

**Tysons Corner, VA  
December 13, 2022**

[Connectpreneur.org](https://connectpreneur.org)

**Big  Idea  
CONNECTpreneur  
Holiday Networking &  
Pitch Extravaganza**



**FAIRFAX COUNTY**  
ECONOMIC DEVELOPMENT AUTHORITY



**REFRACTION**  
INNOVATION HUB

# MAKE IT HAPPEN IN FAIRFAX COUNTY

**You want to change the world.** And you want to do it in a place that supports your efforts. Fortunately, you already have a connection to make it happen. Meet The Fairfax County Economic Development Authority.

**At no cost to you, our team is here to help you:**



Search for office space



Find sources of venture capital



Build connections to local business and community organizations



Promote your work



Identify world-class talent to fill your open jobs



# Agenda

Tuesday, December 13, 2022

**5:00 - 6:30 pm - REGISTRATION & NETWORKING - Valo Park Atrium**

**6:30 - 6:50 pm - WELCOME REMARKS - Valo Park Auditorium**

TIEN WONG, Founder and Host, CONNECTpreneur

ESTHER LEE, President & CEO, REFRACTION

VICTOR HOSKINS, President & CEO, Fairfax County Economic Development Authority

JENNIFER TAYLOR, CEO, Northern Virginia Technology Council

**6:50 - 7:40 pm - COMPANY SHOWCASE / ROCKET PITCH - Valo Park Auditorium**

Companies will be introduced by:

ANTHONY MILLIN, Founder and Chair, NEXT, Powered by Shulman Rogers; Venture Partner, Third Sphere

LING ZHANG, Managing Director, FORVIS

## Presenting Companies

**Aged Diagnostics** - Rachel Zayas

**Atero** - George Spears

**Givio** - Gary Carr

**Orion Biotechnology** - Mark Groper

**PainScript** - Dan Cohen

**Privacy Vaults Online (PRIVO)** - Denise Tayloe

**Solas AI** - Larry Bradley

**Alexanders Grace** - Brad Bergersen

**7:40 - 8:45 pm - EXPO AND NETWORKING - Valo Park Atrium**

Wine & Cheese Reception in the Atrium featuring the music of the Halley Shoenberg Trio

**8:45 - 10:30pm - AFTER PARTY - Refraction, 8th Floor**

# Speakers



## **TIEN WONG, CEO, OPUS8, INC. @tienwong**

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

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with \$3+ billion in revenue as divisions of Xerox and Conduent. 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., The Washington Institute for Business, Government & Society, Virginia Investment Partnership GAP Fund's Investment Advisory Board, Junior Achievement, Association for Enterprise Growth, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds and companies. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



## **ESTHER LEE, PRESIDENT & CEO, REFRACTION @eeclee**

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. 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, a leading global strategic communications firm, advising 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. She also launched the White House "Startup America" initiative and the Presidential Summit on Entrepreneurship.

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

Esther currently serves on the boards of the Fairfax County Economic Advisory Commission, Northern Virginia Community College Foundation, Virginia Foundation for Independent Colleges, Virginia FREE, and Girls in Tech DC. She received an A.B. in economics from Harvard and an MBA from MIT's Sloan School of Management.

# Speakers



## **VICTOR HOSKINS, PRESIDENT & CEO, FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

Victor Hoskins is President and CEO of the Fairfax County (Va.) Economic Development Authority (FCEDA). The FCEDA oversees growth of the largest economy in Virginia, which ranked no. 1 in the 2019 and 2021 CNBC "America's Top States for Business" study. Previously, he directed economic development in Arlington County, Va., where he led the team that brought Amazon's second headquarters creating 37,500 jobs for Northern Virginia and 100,000 jobs for the Washington, D.C., region, attracting \$4 billion in private capital investment and catalyzing creation of two major Technology Innovation Campuses to build the regional tech talent pipeline. Under Mr. Hoskins' leadership, the FCEDA launched a multi-faceted talent initiative aimed at attracting, retaining, retraining and growing the workforce in Northern Virginia. With a master's degree in City Planning from MIT and an Honors undergraduate degree from Dartmouth, he has held executive leadership ranks in real estate in both the public and private sectors. As Deputy Mayor of the District of Columbia, his team transformed Washington with projects such as City Center, the Wharf and Union Market. His career has taken him from Wall Street to Main Street, and he has expanded economies from Los Angeles/Long Beach to the Mid-Atlantic region.

Mr. Hoskins is frequently chosen for lists of the most influential business leaders in Virginia and the Washington area. He is a popular public speaker on economic development and leadership topics, and he has been quoted in Fortune, Forbes and the Washington Post.



## **JENNIFER TAYLOR, CEO, NORTHERN VIRGINIA TECHNOLOGY COUNCIL @JenniferTaylorM**

Jennifer Taylor is President and CEO of the Northern Virginia Technology Council (NVTC), one of the largest regional technology councils in the nation. NVTC serves as the regional voice of technology representing a diverse and thriving tech ecosystem by promoting innovation, convening, educating, and advocating for the tech community in the National Capital Region. Prior to NVTC, Taylor served as VP of Industry Affairs at the Consumer Technology Association. While there, Taylor launched CTA's 21st Century Workforce Council, the CTA Apprenticeship Coalition, and the Diversity and Inclusion Working Group all focused on helping the tech sector close the nation's skills gap, increase awareness of the growing number of high-skilled tech-related jobs, and build a fully equipped, diverse and inclusive national workforce.

Taylor worked at AARP for over 10 years as VP of Business Development where she developed and launched a smart tablet, RealPad, for tech-shy seniors in partnership with Intel® and created multi-channel revenue sales strategies for a wide range of industry verticals including consumer technology benefits for nearly 40 million AARP members.

Taylor frequently writes and speaks on the topic of 'The Future of Work', highlighting best practices and new ways for employers to attract, hire, train, and upskill Americans to perform in-demand jobs. Taylor holds an undergraduate degree from the University of Michigan and an MBA from George Mason University.

AGED Diagnostics is using genomic innovation to develop the most accurate blood test for liver disease to help physicians keep patients in the monitoring program, reduce the financial burden for health insurers and improve patient outcomes through early detection and intervention.

Contact us at [info@ageddiagnostics.com](mailto:info@ageddiagnostics.com)

## Problem Statement

While 1 in 3 (100 million) Americans have liver disease, many are unaware until the disease has progressed to later stages at which time the disease is no longer curable, patient outcomes are poor and healthcare spending can cost up to \$1,000,000 per patient.

 **\$1,000,000** Healthcare spending per patient for late stage diagnosis

## Economic Burden

Annually, US health insurers spend \$108 Billion on management for nonalcoholic steatohepatitis (NASH, liver disease) and an additional \$184 Billion as a societal burden, calculated as the monetary value to quality of life-years lost due to liver disease.

## AGED Solution

AGED is developing the most accurate blood test that can differentiate benign from advanced liver disease and simultaneously stage fibrosis (liver scarring) through a targeted genomic sequencing assessment.

## Competition

The sole diagnostic tool for NASH is a liver biopsy, which is expensive, invasive, prone to sampling error, and bleeding. Imaging tools fail in nearly 60% of patients. There are few effective noninvasive & accurate tests that can *diagnose* NASH.

 **60%** Of the time imaging tools fail to diagnose NASH in patients who have the disease

## Competitive Advantage


AGED methods is the first and only accurate, non-invasive tool that can diagnose NASH and stage fibrosis. Other serum tests target markers found in benign liver disease, our proprietary methods alleviate challenges by targeting markers highly specific to NASH and fibrosis.

## Traction

- Q1, 2019** NSF Grant, NSF ICorp
- Q3, 2020** Healthworx CareFirst BlueCross BlueShield (BCBS) Fellowship
- Q4, 2020** Filed full PCT (international) patent  
Presented work at Annual Liver Conference  
Published work in Hepatology
- Q3, 2021** Closed Pre-Seed Round
- Q3, 2022** Pilot Study, validated core technology in the lab in patient plasma samples

## Path to Commercialization

- Q1, 2023** R&D test method verification, expand sample size
- Q1, 2024** Clinical Trial, Georgetown University
- Q3, 2024** CLIA Approval  
Acquire Codes & Coverage
- Q1, 2025** Market Launch

 **\$3.5 million**

Funding to Achieve Path to Market

## Financial Projections

Target Market (TM) 25 million patients  
\$700 per unit

- Year 1** 0.1% TM, 12 physicians, 25,000 patients,
- Year 3** 1% TM, 120 physicians, 250,000 patients
- Year 5** 5% TM, 600 physicians, 1.25 million patients

## Team



**Rachel Zayas**  
Geneticist, MBA, Founder/CEO



**Dr. Justin Topp**  
Geneticist, Director of Scientific Innovation



**Dr. Bongsoo Park**  
Bioinformaticist, Lead Bioinformaticist



**Arun Sanyal, MD**  
Hepatologist, Virginia Commonwealth U. Clinical Collaborator



**Naim Alkhouri, MD**  
Hepatologist, Director Fatty Liver Program Clinical Collaborator



**Coleman Irving Smith, MD**  
Transplant Hepatologist, Georgetown Clinical Collaborator

**Interested in learning more?**  
Contact us at [info@ageddiagnostics.com](mailto:info@ageddiagnostics.com)



# We Transform Foundational Industries

## Investor Highlights

**Opportunity:** Business to Business (B2B) two-step distribution equipment and supply markets are dominated by the middleman layer. This is due to buyers’ in these segments reliance on subject matter expertise or locally stocked inventory to facilitate a transaction. These intermediaries have not fully embraced technology solutions with digitized product information, and often instead continue to rely on pen, paper, phone, and fax machine to consummate a purchase order. This results in entire market channels being primarily offline due to archaic, inefficient business processes. Globally, professional B2B buyers prefer the idea of greater eCommerce automation from their positive online shopping experience with consumer products. Wouldn’t it be nice if they could get their dealer / distributors to think the same way?

**Value Proposition:** Atero is a software platform specifically designed to accelerate online reordering for manufacturers and distributors that are primarily receiving purchase orders by phone, email and/or fax. “There is a massive multi-category slice of the real economy—spanning manufacturing to mobility—that’s been under-innovated for decades.” – Construct Capital. Using Atero manufacturers, distributors, and their buying groups can move their entire channel’s existing B2B book of business that is offline to online, transforming their companies and supercharging end-to-end recurring revenue and sales growth. Our platform is ideal for automating complex buyer / seller segments. We make it easy for dealers / distributors with no technology experience required to move their existing offline book of business online securing market share and creating a brand-new repeating sales model.

**Addressable Market:** According to IBISWorld there are 718,796 manufacturing businesses in US, 2022, an increase of 3.8% from 2021. QuickBooks Blog cites there are 408,000 wholesale distributors in the U.S. alone. The global B2B eCommerce market held a market value of USD 8.523 Trillion in 2021 and is projected to reach USD 18.771 Trillion by the year 2027. The market is anticipated to grow at a CAGR of 14.1% from 2022 to 2027 – *ResearchAndMarkets*.

**Product / Solution:** Atero’s reordering system consists of (7) Core Modules: Catalog, Order Dashboard, Data Ingestion, Purchasing, Report Generator, Integration, and Community Outreach. These form the “engine” that can be “dropped” into any industry the same way a car engine is shared across multiple automakers. This is why our customers can GO LIVE in a couple days and how Atero is able to scale so quickly. Distributors who have public facing Woo Commerce, Magento, Volusion and similar eCommerce sites have told us it is much easier and more cost effective for them to launch Atero in parallel then it is to reconfigure the others. Our solution renders extremely well on mobile devices & Dealers are using us as a showroom POS (Point of Sale) too.

**Traction:** Have over 680,000 unique equipment & supply SKUs in our library along with their images, descriptive product information and specification sheets, ready for distributors to sell. 1700+ registered users across the US and Canada are transacting daily. Some are very well-known brands: Popeyes, Fat Burger, Universal Studios, and California Pizza Kitchen to name a few. We currently are charging a \$6,000 - \$10,000 annual SaaS fee which Dealers / Distributors are paying upfront. Revenue share is coming.

**Leadership Team:** George Spears (Founder and CEO): 35+ years leading companies’ performance and growth functions in manufacturing, distribution, technology, and international agricultural commodities. Gonzalo Pacanins: (Strategic Advisor): 25+ years’ experience as CEO, CFO, and COB of multinationals, start-ups, private equity owned companies, and trading companies focused on international agricultural commodities. Patricio Rodrigues Crespo: (Strategic Advisor): 20+ years owning a diverse portfolio of businesses – automotive import / export, manufacturing, real estate development, technology, and international agricultural commodities.

**Competition:** One size fits all B2C and B2B eCommerce platforms, developers building storefronts with shopping carts, Enterprise Resource Planning (ERP) software with shopping cart, supply chain accounting systems with purchasing modules).

**Investment:** Seeking initial \$1.25M Convertible Note that would fund into a \$5M or a much larger Round. Our ideal financial partners for the Convertible Note would be a syndicate of Angels and Family Offices to help us refine our processes and prepare for the much larger Round in 2023. Current Investors: Keane Capital Mgmt., Inc., White Hall Capital, York Foundation, Sterling Management Group, Private Investors, and Founder.

W/ \$5 million	2023	2024	2025	2026	2027	W/ \$10 million	2026	2027
Revenue \$	\$1,908,001	\$5,892,001	\$10,944,001	\$22,776,001	\$40,788,001	Revenue \$	\$45,552,003	\$81,576,003
Gross Margin %	100%	100%	98%	99%	99%	Gross Margin %	99%	99%
EBITDA	\$1,270,899	\$1,606,736	\$3,356,401	\$11,788,139	\$25,311,247	EBITDA	\$23,576,277	\$50,622,495



**Value Proposition:** Givio provides Charitable Banking™, the first-ever cause marketing platform that integrates within online banking software. Banks and credit unions promote charitable causes and community partners to their account holders. Account holders, in turn, are able to give to any charity, school or religious organization through one trusted relationship, their bank. Givio’s Charitable Banking™ platform makes giving as easy, secure and reliable as paying bills online or making peer to peer payments through Zelle.

**Company Background:** Givio was launched in 2020 by industry insiders to build software that put the interests of the donors first – simplicity, control, and privacy. In 2022, we pivoted to our fintech model, integrating Givio into core banking software (CBS).

**To date,** we have completed 2 CBS integrations, signed 21 financial institutions (FIs) representing 1.4 million account holders, launched the first 6 FIs, and raised funds for nearly 300 nonprofit organizations.

**Leadership Team:** Our founders and leaders have 3 prior exits in the charitable giving and fundraising software space, including 2 rollups to industry leader Blackbaud. Previous tech platforms have been responsible for 100’s of millions of dollars raised for charity.

**Products/Services:** Givio provides both mobile giving apps for personal use (get them in your app store) and a fintech solution for digital banking customers. We have 1.6M vetted, IRS-approved nonprofit organizations in our database. Each is served up through donor searches and campaign promotions without the nonprofit having to do anything to manage their accounts or receive donations.

**Technologies/Special Know-How:** Our team includes experts in fundraising software and mobile app platforms. Givio’s Charitable Banking™ platform resides within the security of online banking, delivering a charitable giving experience through trusted banking relationships. *Our digital banking integration represents an entirely new channel for fundraising.*

**Market:** There are 10,000 banks and credit unions in the US, and every one of them is a target for Givio. \$205 billion is given to charity annually by people earning less than \$500k per year. This is our TAM. 60% of US households give an average of \$2,000 per year to 5 to 10 charities. Furthermore, 70%+ use online or mobile banking; 56% already pay bills online. Online charitable giving is up 46% over the past 3 years.

**Distribution Channels:** Givio is distributed through core banking software (CBS) / fintech platform integrations. Our first integration, with public company, [www.Q2.com](http://www.Q2.com) provides access to 450 banking customers. We recently completed our second, and are in discussions with 3 more. CBS is a \$30B industry.

**Competition:** Fundraising software solutions in the market are designed for someone who wants something *from* the donor – e.g., nonprofits want the donation, Facebook and Amazon want the data. Givio is (a) designed for the donor experience and (b) distributed through trusted banks and credit unions.

**Revenue Model:** With 21 banks signed, our customers represent 1.4 million account holders. Our Basic platform is free to the bank and the donors. We take 4% of the donation transaction as an admin fee. In Q1 2023, we plan to offer a Premium product for a subscription, and we have a focus group of customers helping to shape that release. We will turn the corner to profitability in 2024.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025
<b>Banks</b>	24	70	193	425
<b>Revenue</b>	\$15,000	\$649,000	\$4,016,000	\$12,563,000
<b>EBITDA</b>	(\$616,000)	(\$1,400,000)	(\$379,000)	\$4,740,000

**Quick Facts**

**Company Name:** Givio Inc.

**Website:** www.giv.io

**Contact:** Gary Carr  
**Email:** gary@giv.io  
**Phone:** 571-242-2313

**Address:**  
1900 Campus Commons Drive,  
Suite 100, Reston, VA 20191

**Industry:** Fintech

**Domain:** Charitable giving

**Bank:** Bank of America  
**Law Firm:** Revo Law  
**Accounting:** PB Mares  
**Foundation:** Givio Charitable Foundation

**Number of Employees:** 6

**Leadership Team:**  
CEO: Gary Carr  
CTO: Abhi Patwardhan  
CRO: Brandon Fix  
CMO: Cindy McLaughlin

**Seeking Financing of:** \$5M  
**Placement Agent:** Skyway Capital Markets  
**Previous Funding:** \$1.2

**Current Investors:**  
Virginia Innovation Partnership Corp; Tacoma Venture Fund

**Use of Funds:**

- Accelerate sales, revenue
- New channel development
- Product advancement



**Company Background:** Based on groundbreaking research from the University of Geneva, Orion Biotechnology has developed the world’s first Drug Discovery Platform for precision engineering small peptides and proteins. This proprietary platform has enabled a new approach to drug development which is unlocking the therapeutic potential of one of the largest and most highly sought-after group of drug targets in the industry, called G-Protein Coupled Receptors (“GPCRs”). Orion’s precision engineering platform is a high-throughput drug discovery engine which reduces the amount of time and cost involved in creating new medicines by up to 85%. The company has leveraged its platform to develop growing portfolio of high-value drug candidates including its lead candidate which is a best-in-class potency cancer treatment.

**Problem/Opportunity:** GPCRs are the largest group of cell surface receptors in the human body involved in a wide range of physiological processes with the potential to deliver new medicines for a broad range of serious disease. Although highly sought after by the industry, current drug development approaches are unable to effectively target peptide and protein (“peptidergic”) GPCRs and as a result, only less than 15% of these important receptors have been drugged to date. The remaining undrugged GPCRs represent a massive untapped opportunity to deliver transformational new medicines.

**Solution:** Orion’s breakthrough technology enables precision engineering the peptide and protein ligands of GPCRs to develop molecules capable of targeting peptidergic GPCRs with superior binding affinity, potency, and pharmacological control.

**Competitive Advantage:** Orion’s proprietary technology and approach for targeting GPCRs is unique in the industry with strong competitive advantages. Our precision engineered drug candidates have proven superior attributes to either small molecules or antibodies including best-in-class potency.

**Leadership Team:** Our board and leadership team have a proven track record in drug development and prior successful exits. Our team members include experts in the fields of GPCR’s, cell receptor pharmacology, cancer, immunology, and life science business leadership. In addition, the Chair of our Scientific Advisory Board, Sir Greg Winter, was awarded the 2018 Nobel Prize in Chemistry.

**Market Opportunity:** The company has developed a multi-asset portfolio of seven (7) high-value drug programs with indications in multiple types of cancer, neurological disorders and immunology. Orion’s current pipeline of drugs has a combined total addressable market in excess of \$130B annually.

**Reasons to Invest / Exit Strategy:** The company’s pipeline of drug candidates and propriety precision engineering platform provides multiple exit/monetization opportunities and strong risk mitigation. Due to our business model, success is not solely dependent on a single drug candidate or completion of clinical trials. Based on the significant progress already achieved, the company is expecting to either achieve an IPO or be acquired by a pharmaceutical company within the next 3-4 years. Orion’s focus on GPCR-targeted therapeutics is in high demand by large pharma companies and analysis of comparable transactions confirm the high valuations and return potential for the company.

**COMPANY**

Orion Biotechnology Canada Ltd.  
www.orionbiotechnology.com

Founded: 2018  
Full-time Staff: 16  
Part-time Staff: 2

**LEADERSHIP TEAM:**

Chairman:	Dr. Thomas Hecht
CEO:	Mark Groper
CMO:	Dr. Ian McGowan
CSO:	Dr. Oliver Hartley

**STAGE OF DEVELOPMENT:**

Lead Candidate: Clinical Stage  
Other Candidates: Pre-Clinical

**KEY ASSETS:**

Proprietary Drug Dev Platform  
Multi-Asset Pipeline of 7 Drug  
Candidates/Programs

**ROUND OVERVIEW:**

Funding Stage: Series A Round  
Capital Seeking: \$15M  
Progress:\$9.3M Subscribed

**USE OF FUNDS:** Advance pipeline achieving key value inflection milestones; expand asset portfolio; secure additional licensing deals

**Value Proposition:** The PainScript platform raises the bar for chronic care management. Our physician-focused platform improves patient care plan adherence and medication compliance. More importantly, it eliminates manual tasks, improves staff productivity/time management, and drives additional revenue for the participating physician.

**Proof Points:** Peer-reviewed publications highlight PainScript's ability to improve patient outcomes and support telehealth CPT codes and claims. Plus, we have initially deployed at 10 locations generating \$10k MRR.

**Challenge:** Communication, coordination, and cost challenges make it difficult to ensure patient care plan and Rx compliance. Physician and staff productivity is low because of reactive follow-ups and after-the-fact treatment of complications. Manual work associated with patient follow-up is not billable and limits new revenue opportunities.

**Solution:** Our white-labeled platform integrates:

- Automated and secure daily mobile check-ins and early warnings of potential adverse events;
- Clinical treatment protocols developed by Scientific Advisory Board
- Physician-controlled monitoring plans and medication guidelines
- Customizable workflows with programmed triage actions
- Automated time tracking and data reporting for AMA-CPT payments
- Supports more than 80+ EMRs
- Intuitive mobile app ensures regular and timely data capture

**Leadership Team:** PainScript's founders and leadership team have led processes for 13 FDA-approved drugs and 6-approved medical devices, served as PI for over 300 clinical trials, and had 7 M&A exits. Our CMO is a national expert in pain management, and our CTO is an expert in telehealth product design.

**Technology:** PainScript is a HIPAA-compliant, cloud-based SaaS platform based on open-source tools. Our web-based portal facilitates patient enrollment, activity dashboards, and proactive alerts. Flexible billing models, monitoring plans, and clinical workflows enable rapid customization across new chronic condition types. Patients interact with the system from native iOS and Android mobile apps.

**Opportunity:** The telehealth market was valued at USD 83.5 billion in 2022 a CAGR of 24.0% from 2023 to 2030. Our initial focus is on pain management, substance use disorders, and obesity within the chronic care market. The addressable US market for chronic pain and substance abuse (SUD) is 57 million patients, representing more than a \$5 billion market opportunity. There were over 300,000 bariatric (obesity) surgeries, 30 million obese patients in treatment, representing a \$173 billion market opportunity in 2021.

**Go-To-Market:** Direct sales will expand from our initial launch through the addition of internal sales leadership and external affiliates. There are 14,267 physician practices with 100 or more pain/SUD patients and over 20,000 obesity practices treating the 42.7 million morbidly obese and obese patients. The second phase of sales growth will focus on the larger, health systems.

**Revenue Model:** The primary revenue stream is licensing our portal to healthcare systems and physician groups. Over time, we also have secondary revenue streams from anonymized patient outcomes data.

**Website:**

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

**Headquarters Office:**

6218 Georgia Ave NW #5080  
Washington, DC 20011

**Industry:** Health IT

**Domain:**

SaaS solution for physician practice/patient management of chronic care

**Leadership Team:**

**Co-Founder. CEO:**

Dan Cohen

**Co-Founder:**

Dr. Bruce Kehr

**Chief Technology Officer:**

Scott Cashon

**Chief Medical Advisor:**

Lynn Webster, MD

**Chief Operating Officer:**

Mariam Glisson

**Seeking Financing of \$2.4M**

**Previous Funding:** \$2.35M

**Primary Use of Funds:**

Sales, Marketing and Distribution, launch of bariatric vertical

**Financial Projections for Three Verticals (Pain, SUD and Bariatrics)**

	2022	2023	2024	2025	2026
<b>Number of Practices</b>	11	55	110	155	220
<b>Number of Patients</b>	650	12,000	36,000	59,000	85,000
<b>Total Revenue</b>	\$40,000	\$1,800,000	\$9,500,000	\$28,000,000	\$55,000,000
<b>EBITDA</b>	(\$1,800,000)	(\$300,000)	\$2,000,000	\$19,000,000	\$45,000,000

**Management**

Denise Tayloe, CEO  
Paul Trevithick, CTO  
Claire Quinn, CPO  
Thorn Tayloe, VP/Engineering  
Shauna Leff, VP/Marketing  
Jodell Seagrave, VP/Strategic Initiatives

**Industry**

Digital Identity, Consent Management & Privacy Compliance

**Team Size**

28 Full-time Equivalents

**Bank**

Wells Fargo

**Auditor**

Selection Underway

**Law Firm**

Pillsbury Winthrop Shaw Pittman LLP

**Amount of Financing Sought**

\$1M Bridge (Convertible Debt)

**Current Investors**

Private High Net Worth

**Use of Funds**

Accelerate **age aware**™ Launch  
Automate Compliance Solutions  
Double Revenues

**Business Description:** Across the planet there are two billion children under the age of 18 and one in 3 Internet users is a minor. Each attempt by one of those children and teens to access a website, app, or digital service with their mobile phone, tablet, or other digital device presents a commercial opportunity for PRIVO. PRIVO software and expertise solve global pain points for large enterprise and consumer brand companies who must comply with complex and expanding minors' digital privacy laws and industry self-regulations. The risks are high for companies as even inadvertent mishandling of minors' data can trigger substantial fines and create lasting reputational damage. PRIVO's privacy tech platform ensures that companies maximize their digital business operations while adhering to relevant regulations. PRIVO's business model includes subscription based professional services and a SaaS platform delivering Privacy-as-a-Service through annual subscriptions, set-up fees, and third-party identity proofing transactions. The company currently has one hundred customers, including iconic brands and fifteen reference implementations of our technology solutions.

**Company Background:** PRIVO was founded in 2001 and is considered a leading authority in minors' digital privacy. The company has been funded by early angel investors and founder debt. To date, PRIVO has covered the company's operations with revenue and modest debt. This round is a bridge to PRIVO's first institutional financing. The company has circled approximately \$3M of the institutional raise, including a major strategic technology investor, and is seeking a lead to close that funding in 2023.

**Management:** PRIVO team members are technology innovators with deep operating experience across digital businesses engaging minors and families, in media, advertising, online communities, gaming, education and more. The PRIVO team's intense understanding of customer needs is a strong foundation for successfully scaling revenue and maintaining exceptionally high customer retention rates.

**Products/Services:** In addition to being one of only six FTC approved COPPA Safe Harbors, only PRIVO provides clients with privacy compliant, configurable, identity and consent software solutions. In 2023, PRIVO will launch its proprietary, global, minors' privacy signal service, bringing a unique solution to a previously unsolved problem; knowing whether a user attempting access to a digital service is an adult or a child. Like Ring for digital doors, the new service will make online providers age aware and therefore unable to avoid accountability for minors' digital protection for the first time in history.

**Technologies/Special Know-how:** Supporting its identity and age aware solutions, PRIVO holds several issued patents regarding device tracking and data privacy, creating licensing and partnership opportunities with IoT and device manufacturers, and leading players in the identity and age verification markets.

**Market:** PRIVO solutions solves a major pain point for global consumer brands with products and services designed to *engage* with children and teens. Use Case 1: Let Kids In, e.g., gaming, education, entertainment. And, for companies required to *block* minors' access; Use Case 2: Keep Kids Out, e.g., gambling, pornography, advertising, etc. PRIVO has identified a TAM of \$52.3B. With additional projected leverage from permissioned minors' data, the company expects revenues to exceed \$100M by Y/E '2027.

**Distribution Channels:** PRIVO's success will heavily leverage channel partnerships and high-profile marketplaces with leading companies in enterprise customer identity and access management, as well as prioritizing sales and business development focus within the company's identified top ten target verticals, e.g., gaming, entertainment, toys, health care, education and more.

**Competition:** In the past, PRIVO's primary competition has been selling against the status quo, in which companies turn a blind eye toward minors' data privacy compliance. This is rapidly changing, due to new and aggressive child protection legislation, (UK Children's Code, CA AADC, US KOSA), more onerous fines and increasing media, legislative and consumer pressure in response to well-publicized online harms to children, alongside mounting evidence that trust drives long-term growth for brands.

	2022	2023	2024	2025	2026
Revenue	\$2.41M	\$4.82M	\$14.46M	\$43.38M	\$86.76M
EBIT	(\$146k)	(\$2.03M)	(\$396k)	\$13.18M	\$37.56M

**We enable businesses to grow using artificial intelligence & machine learning without fear of regulators and lawsuits. We do this through software that detects, explains, and removes discrimination and bias from their AI & ML models.**

**Company Background:** SolasAI spun out of the leading algorithmic fairness consultancy BLDS, LLC in April 2022. SolasAI is the software development and AI consulting business. We provide software to the large banks, insurers, healthcare providers, and fintechs. We booked \$560K in licensing revenue since April 2022. One Fortune 100 health insurer and one large fintech are fully operational and using the software independently.

**Leadership Team:** Our chairman, Dr. Bernard Siskin, created the algorithmic fairness methodologies in the 1970s for employment, and then in the 1990s updated them for banking. He advises major corporations, law firms, and court systems. Our CEO, Nick Schmidt, figured out how to make this work in AI & ML models. Larry Bradley and Eric Peacock bring over 25 years in the software and analytics industries serving the payments, insurance, banking and healthcare industries. The team has been part of 5 exits.

**Products/Services:** We provide the only end-to-end, industry agnostic solution for detecting and removing discrimination and bias from customer models. We make it easy for the customer's modelling team to quickly test for and mitigate problems without disrupting their current processes. We also do not require use of proprietary or architectures or models.

**Technologies/Special Know-How:** No other company possesses the proven, court & regulator trusted methodology and 45 years of experience that is built into SolasAI. There are two key pieces of intellectual property built into the software. First is how we use Explainable AI to understand both the bias and quality of the customer's model, and then use that to jumpstart our search for fairer alternatives. The second is how we created our AI to optimize across multiple variables. We have a patent pending on our proxy detection method.

**Market:** Our market and category definitions are emerging, fragmented, and growing quickly. We cut across AI Governance, Explainable AI (XAI), ModelOps, and AutoML. Together these make up a \$19.2B market in 2025 with ModelOps and AutoML growing at 40% & 46%.

**Distribution Channels:** Our business model has three components:

- 1) Free tier of bias testing module.
- 2) Long-term subscription where the customer licenses seats or number of models for an extended period (i.e., 1 or more years.) sold either directly or through partners such as AWS.
- 3) Algorithmic Compliance as a Service (ACaaS) where software and experts are provided to the customer/partner. Often provide this through law firms under attorney-client privilege.

**Competition:** Currently Gartner and other analysts look at our market as very fragmented with no clear leaders. There are lots of plans and early products, but no clear product leadership. This includes areas of algorithmic fairness and adjacent technologies such as XAI, ModelOps, and AutoML. Key competitors include: Zest.ai, Fiddler, FairPlay, Stratyfy, DataRobot. Additionally, few of our competitors provide an end-to-end solution like we provide, or they provide this for a specific business function and trap the customer in a proprietary model.

**Financial Projections (Unaudited): Fiscal Year begins July 1**

	2022	2023	2024	2025	2026
Revenue	\$282,264	\$3,393,969	\$14,509,564	\$31,462,173	\$59,596,208
EBIT (dollars in thousands)	(\$122,426)	(\$820,487)	\$1,987,365	\$15,182,918	\$40,729,918

**Quick Facts**

**Company Name: SolasAI, Inc.**

**Contact: Larry Bradley**

**Address: 1608 Walnut St., Philadelphia, PA 19103**

**Phone: 703-943-8150**

**Email: [larry.bradley@solas.ai](mailto:larry.bradley@solas.ai)**

**Website: [www.solas.ai](http://www.solas.ai)**

**Industry: Banking, Insurance, Healthcare**

**Domain: Artificial Intelligence / Algorithmic Fairness**

**Bank: JP Morgan Chase**

**Law Firm: GrowthCounsel & Morgan Lewis**

**Patent Estate:**

**Number of Employees: 10**

**Leadership Team:**

**Dr. Bernard Siskin (Chairman)**

**Nicholas Schmidt (CEO)**

**Larry Bradley (COO)**

**Eric Peacock (CTO)**

**Financing Sought: \$1M**

**Current Investors: Friends & Family**

**Use of Funds: Sales & Marketing**

**Auditor: Rosenberg Chesnov**

# AG

## ...the REAL Solution to a "Fake" Problem



**The influencer marketing industry may have created the fastest growing form of advertisement in the world (yielding nearly 6x on your investment), but there are many problems within the space that have yet to be solved... until now!**

**AG offers the first mass scale solution for both brands and influencers.**

**Our revolutionary AI technology will do more than just make the market efficient, it will change the game all together! AG is a technology company disrupting the influencer marketing industry**

**Let's start with the problems...**

**When a brand wants to run an influencer marketing campaign, they need to begin with the most important piece to the puzzle: Finding influencers! Data aggregators charge companies 100's or even 1000's of dollars a month to endlessly search through countless profiles that they, themselves, have created! All deals are made on a 1:1 basis, all with individual contracts.**

**Payments aren't regulated, engagement can be fake, and conversion/attribution are a crapshoot. The process is expensive and time consuming, making it inefficient.**

**As an influencer, the industry is cutthroat. There is extreme pressure to compete for a brand's attention, usually resulting in little or no return on your time. In fact, if you don't have at least 10,000 followers, you can't even get paid, making nano and micro-influencers completely overlooked, even with a 3-6x higher engagement rate than celebrities.**

**Now, let's talk solutions!**

**AG acts as a fully-automated influencer marketing hub which streamlines each step of the campaign process in a fair and seamless manner. For the first time, brands will be able to work with influencers on a mass scale and without contracts! Using our platform is totally free and we guarantee payment!**

**How do we do it? To start, AG empowers EVERYONE to be an influencer, especially our underdogs, the micro/nano influencers! Because users sync their social handles, our AI technology is able to find the best suited influencers to any brand's needs. Each influencer is paid per campaign on a weighted scale that coincides with their Influencer Trust Score (ITS); a normalized score that encompasses engagement, followership and eventually conversion.**

**This score is public and will be crucial to identifying bots within our platform.**

**Campaigns will begin with traditional influencer marketing campaigns and affiliate links, however, AG will soon launch a new concept called Influencer Followership Acquisition (IFA) campaigns, which allow any brand or influencer to buy an organic following for their social media. Based on set criteria, our algorithm will micro-target the audience most likely to engage with any handle and convert to sales. All campaigns are opt-in. AG facilitates both campaign fulfillment and payment distributions, so brands can just sit back and track their results, while influencers can effortlessly begin to monetize their accounts. Because we are driven by nano/micro influencers, we predict the more personalized audience connection will yield a 3-6x higher ROI for brands.**

**AG ultimately hopes to create our own economy and give everyone a chance to benefit from the next step in an ever-growing industry.**

# Our Partners



**FAIRFAX COUNTY**  
ECONOMIC DEVELOPMENT AUTHORITY

## **FAIRFAX COUNTY DEVELOPMENT AUTHORITY (FCEDA) @FairfaxEDA**

Fairfax County Economic Development Authority (FCEDA) provides a wide array of free and confidential services and information to assist new, expanding and relocating domestic and international businesses. FCEDA's mission is to promote the competitive advantages of Fairfax County and influence the growth of a diverse and innovative business ecosystem that enhances the tax base, creates demand for commercial space, and supports an extraordinary and equitable quality of life. Headquartered in Tysons, Fairfax County's largest business district, the FCEDA also maintains offices in major business hubs around the world: Bangalore/Mumbai, Berlin, London, Los Angeles, Seoul, and Tel Aviv. For more information, visit [www.fairfaxcountyeda.org](http://www.fairfaxcountyeda.org).



**REFRACTION**  
INNOVATION HUB

## **REFRACTION @refractionpt**

Refraction is a leading nonprofit innovation hub in Northern Virginia, that provides mentoring, programs, and office space for startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 300 member companies have collectively raised over \$350 million in capital. Refraction's partners include Amazon, Cox, Dominion Energy, MITRE, Fairfax County, Arlington County, Loudoun County, Virginia Innovation Partnership Corporation, and Virginia Tech.

## **NORTHERN VIRGINIA CHAMBER OF COMMERCE @NOVACHamber**

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.

## **JULIE COONS, PRESIDENT & CEO, NORTHERN VIRGINIA CHAMBER OF COMMERCE @NOVACHamber\_CEO**



Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence and cultural change. Beginning in September 2018, Julie was selected to serve as the President and Chief Executive Officer of the Northern Virginia Chamber of Commerce. With nearly 20 years in non-profit management and the private sector before that, Ms. Coons has a keen eye on ensuring that the Chamber's members derive direct value from their membership. As President and CEO, Ms. Coons is focused on strategically positioning the Chamber as a convener of thought leadership, a vehicle for engagement, and a leader in business advocacy within the region. In September 2017 Ms. Coons was appointed by the Council of Better Business Bureaus Board of Directors as its Chief Operating Officer. Prior to that role Ms. Coons served as the Executive Vice President of National Programs, a newly created position and division. Ms. Coons joined the Council of Better Business Bureaus in January 2017. The Council of Better Business Bureaus is a nearly \$31 mm organization comprised of a range of national programs, over 100 BBB national partners throughout North America and two charitable organizations, the BBB Institute for Marketplace Trust and the Wise Giving Alliance.

## **NORTHERN VIRGINIA TECHNOLOGY COUNCIL @NoVATechCouncil**

NVTC is the trade association representing the Northern Virginia technology community. As one of the nation's largest technology councils, NVTC serves companies from all sectors of the industry, from small businesses and startups to Fortune 100 technology companies, government contractors, as well as service providers, academic institutions, and nonprofit organizations. More than 450 members look to the organization as a resource for networking and educational opportunities, peer-to-peer communities, policy advocacy, industry promotion, fostering of strategic relationships, and branding of the region as a major global technology center. Learn more at [www.nvtc.org](http://www.nvtc.org).



# Our Partners

**FORVIS**

**FORVIS @FORVIS**

FORVIS was created by the merger of equals between BKD and DHG. We now have the scale and scope of a dynamic, top 10 professional services firm—but we'll continue our legacy of Unmatched Client Experiences with remarkable care, expertise, and drive.

Our clients benefit from a single organization with the enhanced capabilities of an expanded national platform, deepened industry mastery, greater resources, and innovative advisory services. Our aim is to help you succeed today while preparing you to forge ahead into a clear future.



**LING ZHANG, MANAGING DIRECTOR, FORVIS**

Ling is the Technology and Services Industry Leader at FORVIS for the metro DC market. Ling has over 11 years of experience including public accounting in audit and advisory services with Big Four and International firms. She works closely with client controllership and C-Suite executives to provide audits and technical accounting advisory services to clients including multi-national publicly-traded corporations and private companies with revenues ranging from \$10 million to \$50 billion.

Ling is experienced in leading and supervising teams on performing audits for various publicly-traded companies under PCAOB audit standards and private corporation under AICPA audit standards. She also has extensive hands-on experience in audits of IPO readiness with U.S. Stock Exchange and Hong Kong Stock Exchange, and de-SPAC transactions. Ling focuses on advising companies on SEC reporting and filing; complex technical accounting topics including business combination and acquisitions, complex debt and equity instruments, share-based compensation, consolidation, revenue recognition, and ASC 842 lease standard; and U.S. GAAP and IFRS conversion. Ling is the knowledge sharing champion of the technology and life science practice, and the author of three industry knowledge sharing articles.



**STELLAPOP @StellaPop**

We build better businesses. Helping organizations improve their operations, people and brand. Like the brain, StellaPop's capabilities are divided into two halves: management and creative consulting. We specialize in functions within each while maintaining a deep understanding of how one affects the other. We know that within every company, the two sides must work together seamlessly to drive success.

We're in the "creating solutions for your business" business. With tailor-made answers, we accelerate growth, expand markets, streamline operations, leverage technology, and activate brands. Our marketing expertise serves a diverse range of industries including public, private, manufacturing, retail, financial, science, medical, pharmaceutical, engineering, aerospace, real estate, education, and not-for-profit.



**ANGIE OGRADY, PARTNER & COO, STELLAPOP @angieogrady**

As soon as my feet hit the floor in the morning, I'm running full speed, and that's the way I like it. I spent 15 years as employee number one, the President and COO for Carr Workplaces, building it into a 30 location multi-million dollar business. Before Carr, I spent 14 years at HQ Global Workplaces, now known as Regus. I was co-working when coworking was executive suites, and now I'm leading the charge into 2021 as the industry innovates to a more flexible office concept. In January 2015, I decided to join my husband, Mike, as a partner and thought leader on the business management consulting side. StellaPop's primary focus is assisting client CEO's in improving their people, operations, brand, and bottom line.

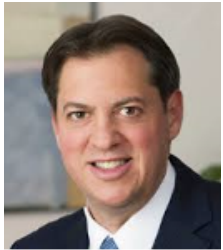
# Our Partners



## **NEXT POWERED BY SHULMAN ROGERS @ShulmanRogers**

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](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 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 [amillin@shulmanrogers.com](mailto:amillin@shulmanrogers.com).

## **BANK OF AMERICA @BofAPrivateBank**

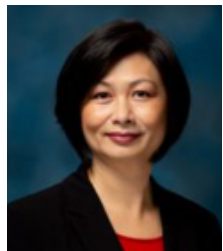
While working with your private client advisor, your core team may also include a private client manager, a portfolio manager and/or a trust officer. Depending on your situation, they can also draw upon the guidance of a highly-credentialed wealth strategist and specialists for a broad-based view of your finances. Whether it's evolving markets, the growing complexity of the financial landscape or changing regulatory environments, we're here to help. You will have access to the wide range of resources from Bank of America.

## **LAURA BELDIN, SENIOR VICE PRESIDENT, BANK OF AMERICA**

Laura Beldin, CTFA, is a Senior Vice President and Private Client Advisor at Bank of America Private Bank in McLean, Virginia. Since joining the firm in August 2002, Laura has been providing services and customized advice and guidance to clients with complex financial needs. She provides the following services: credit, banking, investments and trust and wealth transfer, as well as philanthropic and special assets management, and financial and succession planning. Prior to joining Bank of America Private Bank (formerly U.S. Trust), Laura spent five years as a District Sales Manager for S.A.S. International Trade Company, where she was responsible for overseeing product sales and helping the company expand in China. Laura speaks Chinese-Mandarin and Cantonese languages fluently. Laura Beldin holds the Certified Trust and Fiduciary Advisor (CTFA) designation which is sponsored by the ABA Institute of Certified Bankers.

## **NEW YORK LIFE @NewYorkLife**

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 over 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.





# Our Partners



## **AEG @enterprisegrow**

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 @MarkHaas**

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.



## **RYAN & WETMORE, P.C @RyanWetmorePC**

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 @PeteTRyann**

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.

# ATTENDEES

SPEAKERS			
First	Last	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur / Opus8, Inc.
Esther	Lee	President and CEO	Refraction
Victor	Hoskins	President and CEO	Fairfax County Economic Development Authority
Jennifer	Taylor	CEO	Northern Virginia Technology Council
Anthony	Millin	Founder and Chair	NEXT, Powered by Shulman Rogers
Ling	Zhang	Managing Director	FORVIS

PRESENTERS			
First	Last	Title	Company
Rachel	Zayas	CEO	<b>Aged Diagnostics</b>
George	Spears	CEO	<b>Atero</b>
Gary	Carr	CEO	<b>Givio</b>
Mark	Groper	President & CEO	<b>Orion Biotechnology</b>
Dan	Cohen	CEO	<b>PainScript</b>
Denise	Tayloe	CEO	<b>Privacy Vaults Online (PRIVO)</b>
Larry	Bradley	COO & Co-Founder	<b>Solas AI</b>
Brad	Bergerson	Founder and CEO	<b>Alexanders Grace</b>

ATTENDEES			
First	Last	Title	Company
Nurgul	Ablyazova	Small Business Consultant	Bank of America
Mark	Ajamian	Director	Bank of America
Brian	Alexander	President	Omina Technologies
Walt	Anderson	Managing Director	AVEALTO
Dave	Anderson	Head of Technology	Pipeline Equity
Benjamin	Anstrom	Board Member	Rockville Economic Development Inc.
Michael	Antone	Of Counsel	Nemphos Braue LLC
Solomon	Asad	Investor	TEDCO
Tim	Atkinson	Area Vice President	Avaap USA
Darrin	Auito	Partner	HEA Law
Justin	Ayars	Founder & CEO	equalityMD
David	Bain	Executive Director	INCITS
Iattia	Baker	CSSO	Virtual Emerging Technology Solutions
VJ	Bala	SVP Marketing	Propeller Health
Bob	Balcerzak	CEO	Allotropic Tech
Mark	Baldino	CEO	Firebot Suppression
Darrel	Barros	Shareholder	NEXT powered by Shulman Rogers
Tim	Batchelor	Managing Director	Open Road Capital
Amanda	Beale	CEO	Minding Your Business
Jay	Beam	Managing Director	Adasel Global Partners
Laura	Beldin	Senior Vice President	Bank of America
Gus	Bessalel	President	Spectrum Partners, Inc.
Laura	Bhalla	Principal Designer	L'Space Interior
Randy	Blake	Principal	Duncaster Investments
Dominic	Boles	Managing Member	DH Partners, LLC
Kyle	Bond	Co-founder	Wander Corporation
Ted	Bosse	Financial Services Professional	New York Life
Kathryn	Breisch	Founder & CEO	GoPursue
Jeff	Brouse	Sales Executive	Fusion Growth Partners
Joy Cheriel	Brown	Founder	Third Person Omniscient Productions
Patrick	Bryant	Partner	CODE+TRUST
Rick	Burtner	CEO	Propel GPS
Scott	Cashon	Chief Technology Officer	PainScript
Julia	Catuara	Financial Services Professional	New York Life
Sherine	Chan	Founder/CEO	Neuroene Therapeutics
Cupid	Chan	Founder & CEO	Pistevo Decision
Lulu	Chen	Manager	FORVIS
Hao	Chen	Vice President	Capital Bank
John	Chennoor	Managing Director	FORVIS
Will	Choi	Partner	FORVIS
Yuliya	Chsherbakova	Relationship Manager	Bank of America
Kevin	Chu		Georgetown University
Jennifer	Clark	Legal	Alexanders Grace
Joseph	Clayborne	Entrepreneur	
Katie	Cleasby	CEO	Recspert
Bill	Collins	Chairman & CEO	The Collins Company
Susan	Coots	Financial Services Professional	New York Life
Victor	Cora Nazario	Partner & COO	SOAR Community Network
Judy	Costello	Special Projects Manager	Montgomery County, MD
Kendria	Countee	CEO	Abnormal Logic
Lubna	Dajani	Managing Director	Alternate Ltd
Subodh	Dalvi	Advisory Board Member	Advisory Cloud
Thomas	Dann	President	MedLiquidity Corporation
Hank	Dearden	Executive Director	ForestPlanet

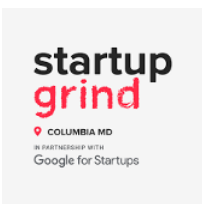
John Hector	DeGross	Senior Sales Advisor	Fiserv
Brian Devina	Del Castillo	Chief Product Officer	BYond
Fred Gian	DeMuth	Partner/Co-founder	Riphean Investments
Rich Kiley	Desai	CEO	Kinometrix
Randy Ashley	Diamond	CEO	IES
Jack Jeff	Dilawari	Co-Founder	Tyson's Angels
Jarret Altan	DiPippo	Partner	NFP
Herb Chris	Doll	Partner & Chief Growth Officer	Angel Investor Network
Adedayo Dr. Omolara	Domolky	Managing Partner	Private Access Network
Zachary-Nathan Deborah	Dunn	Partner	FORVIS
Santiago Leslie	Eldridge	Managing Principal	Yellowhammer Strategic Partners
Elana Jeffrey	Ellington	Managing Director	ConcentricDNA Health Innovations, LLC
Dwight Jed	Engstrom	Director Operations	Orion Biotechnology
Justin Lisa	Erginkoc	Project Manager	Mosaic D&C
Quiana Brian	Ezrin	President	Potomac Business Group
Mike Guillermo	Faranetta	Vice President & Co Founder	NearStar Fusion Inc.
Roman Lara	Fashanu	CEO	TANTV
Lara Derese	Fatiregun	Founder & CEO	THRIVE!
Rick Eric	Feldman	CEO & Co-Founder	Volo Technology Group
Eric Candace	Fell	Managing Partner	Chief Outsiders
Eric Seda	Ferrari	CEO	Greencode
Joe Douglas	Ferry	Founder	Brize
Alex Joseph	Fine	CEO	VWG Wealth Management
Less Josh	Finkelstein	Principal	Finkelstein Investments
Bob Andrew	Fischer	Founder	Covenant
Oleg Sameer	Fochtman	President	Capital Advisors LLC
Glen Fred	Fong	CEO	Hue.Lens
Anita John	Friedlander	Marketing and Business Development	NEXT powered by Shulman Rogers
Margaret Hunter	Gainey	Co-Founder	Virtual Emerging Technology Solutions
Kay John	Gallagher	CEO	CodeLock, Inc
John Lisa	Garcia	CEO	Waymore Enterprises
Ed Sofia	Garcia		Morgan Stanley
Sofia Caden	Gelman	COO	Vandanam
Yusuf Adam	George	Co-Founder	Walacor
Adam Jean-Luc	Getnet	CEO	Simmbion
Browning John	Gilchrist	CEO	WeGro Data
John Walter	Giles	AGED Investor	Integrated Kidney Care at DeVita
Dr. Lewis Jeff		Director of Business Development & Client Services	Nemphos Braue LLC
Qasim Chibueze	Gill	Vice President	CityNational Bank
Jerry Jun	Glowniak	Founder and General Partner	Flintlock Capital
Beth JaLisa	Goff		Churchill Strategic Partners
Caroline	Golden	Managing Director	Salt Flats Capital
	Goldstein	President / Angel Investor	Fusion Software Solutions
	Golod	Volunteer	CONNECTpreneur
	Goncalves	Managing Member	Synthesize Leverage
	Goudarzi	CEO	The Mather Group
	Greene	CEO	RCGWorkgroup
	Greene	CEO	CONNECTpreneur
	Grub	Volunteer	GuD Solutions
	Gudym	CISO	Ordway
	Gulati	CEO	Onclave
	Gulyas	Founder	Managing Partner
	Gumbinner	G2 GEM Finance	KiwiTech   Hulchull
	Gupta	Founder	Goldman Sachs
	Hahn	Vice President	Margaret & Co
	Hailemariam	CEO	NEXT powered by Shulman Rogers
	Haines	Associate Attorney	Atero
	Hall		Notal Vision
	Hall	CFO	
	Han	Private Investor	
	Harrell	President	Edgar C. Harrell Associates, Inc.
	Haskelson	Volunteer	CONNECTpreneur
	Headrick	Volunteer	CONNECTpreneur
	Henriques	Founder/CEO	IndyGeneUS AI
	Henry	Senior Business Development Manager	Arlington Economic Development
	Henry de Tessian	Volunteer	CONNECTpreneur
	Herbert	Managing Director	Ringbolt Capital
	Hesse II	Chief Revenue Officer & General Counsel	DFM Data Corp., Inc.
	Hoffman	Founder	Hoffman Advisory Group
	Hofmann	Advisor	The Pinea Group
	Hokenson	CEO	Hokenson Group
	Hussain	Investor	BSH LLC
	Ihenacho	CEO	ARMR Systems
	Ji	Investor	Creek Fund
	Ji	CEO / Investor	Creek Fund
	Johnson	Founder & CEO	RP3 Agency
	Johnson	CEO	Virtual Emerging Technology Solutions
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# Thank you to our Partners



# Thank you to our Prep Team!



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