 2019, Omina started developing Justifai, a unique AI platform that enables business users to deliver measurable outcomes with AI in an ethical and explainable way, minimizing compliance and reputational risk. This year, Omina is realizing its first Justifai licensing revenue and starting implementation of a Justifai go-to-market strategy that will ramp up in 2022. Omina is currently seeing significant traction in Life Sciences/Healthcare, Insurance and Banking because businesses in these sectors have recognized the need to address AI risks by implementing trustworthy and compliant AI solutions. We know other sectors will all follow.

Leadership Team

Omina’s Founder and Global CEO, Rachel Alexander, started working with AI in college and, in the last 10 years, became focused on AI/ML giving rise to the formation of Omina. In 2019, Ms. Alexander connected with Wouter Van Den Broeck, who had the technical expertise to make Justifai a reality and is now Omina’s CTO. Brian Alexander focuses on US growth. Mattias De Groe, Omina’s CCO, brings extensive experience in business development, including managing large sales and marketing operations. The Omina team also includes AI/ML experts that have a unique understanding of trustworthy, explainable and ethical AI, as well as industry expertise covering major sectors.

Products/Services



Omina started as an AI/ML engineering/consulting services firm. The future is Justifai, Omina’s unique AI platform that allows business users who do not have significant AI expertise to build and deploy production ready AI solutions that are trustworthy and explainable. Justifai was built by design to comply with privacy regulations (e.g., GDPR, CCPA) and, further, Justifai is aligned with draft AI regulations being considered by the EU (and certain to filter to the US). In 2022, Justifai will become fully self-service and can be offered as a tiered AI as a Service.

Technologies/Special Know-How

Omina filed EP Application No. 20203454.2, which was extended last month to a PCT application (Application No. PCT/EP2021/078833). We expect to file additional patent applications related to trustworthy AI technology being developed by Omina.

Market & Distribution Channels

The Justifai platform can be used in most of AI use cases. While Justifai lies at the convergence of the auto-ML and AI governance markets (respectively, \$15B and \$1.7B expected 2030 US/EU market sizes), it is a solution aimed at the overall AI market, currently \$27.2B and expected to grow to \$637B by 2030. Omina is initially focusing the Justifai offering on the Life Sciences/Healthcare, Insurance and Banking sectors. We are seeing substantial traction with Justifai in these areas, at least in part because these companies understand the need to use AI in a trustworthy and compliant way. In 2022, Omina is pursuing a growth strategy in Europe and the US, with plans to expand globally in 2023 offering a fully self-service Justifai.

Competition

Auto-ML: AIBLE, DataRobot, H2O.AI, BigSquid, Amazon Machine Learning.

AI Governance: Fiddler, Google AI, 2021.AI, SAS, KNIME.

	2017	2018	2019	2020	2021 (proj.)	2022 (proj.)	2023 (proj.)	2024 (proj.)	2025 (proj.)
Revenues	€87K	€274K	€764K	€815K	€1.6M	€3.2M	€7.4M	€22M	€53M
EBITDA	€3.5K	€34K	€293K	€241K	(€451K)	(€1.7M)	(€2.9M)	€6.6M	€36M



OXYGEN

OXYGEN SA

Investor Highlights

Value Proposition

Company Background:

The company specializes in the production and distribution of mobile games. Since 2016 we are building our experience in mobile gaming. After 4 years of smaller success, we developed a strategy that was introduced in 2020. In 2020, Oxygen released 15 games targeting different types of players, and the team plans to release 17 titles in 2021.

Leadership Team:

CEO - Edward Mężyk. An expert in gaming, data warehousing, data analysis, and Big Data in its broadest sense. He is a serial entrepreneur known for his years of experience in gaming and doing his Ph.D. in AI algorithms (multiple publications).

CFO - Jarosław Sobczak. He has extensive experience working with corporate finance. In the late 90s, he supervised credit and factoring activities of a commercial bank branch. He conducted economic and financial analyses, evaluations, valuations, and settlements of investment projects within the capital group. Raised and settled funds from the capital market. He introduced bonds and shares to trading on regulated markets.

Products/Services:

We produce and publish more than 15 titles per year. We observe game data and player behavior to develop a process that streamlines the "statistics strategy" to increase the probability of success. We make modern and high-quality titles to maximize our impact and besides we launch titles only globally.

Technologies/Special Know-how: We started mobile games development in 2016 in Unity engine. Since then we have grown up to be one of the biggest mobile games developers in Poland. In 2019 we have made a commitment to go global and in 2020 we have introduced a global "statistics strategy".

Market: The video game industry became one of the fastest-growing and developing creative industries globally. It is expected to grow continuously, reaching more than USD 200 billion in 2022, at an average growth rate of 8.3% year-over-year. As for the mobile gaming market, it is estimated that it will be worth \$272 billion by 2030, a compound annual growth rate of 11%.

Distribution Channels: Our distribution platforms are: Google Play, App Store, Steam, Nintendo eShop, and many local platforms.

Competition: In the mobile game industry, every other company that makes or releases games, is a competitor. But also each game is very independent and it's very hard to distinguish its competitors. So we are ambitious, so we compete with the biggest developers in the industry, and on the other hand we are very creative and we are developing games that are unique and don't have to compete with big titles. We are in the business of fighting for people's free time.

Quick Facts

Company Name:

Oxygen Capital Group

Contact:

Edward Mężyk

Address:

Stanisława Leszczyńskiego 4/29
50-224 Wrocław

Phone:

+48 605 265 939

Email:

biuro@oxygen.com.pl

Website:

www.oxygen.com.pl

Industry:

Gaming

Domain:

www.oxygen.com.pl

Bank:

ING Bank Śląski

Law Firm:

Lewczuk Łyszczarek i Wspólnicy
S.K.A.

Patent Estate:

N/A

Number of Employees:

27

Leadership Team:

CEO - Edward Mężyk;
CFO - Jarosław Sobczak

Amount of Financing Sought:

\$1 M

Current Investors:

Public company

Use of Funds:

Game development and publishing

Auditor:

Global Audit Partners

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	600 000,00	1 775 000,00	3 575 000,00	7 050 000,00	11 970 000,00

Value Proposition: SlyceData’s (“SD”) technology dramatically accelerates and simplifies the investment research process, allowing investment managers to be more efficient in today’s competitive global marketplace. We provide global investment portfolio managers, researchers, analysts, and data scientists with efficient data access that allows them to spend less time on data management, and more time on analytics, to drive alpha discovery.

Company Background: SlyceData is a team of experienced data engineers and finance professionals. We build technology to accelerate the investment research process. We automate the painful but crucial process of taking financial data from source, organizing it, and making it easily accessible whenever it is needed. We help researchers to be drastically more efficient in using data to drive returns.

Leadership Team: *List senior management and prior experience.*

1. Chris Harrison, CEO – Drexel Burnham, Bankers Trust, BONY
2. Ryan Johnson, CPO -
3. Charlie Ko, CSO – Invesco, State Street, Batterymarch
4. Aoife Manley, COO
5. Andrew Breton, Head of Data & Analytics – Blackrock, Refinitiv

Products/Services:

SlyceData automates the query process. We make getting data easy – by automatically generating the data queries. We do this with these steps: users specify the data they want, from any source or vendor, our AI engine writes the complex data queries to fetch and combine these datasets, users then get the data they want 10x faster and accurately. Finally, users are able to access their data via an API or our UI.

Technologies/Special Know-How:

There are no aspects of our product that are protected by patents. There are only trademarks and copyrights. We have spoken to over 100 hedge funds, asset managers, pension funds, and private equities and have not seen a third-party vendor or competing product in the market.

Market:

Target firms: Firms with >\$1B AUM with in-house investment research capacity, utilizing multiple data sources and across the data-sophistication spectrum from quantamental to more quant focused)

Market opportunity: 8,000+ such firms globally & \$5B revenue opportunity

Distribution Channels:

Direct Salesforce

Competition:

1. Internal builds that are lengthy, expensive, and often ineffective
2. A data-vendor provided tool – that only works for data available through that vendor
 - a. Examples: Refinitiv, S&P Capital IQ, FactSet

Financial Projections (Unaudited):

	2021	2022	2023
ARR	\$0.5mm	\$3.0mm	\$6.5mm
EBIT (dollars in thousands)	\$(2.2mm)	\$(2.6mm)	\$100,000

Quick Facts

Company Name: SlyceData Corp

Contact: Chris Harrison

Address: 31 Newman Springs Road , Building 1 - 4th Floor - Suite 143, Red Bank, NJ. 07701

Phone: (732) 915-3050

Fax: N/A

Email: chris@slycedata.com

Website: www.slycedata.com

Industry: Finance Technology

Domain: Software for the asset management business

Bank: JP Morgan Chase

Law Firm: Caruso Council Inc

Patent Estate: N/A

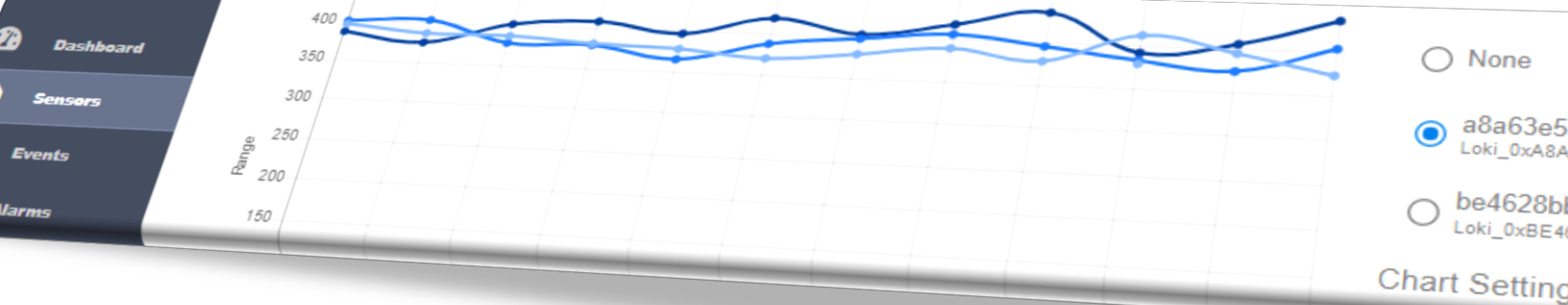
Number of Employees: 13

Leadership Team: 5

Amount of Financing Sought: \$4mm in equity, \$2mm already raised

Current Investors: high net worth angel investors

Use of Funds: Sales & Product



SST Wireless

Industrial IoT for Everyone

www.sstwireless.com

Funding:

Series A Preferred Round

\$ 1.75 M USD @ \$5 M Pre-money valuation

\$ 680K available

Revenue Forecast:

2021	2022	2023	2024	2025
\$ 1.7	\$8.2	\$29.5	\$88.4	\$150.8

Exit:

Strategic acquisition within 36 months at a minimum valuation of \$100 M USD.

Investors in round:

Momenta Ventures, Keiretsu Capital

SWAN Venture Fund II, Tech Coast Angels

US based Angels

Management Team & Board:

Christopher Chong, President & CEO

Felipe Sieben, Director of Engineering & Process

Igor Vinovskyy, Director of Production

Philip Choo, Director of Finance & Admin

Stephen Berard, CTO, Momenta Ventures

Rick Tomfordhe, Vice Chair, Alliance of Angels

John Park, CEO, RCI Capital Group

Christopher Chong

News & Media:

Partnership with Precision and data driven results [\[Read\]](#)

New Flyer selects SST as only approved provider [\[Read\]](#)

Momenta Ventures invests in SST [\[Read\]](#)

Digital Leadership Series podcast with SST CEO [\[Listen\]](#)

Why we support a dirty industry social media [\[Read\]](#)

Techbrief coverage of SST at SensorsExpo SJC [\[Read\]](#)

Contact:

SST Wireless Inc.

Christopher Chong, President & CEO

(604) 946-0173 x 101 / (604) 240-7177 mobile

chris@sstwireless.com

Problem:

Small to medium sized industrial companies (SME) are being left behind on the “Industrie 4.0” revolution. Less than 10% of industrial SMEs have adopted Internet of Things (IoT) technologies, although they would benefit the most. The barriers are the legacy vendors and an overly complex ecosystem of certified channel. SMEs lack knowledge, budgets, useable data, and inhouse expertise.

Opportunity:

SME Industrials represent 98.6% of the market and play a vital role in the entire supply chain. The industrial sensor market is worth \$19 billion with wireless sensors at \$4.6 billion but growing at 24% CAGR. Legacy sensor market is ripe for disruption. SST is well positioned to capture a significant market share as clearly demonstrated through multiple use cases and customer adoption.

Solution:

SST has removed the barriers to IoT adoption by developing a robust line of industrial grade wireless plug & play sensors & gateways (pressure, high temperature, vibration, humidity) that is affordable or available as a subscription. Sensors and gateways are installed & configured by anyone using a smartphone. The sensor data is automatically hosted on SST’s ECMDash cloud platform where data is aggregated, and trainable events are captured and compared to accelerate time to analytics & machine learning.

Business Model:

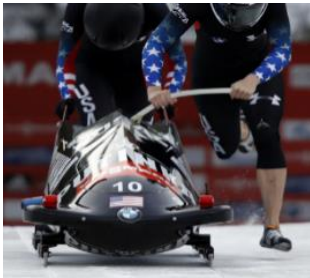
Both the cloud-based monitoring & analytics services (SaaS) and the wireless sensors & gateways (EaaS) are offered as a self serve subscription service. Each sensor that is installed on a machine increases the value of the data repository that SST is building and the level of accuracy and intelligence. Access to a consistent, structured archive of machine condition data will be available to 3rd parties including analytics providers through an Application Interface (API).

Why Invest:

Products and technologies are validated with significant customers. SST’s focus on aggregating machine condition data is incredibly unique in the market and defensible. Revenue generating and accelerating. Growing patent portfolio & early acquisition interest. De-risked investment.

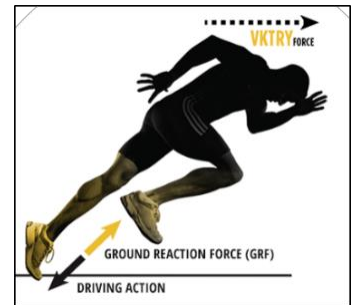
VKTRY Gear: Business Overview

VKTRY Gear (Milford, CT) is the manufacturer and marketer of the *only* Sports Insole which is scientifically proven to help athletes run faster and jump higher while also reducing the chance of injury. What makes VKTRY's Performance Insoles special is the *patented* design, aerospace-grade carbon fiber technology, five degrees of custom flexibility, premium pricing and USA-based manufacturing. There is simply no other insole on the market which has the same athletic propulsion and foot protection properties... *and we have the science and testimonials to prove that!*



A. **Product Origins:** Matt Arciuolo, a Certified Pedorthist expertly trained in foot & leg biomechanics, has been working closely with elite athletes for over 30 years. In 2005, he was asked to work with the **USA Olympic Bobsled & Skeleton Teams**. During that time, Matt invented the first generation "VK" to help American Olympians gain a more explosive start – and win more gold medals. He refined the product over the years receiving the patent in 2015. Matt remains very involved in the leadership of VKTRY.

B. **How the Product Works:** Most shoe insoles are made simply from foam or plastic, and during the foot's "push off" phase, much of an athlete's stored energy is lost. Made from aerospace-grade carbon fiber, VKs reduce an athlete's wasted energy ...allowing for **greater ground force** ...and explosive energy return to the athlete. VKTRY Insoles provide improved support & stability for the athlete *helping to reduce the chance of injury* to the foot & lower leg. They also aid in rehabilitation from injuries such as Turf Toe and Plantar Fasciitis. A recent study at 4 college football programs (263 athletes wearing VKs for all practices & games) resulted in **41% less foot/toe injuries and 22% less lower leg injuries**.



C. **Proven Performance:** In a 12-month independent study at the Human Performance Lab in New Haven CT, athletes gained **+9.3% explosiveness** when they utilized VKTRY Insoles. Athletes at over 300 pro and college teams are now using VKs for performance & protection. *"After an extensive 6-month research study by the Korey Stringer Institute at the University of Connecticut, it is clear that VKTRY Insoles improve lower body biomechanics, stability of the ankle and knee during running, and shock absorption during landing. These improvements can help safeguard athletes by providing injury protection."* - **Dr. Douglas Casa**, PhD, ATC, Professor of Kinesiology, CEO of KSI

D. **The Opportunity:** The Sports Gear Category is a \$450 Billion global business. There are **over 65M athletes** in the USA alone who could benefit from VKTRY Insoles. For every 1% penetration, VKTRY achieves \$85M in revenues. This high-tech gear works for all sports involving ground force (football, basketball, baseball, track, volleyball, soccer, lacrosse, distance running, etc.) VKTRY has a first mover advantage, significant white space to grow, and many potential exit partners. New capital will be used to fund further development of the business:



- **Marketing** – Educating consumers and raising awareness; primary target is young athletes (<30) using digital marketing.
- **R&D** – Investment in product development will allow us to lower COGs and launch new products (one patent pending).
- **Operations** – As our business grows, we will add qualified people and systems to ensure customer satisfaction.



Value Proposition

Background: Leveraging the largest repository of data on the urban public realm through AI driven metrics, Walkspan is a data- driven and location intelligence technology firm dedicated to advancing urban livability and walkability globally by creating neighborhood intelligence tools aimed at extending human health, reducing our carbon footprint, expanding the local economy and engaging the community. Walkspan is a benefit corporation (Bcorp).

Leadership Team: Bernardita Calinao, PhD, Founder and CEO

Marie Rusin, MS, CTO

Yu Chen, MS, Chief, Urban Analytics

Products/Services: Location as a Service or LaaS is a centralized data, interface and recommendation system powered by our ai driven patented technology to provide real estate search engines a neighborhood intelligence capability that increases sales and personalizes search.

Technologies/Special Know-How: Walkspan has an approved patent on its technology. Unlike other real estate search engines, Walkspan allows address specific search of lifestyle essentials and walkability within a 5-10-20 minute radii from selected property. Our 200+ data points measure neighborhood aesthetics, amenities, comfort, transit, vibe, interest, and services.

Market: Preliminary target market includes the 30 major cities in the US generating 57% or all real estate value. A white label strategic partnership with boutique and large real estate companies is accomplished through pay-per-use or subscription model.

Distribution Channels: A seamless API will plugin Walkspan data to real estate websites and search engines as a logical complement to property search. Walkspan's location as a service technology adds neighborhood intelligence to any real estate search platform.

Competition: Competition offerings are less or not intelligent, not address specific and measure less constructs. They provide broad descriptions of neighborhoods only. Walkspan's neighborhood intelligence capabilities offer a complete paradigm shift toward ensuring the seamless integration of property and neighborhood data for potential clients.

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	-0-	4M	21M	43M	129M
# of cities		3	10	20	30+

Quick Facts

Company Name: Walkspan, Inc.

Contact: Bernardita Calinao

Address: 189 W 89th Street PH1L
New York, NY 10024

Phone: 914-419-0667

Email: bcalinao@walkspan.com

Website: www.walkspan.com

Industry: PropTech

Domain: AI, data analytics,
location intelligence, environment

Bank: Chase Bank

Law Firm: TMF Law Offices, PC

Patent Estate: shorturl.at/lxBMX

Number of Employees: 4

Leadership Team:
Bernardita Calinao, PhD
Founder and CEO
Marie Rusin, MS, CTO
Yu Chen, MS, Chief
UrbanAnalytics

Amount of Financing Sought:
1 Million

Current Investors:
Family and friends

Use of Funds:
Hiring developers, data scientists

PARTNERS



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.



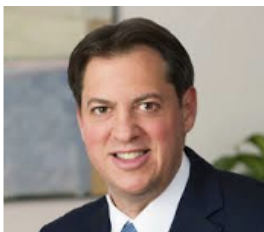
PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE

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 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.



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. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage, and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur, and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. Anthony 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. 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 amillineshulmanrogers.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. 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.



AEG

AEG is a growing and profitable company that provides elite business advisors and midmarket CEOs unprecedented business development and peer-to-peer networking opportunities through an ecosystem of city-based communities. Deliberate culture and technology create deep personal relationships to drive fast and efficient business referrals that accelerate business development and growth for these advisors and CEO peer groups.



MARK HAAS, CEO, AEG

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, emerging two scientific associations, reorganizing a biomedical research agency, revitalizing a human service nonprofit and developing strategy for a national vital records enterprise.

PARTNERS



NORTHERN VIRGINIA CHAMBER OF COMMERCE

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



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

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



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 led the creation of the Maryland Department of Commerce in 2015 and helped transform the state's competitiveness.

PARTNERS



FIRST FINANCIAL GROUP

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



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

Devon Cury is the Director of Advanced Planning for First Financial Group, with more than 25 years of experience in wealth management, investment management, and risk management. Before joining FFG in 2014, he held executive leadership roles at Advancement Concepts and AXA Advisors. He specializes in working with business owners and executives on strategies to reward, retain, and recruit top talent. Devon has completed the Retirement Specialist Certification from the Wharton Business School and holds the Certified Advisor of Philanthropy designation. He has served on the Executive Advisory Council of the Robins Business School at the University of Richmond and as the Chairman of the Catholic Planned giving Council.



SUNTRUST BANK

SunTrust Bank is an American bank holding company. The largest subsidiary is SunTrust Bank. It had \$199 billion in assets as of March 31, 2018. SunTrust Bank's most direct corporate parent was established in 1891 in Atlanta, where its headquarters remain. As of September 2016, SunTrust Bank operates 1,400 bank branches and 2,160 ATMs across 11 southeastern states and Washington, D.C. The bank's primary businesses include deposits, lending, credit cards, and trust and investment services.



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

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.



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

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

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

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.



ROBERT H. SMITH
SCHOOL OF BUSINESS

DINGMAN CENTER
for ENTREPRENEURSHIP

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 celebrates 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.

KEIRETSU



FORUM

KEIRETSU FORUM

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

PARTNERS



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 to create 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.



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 bi-monthly in Baltimore and welcome interested investors and entrepreneurs in the Baltimore/Washington area. <http://baltimoreangels.com>



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 complete.

PARTNERS

Angels + Life.Sci Investors

ANGELS + LIFE.SCI INVESTORS

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



INSTITUTE FOR EXCELLENCE IN SALES @IESBD

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



ANNUAL WHARTON DC INNOVATION SUMMIT

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

PARTNERS



ANNUAL WHARTON DC INNOVATION SUMMIT

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



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

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

RYAN & WETMORE, P.C.

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



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

Pete co-founded Ryan & Wetmore in 1988, a 3 office, 35-person firm serving the Mid-Atlantic region. He currently works with clients to address tax, audit, and accounting issues. He also has significant experience in international tax matters and business consulting services. His expertise extends to Healthcare organizations, Construction and Real Estate, Government contractors, Technology, Manufacturing, and High Net Worth Individuals. Pete has served on the Board of Directors for several organizations. He is an active member of the Healthcare Advisors Association, the Real Estate and Construction Association, the CPA Manufacturing Services Association, the Virginia Transportation Construction Alliance, and the Construction Financial Management Association.

PARTNERS

ETS Enterprise
Transformation
Solutions



ENTERPRISE TRANSFORMATION SOLUTIONS **INES LEBOW, FOUNDER AND PRINCIPAL**

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership, and Mentoring, Turnarounds, Revenue implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment. Her experience as a senior executive in Telecommunications and Technology includes growth and operations with Accenture, Xspedius, Broadsoft, MegaPath, SkyTerra, WorldCom, MFS, Brooks Fiber Properties, Contel ASC, Viatel, CFN Services, and AM3

Ines is an expert speaker on investor funding for entrepreneurs and business change management. She has appeared on Arnett Report, MDTV, Leaders of the Roundtable. She has a bachelor's degree and 2 master's degrees from American University where she coaches the Entrepreneurial program and is a judge for the George Washington University new venture competition. She is a strategic partner and Coach for The Big Idea CONNECTpreneur Forum, serves on numerous boards, and is fluent in Spanish.

ATTENDEES

As of 3pm 10 29 21

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

Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create
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PRESENTERS			
First Name	Last Name	Title	Company
Vic	Diloreto	CEO	Blackmarker

Xue	Feng	CEO	Carina AI
Mark	Gordon	CEO	Diviner
Claude	Nogard	CEO	ErgoSuture
Spencer	Kronthal	CEO/Co-Founder	Fanalysts
Rick	Lee	CEO	Healthrageous
Rachel	Alexander	CEO	Omina Technologies
Edward	Meżyk	CEO	Oxygen
Chris	Harrison	CEO	SlyceData Corp
Christopher	Chong	CEO	SST Wireless
Steve	Wasik	CEO	VKTRY Gear
Bernardita	Calinao	CEO	Walkspan

ATTENDEES			
First Name	Last Name	Title	Company

Taka	Amano	CEO	American Shochu Company
Athena	Abate	Operations Director	Banneker Partners
Cooper	Abbott	Principal	Compound
Tarek	Abousalem	CEO	ElementOne Digital
Abe	Abraham	President/CEO	CMI management, Inc.
Olga	Adamkiewicz	VP / Founder	HFnGG
Mutu	Adrian	Entrepreneur	Hologram-Market
Manish	Agarwal	President	Attain LLC
Moses	Agbene	Founder	Mosag's Star Enterprise
Ayman	Ahmed	Technology Partner	Trend Forward Capital
Jitin	Ahuja	Biz Dev	Spacejet Media
Raphael	Aidane	Director	Altice
Nelson	Ajulo	Founder	Zwarttech
Phil	Akins	CFO	
Caroline	Alexander	CEO	Thrive Longevity Centre
Brian	Alexander	CEO - US	Omina Technologies
Vagif	Aliyev	Founder	Snapstudy
WD	Allen	Adjunct Professor	University of Missouri
Ken	Allgood	Founder	HealthFlow.io
Monem	Alyaser	Founder	Enventix, Inc.
Dawit	Amaha	CEO	Zenwell
Nisar	Amin	Consultant	
Angie	Andrade	Founder	TotalBodyFit NYC
Lana	Andreeva	Growth Analyst	BitWide
Jimmy	Antia		
Matthew	Arciuolo	Founder	VKTRY
Agustin	Argelich	Principal Consultant	Argelich Networks
Margia	Arguello	Senior Manager, Business Development	Maryland Department of Commerce
Paul	Armijo	CTO	Avalanche Technology
Rakumar	Arumugam	CEO	COCODX
Louis	Asamoah	Sales Consultant	Allstate Insurance
Derek	Auito	Attorney	Dentons US LLP

Marco	Avila	Director / Chairman of the Board & President	WSP & MDHCC
M Humza	Awan	AE	TkXel
Amit	Ayare		
Caren	Backus	Vice President	AHT
Kyle	Badgley	Investor	Perfect Balance Investments
Rick	Bain	Director of Business Development	ReCreation
David	Bain	Founder	Tech Integrity Council
Bert	Baker		
Daniel	Ballin	CEO	Ideas Crucible
Radhakrishnan	Balu	President	Worldline inc
Riko	Banardi	Investor/Member	Robinhood Ventures
Jon	Barlow	EcoProjects Designer/Engineer	Power Alternative
Josh	Barnes	Co-Founder	Harbor Designs & Manufacturing
Karen	Bartoletti		
Paul	Basil	Controller	CEPM
Todd	Batchelor	Partner	Cherry Bekaert LLP
Fernando	Batista	COO	InvestUSC LLC
Jim	Beals	COO	CoolWaters Technology
Michael	Beaubaire	Principal	Beaubaire LLC
Nathalie	Beaudoi	VP Marketing	DermaDetect
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Kay	Beckmann	Founder	Kareer Realm
Pash	Bell	Analyst	Bekay Consulting Services
Samantha	Bell	COO	Personix
Samantha	Bendt	Owner	Aquator Learning
Tash	Benjamin	VP	TKing Enterprises
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Ted	Benson	Head of Operations	Diviner
Sylvanus	Bent	CEO	Bent Systems
Ben	Bergman	Founder	HyperFog (SafetySpray Inc)
Bruce	Berkoff	President	BA LLC
Beth	Berman	Certified EOS Implementer, Peer Group Facilitator	COMPELLICATIONS. EOS. CLARK.
Carleigh	Berryman	CEO	Viva Vita
Gus	Bessalel	President	Spectrum Partners, Inc.
Aaron	Bhatha	Commercial Director	Simply eBikes
Trishant	Bhatija	Founder	Clava
Hans Peter	Bissinger	CEO	FermX
Isabelle	Bissonnette		American University
Yuri	Bogdanov	Advisor	Potomac Private Equity
Hepsie	Bohman	Agent	New York Life
Susan	Bohrer	Founder, CEO	Chi Dog
Larry	Boodin	Agent/Angel Investor	NY Life
Jennifer	Bordenick	CEO	EHI
Mohamed	Boudjouadi	CEO	SARL Aerosun Farm
Diane	Bouis	Manager	U of M Innovation Partnerships Startup Incubator
Brent	Bowles		American University
David	Boye-Doku	Product & Business Development Lead	PayBox
Philip	Boye-doku	CEO	PayBox
Simon	Breedon	Founder	Alpha Chain Labs Ltd.
Richard	Bristol	Founder	Bristol Advisory
Lora	Brown	Owner	ODAA Virtual Assistant Agency
Greta	Brunet	Sr Director of Investments	NCBC
Daniel	Bryan	CEO	Metaverse.webcam
Maureen	Bryant	Founder	Spontaneity
Barbara	Buchanan	CEO/Founder	MediaVax
Damien	Budnick	CEO	Tbudx LLC
Damien	Budnick	CEO	TBUDX LLC
Julie	Buisson	Business Operations Manager	SpringForward
Nikia	Butler	Entrepreneurship	
Joshua	Bylsma	CEO	TRADION
Eugenia	Cabalero	sales	MK enterprise
Ignacio	Calles	CFO	
Lena	Camara	CEO	Lottery System
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	CEO	Startupcannon
Federico	Campos	CTO	Personix
Piers	Carey	CEO	Teneo
Joe	Carlin	Principal / Private Investor	Joirre
Isaac	Carp	Associate	Squadra Ventures
Sue	Carr	President	CarrTech LLC
John	Casey	Adjunct Professor	George Mason University
Alex	Castelli	Partner	CohnReznick LLP
Julia	Catuara	CFP	Catuara and Bell, Inc

Jaeson	Cayne	Chariman/CEO	WEll-Core, Inc
Chris	Ceresini	VP of Finance & HR	Outlogic
Mustafa	Cetin	Owner	The Law Office of Mustafa Cetin
Rick	Chakra	CEO	Armada IQ
Andy	Chalonec	Founder / Consultant	AC Amex Biz
Nishank	Chandra	Consulting Program manager	Elentic Technology Solutions
C. Ja'net	Chappelle	Owner & CEO	Wisdom Counselors LLC
Ng Chee	Chee Yong	Technical Lead	Beez Solutions Pte Ltd
George	Chen	Principal	Nautilus Venture Partners
Jing Fei	Chen	CIO	Axanto Group
Jane	Chen	Investor	Blue 9 Capital
Quan	Chen	Chief medical officer	CarinaAI
Nelson	Chick	CAO	Foil Flyer
Awal	Chowdhury	Director	Dealsnsale, Inc.
Eva	Clara	Executive Coach for Founders	Eva Clara
William	Classen	AVP	Colliers International
Nahja	Clayton	Co-Owner	Smart Charge
Christin	Cluley	Director Sales	Intent Solutions Group
Sameika	Cobb	CEO	universal llc
Yaniv	Cohen	Partner	Daniel Group
Jacque	Cohen Roth	Founder/CEO	CannabizMD
Marcus	Cohn	CEO	Spectalix
Braginsky	Cohn	CEO	Spectalix
Christopher	College	Managing Partner	TCP Venture Capital
Betsy O'Neill	Collie	Sr Director Operations & Programming	MBIA
Bryan	Colligan	Founder	Alphagrowth LLC
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Jim	Cook	GM	CM&S
Tashalee	Cruz	CEO/Founder	Velia's Virtual Solutions
Joseph	Cruz	Sales & Client Relationship Manager	Linkactiv
Donivyn	Cruz		Boston University
Larry	Cynkin	Consulting CTO	GreenBar
James	Daigle	Executive Director	Treefrog Accelerator
Oishik	Datta	Business Development, Fundraising	BeamIn
Stephen	Day	CEO	Day Capital Partners
Justin	Dean	Business Owner	JDean Home Design
Hank	Dearden	Principal	Group 3D
Dwight	DeBacker	Corporate Officer & Director	ComCosm International Inc.
Brian	DeMuth	Partner	Riphean Investments
Edward	Dench	Founder	The Cake Mix
Vinnu	Deshetty	CEO	EVA Virtual Conferences + Registration
George	DeVaus	COO	DEVCO
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Talabiou	Diallo		GW
Servulo	Dias	CEO	UR Company
Victor	Diloreto	CEO	Blackmarker
Patricia	DiMaria	Director	Lion Search Group
Bob	Dinkel	Director / Angel Investor	Pierce Capital Partners
Kathryn	Doornbos	Account Executive	Foundation Medicine
Sahil	Doshi	Vice-President	Allied Pharma
Michael	Doyle	Managing Director	Goldin Ventures
Ewa	Dunlap		
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Amy	Dunn	Director, BD	Ryan & Wetmore PC
Christian	Dupervil	CEO	Prepps
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Dream	E	Medical Radiology Consultant	Life Is Your Dream
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Patrick	Edwards	Director	Sterling Green
Alan	Ehrlich	President	Ehrlich & Associates.Itd
Boris	Eibelman	CEO	Data Pro Software
Hasan	Eksi	Owner	CyberNow labs
Mohamad	Elgendi	CEO	Personix
Joshua	Ermias	CEO	Door Robotics
Maria	Ermolova	Investment Banking - Vice President	Xnergy Financial
Matt	Evans	Mentor	SCORE
Herb	Ezrin	CEO & President	PVM COMPANY, INC./a Potomac Business Group
Henry	Fan	Managing Director	Lexington Park Group

Lili	Farhandi	CEO	Razi Exchange
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Nicole	Fellouris	CISO, Principal Security Consultant	Flipside Security
Nicole	Fellouris	CISO & Founding Member, Polymath	Flipside Security
Diane	Feng	Manager	Origen Air
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David	Fine	Director Partnerships	tuzag, Inc.
Don	Finley	Founder	S00TH Seekers
Ken	Fleming	Partner - Transaction Services & CFO Advisory	Baker Tilly LLP
Tilly	Fleming	Analyst	Venrex
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Nathan	Fu	Engineer	
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Bishoy	Gaid	Program Manager	Pathrise
Brady	Gallagher	Financial Advisor	Merrill Lynch, Pierce, Fenner, and Smith
Jose-Luis	Gallagher	Founder and CEO	Rip Current Sports, LLC
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Settu	Ganesh	Founder	BeamIn
Josslyn	Gao		
Myisha	Gatson	Founder & CEO	Pearl Long Term Care Solutions
Thomas	Gaye	CEO	Digital Native Corporation
Feng	Ge		Tsinghua University
DK	Ge	Co-Founder	SmartQuit
Andrew	Geltman	VP Operations & Associate Counsel	North American Wave Engine Corp.
Gregory	Gershman	Founder	Salesium
Richard	Gersten	Principal	Peak Gersten
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Walid	Ghodbane	Co founder	Private
Gregory	Giammittorio	Partner / Angel Investor	Potomac Law Group
Peter	Given	Manager of Market Research and Analytics	World Trade Center Utah
Peter	Gladis	Director - Marketing Strategies	STAR Associates, Inc.
Seda	Goff	General Partner	Veteran Entrepreneur Fund Bravo
Mike	Gogis	Founder	Impact Quotient
Kenneth	Golden	Owner	Golden Enterprize
Jonathan	Golner	Manager	A Better Consultant, LLC
Laura	Gomez Cadena	MBA & MSIS Candidate	University of Maryland
William	Gonzalez	Founder	CS
Melanie	Gooder	Partner Analyst	FarShore
Jeff	Grabber	Researcher	MITRE
Daniel	Grassinger	Senior Manager Investment & Expansion	Bavarian US Offices for Economic Development
Jennifer	Gray	Founder	IAMenterprise
Daniel	Greenberg	CEO	CMO-ToGo
Richard	Greene	CEO	RGA Israel/U.S. Venture Funding
Jace	Greenman	Partner	Salesium
Stephen	Grein	EVP	Stephen Grein
Paul	Griffiths	CEO	My Online Memoir
Hillel	Gross	CEO	HI-GROSS
Thomas	Gross	Partner	Cogent Law
Collin	Groves	Scout	Cortado Ventures
Frank	Gruber	Co-CEO & Co-Founder	Established Ventures
Natalie	Gryvnyak	Owner of Infeatures Story Production	Infeatures Story Production
Virginie	Guignard Legros	Founder	Trust Kraken
Sergey	Guzev	CEO	Best Ever Events
Jeff	Guzy	CEO / Private Investor	Colax Oil and Gas Corporation
Mark	Haas	CEO	AEG
Jacques	Haddad	President	Sherbrooke Esthetic Surgery Clinic
Jim	Hadley	CEO/Founder	Tiber Solutions, LLC
Fizie	Haleem	Business Solutions Manager	Montgomery College
Janet	Hall	Managing Director	The Cortical Group
Chris	Halliwell	Admissions Committee	Long Beach Accelerator
Brian	Han	Managing Director	KAIROS GFN
Malcolm	Handelsman		Do It Right LLC
Barb	Hansen	CTO/CPO Co-foundere	Thinkin Blue
Michael	Hanson	Program Manager	ACTION Innovation Network
Jack	Hanson	Recruiting Director	Pax Momentum
Brian	Hardy	Founder	Videomentum
Tawanna	Hardy-Ventress	Small Business Coach	GO.BE.
Edgar	Harrell	President / Private Investor	Harrell Investments
Marty	Harrington	Owner	The Savvy Money Coach
Satyen	Harve	Chief Growth Officer	Examd

Zaiba	Hasan	CEO	Emerge Consulting Solutions
Jim	Hatch	Owner	Total Home Notebook
Anthony	Hayes	Senior Loan Consultant	Infinite Capital
Claude	Hayn	CEO	AdJumps
Hormoz	Hekmat	Vice President / Angel Investor	2-Markets
Brian	Heller	Partner	Outside GC
Arthur	Henderson	CEO	Affinity Networks, Inc.
Adam	Hengst	Founder	Bloqsure
Browning	Herbert	Managing Director	Ringbolt Capital
Younes	Herrag	Business Development	Fluxergy
Geelyn	Herrero	Sales Executive	Angel to Exit
Chris	Hertz	Investor	
Mollie	Hetzel	Analyst	Naples Technmology Ventures
David	Higdon	Managing Partner	Kern Venture Group
Benny	Higginbotham	Owner	The Iron Garden
Tim	Hijazi	Principal Consultant and Founder	Ahead Consulting Services
Robert	Hinaman	Managing Principal	Pepper Run Capital
Felicia	Hinton	Founder	Flowertherapy
David	Hobbs	Vice President	Atlantic Union Bank
Joy	Hoffman	Project Manager	MD Tech Council
Benjamin	Hofmann	Co-Founder	EcoMingling
Douglas	Holly	Principal	Eagle Management Group
Alyse	Holstein	CEO	HPG Partners, LLC
Tuesdy	Horner	CEO	Southwest Pharmacy Consulting
Jen	Hotes	CFO	Healthrageous, LLC
Darnley	Howard	President	Advansa International
Mary	Howard	Principal	Design Technologies
Carry	Howell	Founder	The Model Rocketeer
Sarah	Howell Daniels	Managing Partner	Dawell Consulting
Coco	Huang	Investment SA	Zebra Management
Trevor	Hughes	BDM	PS Solutions
Henry	Hunter	CEO	INCIDR
Moshe	Hurwitz	Equities Trader	Yalago Inc
Shawn	Hutchinson	CEO, Founder	Universal Schedule
Sun	Hwang	Co founder and CEO	TEAM10X inc
Paul	Iacovacci	CEO	Enascor Capital
Jenny	Ibrahim	Educator	OPOL Ltd
Pauline	Idogho	CEO	Mocktail Club
Sandy	Ingram	Founder	socialnetarchitects
Linda	Ingroia	Founder/Director	HeadStrong Branding
Joy	Intriago	Director	ADCG
MARION	IVALDI	Intern	NeonVest
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Ebony	Jackson	Learning	Learning
Jacob	Jafari		Loyola University Maryland
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Kenneth	Jayne	CEO	United Heart Monitoring Inc.
Mark	Jennings	Managing Director	VCP Americas LLC
MJ	Jibrell	CEO	SAMA Technologies, LLC.
DJenne	Johnson		The University of Tampa
Ronald	Jones	CEO/Co-Founder	Kompass
Frank	Joseph	Network Security Engineer	MJF Security
Patrick	Judge	Managing Partner / Private Investor	Camber Road Partners
Maggie	Judge	Vp of digital marketing and customer relations.	Ergosuture
Anna Hope	Kabongo	Investment Associate	TiE Oregon
Shoshi	Kaganovsky	CEO	RingOn
Marcel	Kaminstein	Director / Angel Investor	MediaLab Group
Madelle	Kangha	Founder	JIS
Aileen	Kantor	VP	Health Literacy Innovations
Shreya	Kappagantula		Georgia Tech
Ashok	Kapur	CEO	Hawkeye MedTech, Inc
Saumya	Kaushik	CEO	Growup Group
Lori	Kavle	Managing Partner	BDM Collective
Ron	Kazel	Managing Member	Kalliam Capital LLC
Mokhtar	Kazzalbach	CEO	Mk Enterprise Technologies & Financial Services
John	Kealey	Private Investor	
Ran	Kentor	VP Sales	DermaDetect
Alvin	Kersting	Partner & VP	Listing Partners
Joe	Kessler	Managing Partner	Next-Stage Development Group
Hunter	Kettering	Operator	Exponential Impact
Richard	Kim	CMO	Personix

Darren	King	GP	Unbridled Ventures
Sid	Klein	CEO	SafeDate
Ted	Koblick	Director, Eastern USA & International	AGL Media Group
Neal	Koller	Chairman & CEO	Alphyn Biologics, LLC
John	Kolm	CEO	Team Results USA
Nelly	Kolodny	CEO	Mozzie Armor LLC
Tom	Komuro	Industry Analyst	SVInnovations, Inc.
Carlos	Kondratowicz	Business Developer	InduSoftware
Deren	Koseoglu	Senior Account Manager	Schrödinger
Drew	Kraisinger	COO	Healthrageous
Paulina	Krajcarska	Head of Operations	Mousetrap Games
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Kevin	Kubit	Business Development	Harbor Designs
Mary	Kucek	Founder	OVARYIT, LLC
Sathish	Kumar	Partner	SBSS & Associates, Chartered Accountants
Rajnesh	Kumar	Associated	KiwiTech
Bongani	Kupe	Director	Axios
Sparky	Landuyt	COO	CannabizMD
Caroline	Lane	Partner	Proper Expression
Doug	Laney	Innovation Fellow, Data & Analytics Strategy	West Monroe
Dulaj	Lansa	Business Development Executive	Zwarttech
Raymond	Lau	CEO & Co-founder	20Buy Limited
Tony	Lau	Managing Director	Detente Group
Ariel	Lavides	Property Specialist	Ortigas Land
Shana	Lawlor	Managing Partner	2raze
Ben	Laya	Founder	Fractal Think
Bob	Leach	Business Advisor	Braintree Business Development Center
Alvin	LeBourgeois	Managing Partner	Tactivity LLC
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Aquila	Lee	Senior Associate	Chenel Capital
Hyunmin	Lee	Founder & President	Happy Mobility
Steven	Lehat	Principal	Regulatory World
Adam	Lehman	President	SYNECTIC Engineering
Gary	Leon	Founder	The Cooperative Opportunity Project
George	Letscher	IP Specialist	Swish IP
Michelle	Levister	Exec Coach	Perceive LLC
Dawn	Lewis	Co-Founder & CEO	AQUOVUM LLC
Wright	Lewis	Attorney	DBL
Angela	Li	CFO	Investment
Barry	Lipsy	Principal	BN Lipsy & Assoc
Mike	Lo Presti	Founder & CEO	Fuel & Tire Saver Systems Company
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Tyree	Lockwood	Co-Founder/CTO	Automated Retail Solutions, LLC
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Bradley	Love	Advisor	Kang Capital
Pam	Lubel	VP, Membership	Maryland Tech Council
Dennis	Lucey	Vice President / Angel Investor	AKIMA
Abby	Ludowise	Co-Founder	Hygenix
Dusica	Lukac	Partner	DLCP
Zhongwen	Luo	CMC Consultant	DataRevive LLC
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Alan	Ma	Principal	Ma-Tech
Mahesh	Madalli	Investment Banking Specialist	NFX Digital
Gustavo	Madrid Malo	Managing Partner	irt Wealth & Financial risk managers
Fikile	Mahlati	Head of Partnerships	Zwarttech
Emilia	Maia		Pen Online
Lilian	Makoi	Co-founder & CEO	Mipango Fintech Ltd
Fatima	Maldonado	Founder	Ethernity.live
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Stephen	Mallik	Founder	Arrivu Technologies
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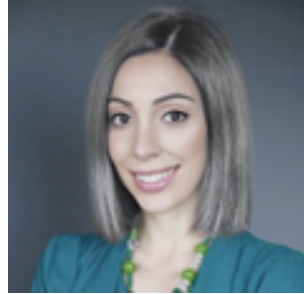
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imane	zerhouni	student	AU
Alexander	Zevaykin	CTO	BeeS
Aubrey	Zhang	Analyst	Fusion Fund
John	Zuknick	Director Economic Development	Universities at Shady Grove

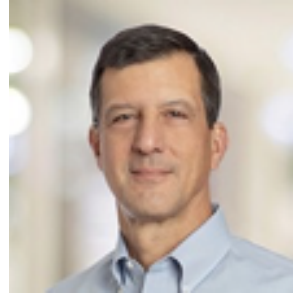
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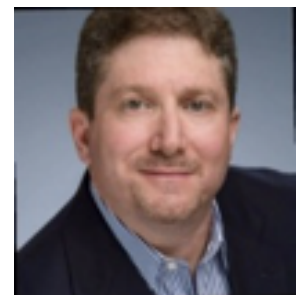
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Nov. 23	Dec. 21	Jan. 27 2022
Feb. 24 2022	Mar. 31 2022	Apr. 28 2022
May 26 2022	June 30 2022	July 28 2022
Aug. 26 2022	Sept. 29 2022	Oct. 27 2022