

**Big Idea**  
**CONNECTpreneur**  
**Investor Network**

**VIRTUAL ROCKET PITCH**  
**+ POWER NETWORKING**

**January 27, 2022**

**[CONNECTpreneur.org](https://CONNECTpreneur.org)**

# AGENDA

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

**11:05-11:20am | WELCOME and INTRODUCTIONS**

**-TIEN WONG, Founder and Host, CONNECTpreneur  
Community**

**-PATRICK SHERIDAN, Co-Founder & Managing Partner,  
Modus Create**

**11:20-12:20pm | ROCKET PITCH SESSION Companies will be  
introduced by:**

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

**- LAUREN ZIEGLER, Of Counsel, Nemphos Braue**

**12:20-1:00pm | BREAKOUT ROOMS & NETWORKING  
(Breakout rooms hosted by presenting companies)**

**January 27, 2022**

**CONNECTpreneur.org**

# **PRESENTING COMPANIES**

**Blue Vigil - Rob Schumann**

**Climate Karma, Inc. - Wendell Brown**

**Concentrx Pharmaceuticals - Gil Mott**

**Epital Health - Hans Erik Henriksen**

**EVA - Vinnu Deshetty**

**ExpressCells - Matthew Handel**

**GaitBetter - Hilik Harari**

**Returnable Inc - Kevin Dougherty**

**SFA Therapeutics - Ira Spector**

**Single Pass, Inc. - Bill Colone**

# SPEAKERS



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

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.



Email: Rob@bluevigil.com

Phone: 703-346-0610

Web address: [www.bluevigil.com](http://www.bluevigil.com)

**Management:**

Robert Schumann

Carl Miller

**Industry:** UAS (Drones)

**Bank:** Wells Fargo

**Law Firm:** GreenbergTraurig

**Accountant/CFO:** Keating

**2021 Sales to Date:** \$518,000

**Financing Sought:** \$1,000,000

**Current Investors:** Private investors - \$1.92M

**Use of Funds:** Creation of ALED platform. Operations

**Business Description:** Blue Vigil is the current market leader in drone tether technology. Blue Vigil is using its current technology to create a new product category – Aerial LED (ALED) portable lighting - to disrupt the \$4B/yr. mobile tower lighting industry.

**CEO/Acting CTO: Robert Schumann** – Serial entrepreneur with successful exit, holder of more than 10 patents. Deep product design and engineering background balanced with strong business acumen. Extensive experience launching and growing start-up businesses and raising capital.

**COO Carl Miller** – Technology product start up executive. Worked with Rob in various tech companies for last 25 years. Significant biz-dev and strategic partnership success coupled with deep experience in start-up operations, manufacturing and administration.

**Products/Services:** Blue Vigil is developing a man-portable, ALED platform with the same lighting intensity as existing mobile tower lighting but at 10% of the size and weight and with a significant reduction in the dangerous glare/shadows caused by today's portable light products. The company will continue to manufacture and sell its power tether system into the public safety and other markets that require drones to be in the air for extended flights.

**Technologies/Special Know-How:** Deep expertise in implementing easy-to-use high-power accessories within space and weight sensitive drone applications. Additional expertise in LED lighting, as well as creating common platforms that can be adapted to specific drone mounting and interface requirements. Blue Vigil has one issued patent and has filed provisional patents for its area lighting and ALED platform.

**Market:** Mobile Tower Lighting was valued at over \$4B annually in 2020. It is a highly ossified market with LEDs being the only notable technology introduced in 30 years. The use of drones is rapidly expanding across all industries, and tethers deliver continuous power, enabling drones to be deployed even more broadly. While existing markets for tethered drones and tether-enabled products are steadily growing, Blue Vigil's new product line will allow it to enter the much larger mobile tower lighting markets. Blue Vigil expects to generate \$94M in light platform sales by 2025, which is less than a 5% market share. Blue Vigil expects the new product class will take over the portable lighting market due to the advantages offered end-users and equipment rental companies.

**Distribution Channels:** Blue Vigil sells through 3<sup>rd</sup> party distribution channels using resellers like [Drone Nerds](#), who sell directly to end customers, and integrators like [Planck Aerosystems](#) who incorporate the technology into their products. Blue Vigil will leverage current partners for sales into the public safety market and will recruit new partners to enter the construction space and will sell directly to equipment rental companies.

**Competition:** The current lighting market features two major segments: Portable Lights on Stands, which are highly portable but lack useable light due to size and height limitations; and Mobile Light Towers, which require offer lots of light but the need to tow in to place due to sized and weight) limits portability and placement The high amount of light on a short (30') tower causes dangerous glare/shadows. The ALED provides the best in both portability and light quality.

**Pro Forma Financial Projections:**

	2022	2023	2024	2025	2026
<b>Units Sold</b>	121	432	1,171	2,832	7,876
<b>Total Revenue</b>	\$ 928,815	\$ 4,343,480	\$11,497,052	\$31,998,527	\$93,320,980
<b>EBITDA</b>	\$(1,859,664)	\$(2,705,777)	\$ (811,189)	\$ 7,734,908	\$45,499,280



# CLIMATE KARMA, INC. HIGHLIGHTS

## COMPANY BACKGROUND

Climate Karma is like “Fitbit for climate,” automatically and continually measuring your personal climate footprint based on cloud data interconnections to our partner APIs (Application Programming Interfaces). Climate Karma enables users to effortlessly view, share, compare, compete, improve and reduce their personal climate impact. We track each user’s climate footprint reductions then document, package and sell those reductions as verified carbon credits. Targeted API partnerships include Google Nest (home automation), SmartCar (connects and collects data from your car automatically), Walmart, Amazon, Equifax, VISA, and more.

## LEADERSHIP TEAM



**Wendell Brown**  
**CEO**  
Cornell Univ.,  
LiveOps,  
Teleo, eVoice,  
Exits to: MSFT,  
AOL, INTEL



**Mark Klein**  
**CTO**  
Stanford Univ.,  
Avaya, eVoice,  
Traverse  
Exits to: AOL,  
INTEL



**Dr. Robert Johnston**  
**Energy Expert**  
McMaster Univ.,  
Ubiquity Solar,  
Eurasia Group,  
UBS Warburg

## PRODUCTS / SERVICES

Management expert Peter Drucker is often quoted as saying “you can’t improve what you don’t measure.” We provide users with a service to measure their current and improved carbon footprint. We document our users’ carbon reductions, then sell verified credits into the carbon credit market.

## TECHNOLOGY / COMPETITIVE ADVANTAGES

- Automated harvesting of our users’ actions and purchases with no effort on the user’s part. Taxonomy of climate info for retail UPC-code-based products.
- Automated API integration with consumer data to carbon markets
- Proven executive team with multiple prior exits

## MARKET

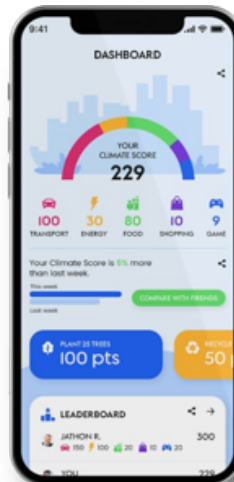
Climate Karma sells carbon credits and provides a low-cost solution to address Scope 3 emissions especially attractive for hard-to-abate sectors such as aviation, chemicals, cement, etc.

## DISTRIBUTION

Climate Karma, plus a set of API services and mobile for Apple and Android App stores, is targeted for public release in mid-2022.

## COMPETITION

Carbon capture technologies and other carbon credit sellers.



## Quick Facts

**Company Name:**  
Climate Karma, Inc.

**Contact:**  
Wendell Brown, CEO

**Email:**  
connect@climatekarma.eco

**Website:**  
[www.climatekarma.eco](http://www.climatekarma.eco)

**Industry:**  
Climate technology/credits

**Number of Employees:**  
5

**Amount of Financing Sought:**  
\$2M

**Current Investors:**  
Founders

**Use of Funds:**  
Marketing, engineering, operations, business and partnership development.

## Climate Karma Offset Revenue Model

Registered Climate Karma Users	US GHG emissions per capita (MT)	Target Reduction (%)	Annual avoided emissions per user group (MT)	Revenue at \$15/ton (\$M)
100,000	13.68	20%	273,600	\$ 4.10
1,000,000	13.68	20%	2,736,000	\$ 41.04
25,000,000	13.68	20%	68,400,000	\$ 1,026.00

		<b>January 2022</b>	<b>Investor Highlights</b>	
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**Value Proposition** Concentrx has developed Halix<sup>R</sup>, a unit dose disposable dry powder inhaler drug delivery platform. Halix<sup>R</sup> can be combined with a multitude of pharmaceutical products to create patented products until 2038

**Company Background** Halix<sup>R</sup> is available for oral and nasal delivery. Halix<sup>R</sup> was superior to a standard dose of albuterol in clinical trials. Halix<sup>R</sup> has low cost and improved delivery of drug to the lung

**Leadership Team**

**Gil Mott CEO** 42 years experience with inhaled pharmaceuticals and medical device marketing. Formally head of Glaxo respiratory marketing for US.

**Eric Richardson ME COO** Eric is the inventor of Halix<sup>R</sup> and other medical devices. He has 30 years experience in medical device design, development and manufacturing.

**Jim Alexander, MD MPH Medical and Regulatory Director** Jim is an internal medicine specialist and consultant to the pharmaceutical industry.

**Products/Services: Halix<sup>R</sup>**, when combined with selected drug candidates creates new pharmaceutical products with extended patent protection. Unit dose is preferred in the Hospital and institutional settings .

Halix<sup>R</sup> will replace metered dose inhalers in the hospitals and will save hospitals hundreds of millions of dollars in wasted inhaler costs.

**Technologies/Special Know-How:** Halix<sup>R</sup> has 3 issued patents in the US and has protection until 2038 in most major markets WW. Halix<sup>R</sup> saves money and improves inhaled drug delivery .

Proper use and administration of metered dose inhalers is the biggest problem with ambulatory inhaled medicines. Halix<sup>R</sup> solves the problem and makes dose delivery effortless.

It would take potential competitors years to catch up.

**Market:** Halix<sup>R</sup> albuterol will be primarily targeted to the hospital and institutional markets and for convenience dosing at the retail level.

Halix<sup>R</sup> albuterol will sell \$100M/year in the US and save the hospitals \$200M in wasted inhaler costs per year.

Halix<sup>R</sup> will replace expensive multi-dose inhalers in the hospitals and will save hospitals money, reduce wasted doses and lessen medical errors .

Halix<sup>R</sup> albuterol will provide convenience dosing for the 70 million people who suffer from asthma and COPD. All use albuterol.

**Distribution Channels:** Concentrx will use Nurses nationwide (about 15) to conduct education programs about Halix<sup>R</sup> to Pharmacists and Nurses. Concentrx will employ Ashfield Healthcare Services to help with formulary and buying group issues

Halix<sup>R</sup> will be distributed through normal drug distribution channels, i.e. McKesson drug distributors.

**Competition:** Halix<sup>R</sup> inhalers will be a sole source product with patent protection until 2038. If there is another company executing a similar plan we are not aware of them. Concentrx will not have US revenue until FDA approval . Once Concentrx has factory production 18 months from funding, we can sell Halix<sup>R</sup> albuterol in other markets. At that time we will be able to ship Halix<sup>R</sup> albuterol to markets outside the US. Most of the Series A money will be used to build a high speed manufacturing line. The manufacturing will take place at a facility in Pennsylvania (Sharp Packaging Solutions) Once validated and running with quality procedures in place, the production facility can produce 30 million units per year with each line. Each dose of albuterol will cost between 25-50 cents and sell for \$2.00-\$3.00 retail.

**Financial Projections (Unaudited): subject to change**

000's	2022	2023	2024	2025	2026
Revenue	-6000	-6000	-4000	5000	33000
EBIT (dollars in thousands)	0	0	0	2000	3000



Value Proposition

Epital Health (EH) home treatment services enable chronic patients to live longer with their chronic disease and with high quality of life. Healthcare stakeholders (public, health-insurances, and providers) achieve a significant reduction of in-patient stays and ER visits resulting in very high-cost savings per patient.

**Company Background:** (EH) provide solutions and services for treatment of chronic patients in their own home - i.e., telehealth, call center and PROM (Patient Reported Outcomes Measures) solutions. EH treatment is based on a detailed database with more than 50.000 datasets and this is used for AI based prediction functions, utilizing the vast and detailed datasets.

EH now wants to address international markets based on a SaaS based franchise package which enable business partners on other markets to leverage EH services.

**Leadership Team:** Our leadership team include experienced entrepreneurs with several successful exits. On the team are experienced doctors and experts in healthcare, technology, marketing, and operations. The teams previous career includes IBM, Healthcare DENMARK, Capital (Healthcare) Region of Copenhagen, Netcompany and Health Insurance and pharma companies.

**Challenge:** The growth in healthcare expenditure for chronic patients has increased up to 600% during 2010-2020 and the increase will continue. This increase contributes to, the already now serious workforce shortage in terms of physicians and nurses (Healthcare Professionals - HCPs).

**Solution:** The EH SaaS solution and clinical services address the chronic patient issue by reducing the costs and the need for HCP involvement by >50%. EH has conducted a RCT with the University of Copenhagen which document this significant reduction. Future EH technology will further reduce the reliance on HCPs, e.g., EH has seen a 100% productivity increase 2020-2021.

**Technologies/Special Know-How:** A unique solution: 1) A very stable and proven SaaS telehealth solution based on 7 years operation in Denmark with thousands of patients, 2) A research based clinical patient treatment model (The Epital Care Model), 3) AI and Predictive Health technology based on a vast clinical patient database. EH owns the rights to the EH SaaS solution, the Epital trademark and the Epital Care Model clinical procedures. EH intent to patent the AI and Predictive Health algorithms and technology.

**Market:** Denmark is the EH reference market where the high level of digital health infrastructure and maturity serve as the perfect market for advanced health tech solutions. The first international growth market will be Germany. Further markets for the period 2022-2027 will be the Nordic Countries (Sweden and Norway) and France. Current chronic patient expenditure in Germany amounts to 145 bn \$ - forecasted to increase to 186 bn \$ by 2030.

**Distribution Channels:** Products and services will be delivered to target markets based on a franchise and SaaS busines model. This will be done by our own salesforce and service organization.

**Competition:** EH has done an analysis of the top twenty-three global competitors. Only two of these competitors match the EH profile – and none of the competitors have currently established RCT evidence through a research project.

**Revenue model:** Primary revenue streams: (1) recurring SaaS license fees, (2) recurring maintenance fees.

Financial Projections – dollars in thousands (Unaudited):

	2022	2023	2024	2025	2026
Revenue	422	1,119	2,128	3,115	4,387
EBIT (dollars in thousands)	-487	134	1,067	1,600	2,114

Quick Facts

Company Name: Epital Health

Contact: Hans Erik Henriksen

Address: Poppelgaardvej 7, 2860 Soeborg, Denmark

Phone: +45 30456735

Fax:

Email: heh@epital.com

Website: epital.com

Industry: Healthcare

Domain:

Bank: Danske Bank

Law Firm: Schleimann

Patent Estate:

Number of Employees: 10

Leadership Team:  
Hans Erik Henriksen, CEO  
Klaus Phanareth, CMO  
Kenneth Thormann, CTO

Amount of Financing Sought:  
\$2.5M

Current Investors:  
Leadership team and founders



**Value Proposition**

EVA provides AI-driven event registration and virtual conference solutions which allow associations and nonprofits to predict member behavior, curate a customized journey for attendees, and strategize future programming based on data, not guesswork. EVA collects data points from several sources and delivers insights that organizers can easily translate to more valuable experiences for their attendees and increase non-dues revenue.

**Company Background**

Founded in 2021 with its headquarters strategically located in the Washington, DC area, EVA is changing the conference planning landscape for associations and nonprofits by providing technology tools to easily manage and plan their meetings strategically.

**Leadership Team**

Vinnu Deshetty serves as CEO and General Manager and brings over 25 years of meeting and conference planning experience in the association and nonprofit industries. With a unique understanding of both the tech and meeting planning worlds, Vinnu focuses on making tech accessible and productive for meeting planners. You can find Vinnu as an event tech advocate speaking at industry events at Meeting Planners International (MPI), Professional Convention Managers Associations (PCMA), and American Society of Association Executives (ASAE).

**Company Name:** EVAREG LLC

**Contact:** Vinnu Deshetty, CEO

**Address:**

 9711 Washingtonian Blvd  
Gaithersburg, MD 20878

**Phone:** (703) 579-1496

**Email:** vinnu@evareg.com

**Website:** evareg.com

**Industry:** SaaS

**Domain:** Association/Nonprofit

**Leadership Team:** CEO – Vinnu Deshetty

**Funding Sought:** \$3-5M USD

**Funding Raised:** \$1M

**Use of Funds:** Marketing, Sales, Operations

**Products/Services**

EVA has two end users: our client, the association/nonprofit, and the conference attendee. Associations will have cloud-based software to manage various aspects of their conference, including registration, speakers, exhibitors, CEU tracking, and virtual conferences. The AI dashboards are available via the cloud and allow administrators to filter and organize data in ways that are most useful to their specific use-case. To ensure conference attendees have a seamless online experience, attendees can choose sessions from a large laundry list or enter a suggested journey curated by the AI. Attendees can select from sessions similar to their browsing history or based on their member/conference history.

**Technologies/Special Know-How**

While our developers' skills range from creating ease-of-use UI experiences to app integration, our core competency lies in all things data. From creating a solid data architecture to data security, EVA's team creates AI experiences for organizers and attendees. Combining the technical skills with our meeting planning staff's experience, EVA's platform is guided in tried use-cases, best practices, and lessons learned.

**Market**

A majority of associations host conferences for non-dues revenue and to meet educational requirements set forth by their organization. In the US, 92,000+ associations spend an average of \$1.3 million per conference. Each conference requires a set of software tools, including the required registration software. At the beginning of the pandemic, 41% of associations transitioned to virtual conferences. As associations become accustomed to virtual platforms, they are integrating virtual/hybrid models more into their event strategy. Virtual conferences will become a necessity to engage members who are not able to travel to in-person events.

**Competition**

Competitors include Cvent, Cadmium, Avenri. Our software modules go beyond just conference management. Our competitors offer solutions that simply treat data in a transactional manner where data comes in, and data comes out. EVA offers an AI layer that interprets data to predict attendee behavior, recommends conference behavior for a more user-specific journey, and provides turn-key analytics to help with future programming and conference success.

**Financial Projections (Unaudited)**

	2021	2022	2023	2024	2025
Revenue S	\$0.5 M	\$3.0 M	\$12.0 M	\$50 M	\$100 M
EBIT	-\$1.5 M	-\$3.3 M	\$864 K	\$15.2 M	\$33.4 M

**Value Proposition**

**Company Background:** ExpressCells is a genetic-editing biotech that creates custom & catalog cell lines for biological research. We use CRISPR plus our patented FAST-HDR system to create better cell lines and we do so faster than older technologies. We have over 35 customers and are expanding our distribution internationally. We sell through e-commerce, online promotion, and sales representatives. We continue to expand our product offerings.

**Leadership Team:**

- Matt Handel, CEO: Business development & commercial at Merck & Shire. Experienced fund-raiser, operations lead. Princeton/MIT
- Oscar Perez Leal, MD, Founder: 15 years at Temple School of Pharmacy. Inventor on multiple patents. Medical & business degrees
- Shamim Naghdi, PhD, Scientific Director. Former research faculty at Jefferson Univ.
- Rob Hart, PhD, Operations. Former CEO/CTO, Halo Labs
- Connie Davies, Controller. Formerly at Shire. Works with many start-ups.

**Products/Services:** Genetically edited cell lines. We create reporters (cells with knocked-in fluorescent genes), overexpression models, and cells with point mutations. Researchers use our cells to observe cellular activity in live cells. We deliver custom cell lines faster than older technologies and can insert multiple genes into one cell line. We also have a catalog of 13 pre-made cell lines.

**Technologies/Special Know-How:** Our FAST-HDR technology uses a plasmid to insert genes into cell lines. In combination with CRISPR, we deliver this plasmid to a specific location in the genome. Once we have done that, we use antibiotic selection to remove non-edited cells. The result is that we deliver cell lines months faster than the competition and can put multiple genes into the same cell. Our technology has a US patent and is under review in Europe and major Asian markets.

**Market:** The global market for CRISP cell engineering is over \$700m. The purchasers are lab scientists, often working in drug development. Our focus is on industry: both the many startups generating new therapies plus big pharma. Academic customers are a secondary target.

**Distribution Channels:** We have four legs in our B2B multi-channel strategy: (1) direct account management through manufacturers' representatives, (2) strong online presence, including search engine optimization, targeted advertising, and e-commerce site, and (3) use distributors who already provide off-the-shelf cell lines & lab supplies. We have an existing distributor relationship in Japan.

**Competition:** There are two groups of competing companies. The first create custom cell lines using older, slower technology: Horizon Discovery, Synthego, GenScript and genOway. These are either small companies or the cell lines are a business within a larger biologics company. The second are distributors such as MilliporeSigma and Thermo Fisher Scientific.

**Quick Facts**  
**Company Name: ExpressCells**

**Contact: Matt Handel, CEO**

**Address: 3675 Market St., Suite 200, Philadelphia, PA 19104**

**Phone: +1 (484) 483-6759**

**Fax:**

**Email: mhandel@xpresscells.com**

**Website: xpresscells.com**

**Industry: Biotechnology**

**Domain: R&D services**

**Bank: Citizens Bank**

**Law Firm: Cooley (General), BakerHostetler (IP)**

**Patent Estate: Issued US patent, EU patent in review**

**Number of Employees: 10**

**Leadership Team:**

- **Matt Handel, Founder/CEO**
- **Shamim Naghdi, Ph.D., Scientific Director**
- **Connie Davies, Controller**
- **Rob Hart, Ph.D., Operations Lead**
- **Oscar Perez-Leal, M.D., Founder & Scientific Advisor**

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
<b>Revenue</b>	\$2,636,575	\$9,710,000	\$16,190,000	\$22,660,000	\$30,050,000
<b>EBIT (dollars in thousands)</b>	\$544,913	\$2,330,400	\$4,209,400	\$6,344,800	\$9,015,000

**Value Proposition:** GaitBetter promotes healthy aging by reducing falls and improving mobility through a patented and clinically proven virtual reality-based motor-cognitive training solution (Digital Therapeutics, DTx). The GaitBetter system has been proven to be the most effective fall reduction technology in the marketplace (up to 80% reduction) and is up to 50X lower cost than current treatment methods (group classes or 1-on-1 therapy). GaitBetter’s small footprint and intuitive UI makes it ideal for placement in hospitals, rehabilitation centers, physical therapy clinics, senior living communities, wellness centers, and gyms and in the future for home use.

**Leadership Team:** Our leadership team has driven five successful exits and has extensive experience in sales, marketing, financials, product design, and operations in global markets. Our scientific board of advisors includes leaders in movement disorders and neurodegenerative diseases.

**Challenge:** Falls are a common problem among older adults and a leading cause of morbidity, mortality, and use of healthcare services. More than 25% of older adults fall at least once per year and these falls conservatively account for over \$60B in healthcare expenditures. Existing interventions have been insufficient as fall death rates per capita continue to rise.

**Solution:** AI-based, personalized, motor-cognitive training solution: GaitBetter easily transforms any existing treadmill into a powerful motor-cognitive training device. Patients’ feet movement are analyzed in real-time to drive a VR simulation displayed on a screen. As they walk, patients’ encounter different motor and cognitive virtual challenges. More than \$8M invested in research, 18 peer-review publications, and large randomized controlled studies proved the system’s superior efficacy over existing interventions.



**Technology:** The GaitBetter solution is made of 3 main pillars:

- A proprietary computer vision algorithm using a single camera to capture accurate feet tracking, which boosts motor-learning.
- Patented AI algorithm personalizes the intervention for each patient.
- Gamified real-life situations improve patients’ adherence and transfer of acquired skills to daily living.

**Market:** GaitBetter’s roadmap includes medical and wellness products, targeting a global addressable market of **\$3 billion annually**. Its first product caters to healthcare systems and senior living facilities. At \$6,500 annual subscription per system and over 120,000 potential sites, the U.S. addressable market for our first product is estimated at \$0.78 billion annually.

**Revenue Model:** Setup fee + Annual subscription model (SaaS).

**Financial performance and 5 years projections**

	2021	2022	2023	2024	2025	2026
Units in centers	60	190	510	1,080	2,430	5,750
Home units	-	-	-	1,000	12,100	50,000
Total Revenue (k)	\$455	\$1,175	\$4,310	\$8,400	\$24,700	\$70,000
ARR (k)	\$170	\$850	\$2,900	\$5,095	\$16,218	\$48,250

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

**USA Office:**

7815A Old Georgetown Road  
Bethesda, MD 20814

**Israel Office (headquarter):**

14 Bar Kochva st.  
Bnei-Brak, Israel 5126106

**Industry:** Digital Therapeutic (DTx)

**Domain:** VR for gait rehabilitation and falls prevention.

**Leadership Team:**

**Co-Founder, CEO:**

Hilik Harari

**Co-Founder, COO:**

Idan Abukassis

**SVP, US Operations:**

Craig Hillman

**Board of Directors:**

Steve Kerrigan, Chris Nguyen,  
Dan Shwarzman, Gabriel Merkin

**Seeking Financing of \$1M**

**Previous Funding:** \$1.9M

**Use of Funds:** Reach \$1.2 in rev. and \$800k ARR. Complete pilots and transition to commercialization in enterprise and gov’t accounts



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### Value Proposition

Consumers return 30% of their online purchases, or \$261.9B. There are 10+ companies that work to make returns easier for merchants, but none that are focused solely on the consumer. Returnable™ is a consumer-facing, subscription-based “returns as a service” platform that is making online returns as easy as online purchases.

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**Company Background:** Returnable™ is a “Returns as a Service”, concierge platform making online returns as easy as online purchases and reducing the carbon footprint of the process. Returnable™ makes returning items online seamless, by managing the merchant process and providing convenient drop off locations and pickup options, regardless of the merchant.

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#### Leadership Team:

Kevin Dougherty, CEO

- Entrepreneur
  - Award Winning Innovator
  - USMC Veteran
  - Co-Founder and former CEO of Barnacle Parking Enforcement  
<https://barnacleparking.com>
- Bryan Murdaugh, CTO
- Founder and Principal, Fivable Software Development
- Dave Matney- CXO
- Founder and Principal- Fivable Software Development

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#### Products/Services:

We enter into agreements with high-end apartment communities and provide a Returnable™ Bin in their lobby/common area. The property lets their residents know about the service, and residents can subscribe for \$8/month. Residents simply send their purchase information to Returnable™, drop their return items in the box, and Returnable™ personnel complete the returns process with the merchant.

By partnering with the property management, we can inexpensively market to our target customers and are able to have a physical presence in the building.

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#### Market:

30% of online purchases are returned, which equates to \$261.9B annually. Comparatively, brick and mortar stores see a return rate of 8-9%.

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

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#### Distribution Channels:

We are currently focused on residents in higher-end apartment communities, with plans to offer Returnable™ bins in commercial properties and supermarkets/storefronts. Our sales approach targets portfolio level decision makers to allow for rapid expansion.

We are operating in the New York Metro area, with plans for regional expansion to other major metropolitan areas.

#### Quick Facts

**Company Name:**  
Returnable™ Inc

**Contact:**  
Kevin Dougherty  
[Kevin@Returnable.app](mailto:Kevin@Returnable.app)

**Phone:**  
(203) 836-8884

**Website:**  
<https://returnable.app>

**Industry:**  
Ecommerce

**Law Firm:**  
Shulman Rogers

**Amount of Financing Sought:**  
\$500K- \$1M

**Use of Funds:**  
Scale





**SFA Therapeutics**  
A New Paradigm for Treating Chronic Inflammatory Disease

## SFA Therapeutics, Inc.

## Investor Highlights

**Value Proposition** SFA Therapeutics, Inc is a biotech with a novel platform focused on chronic inflammatory diseases. ***Our vision is to change Medicine.*** We have 6 oral drugs that target autoimmune diseases and certain forms of cancer. We are focused only on major unmet needs, including psoriasis, RA, Crohn's, Lupus and MS.

**Company Background:** SFA Therapeutics is a spinout from Temple University, that is using substances called cytokines to regulate the immune system. This technology has tremendous potential in the treatment of autoimmune diseases and inflammation-based cancers, like liver and pancreatic cancer. Five years of R&D have gone into developing our products. We are raising capital to fund clinical trials to confirm that our drugs work.

**Leadership Team:** We are an experienced team of drug developers. Drs. Ira Spector, Mark Feitelson, Alla Arzumanyan, Mr. Shawn O'Brien, Rob Dickey and James Kirwin have over 200 years of drug development experience, 40 approved drugs, 8 startups and 10 exits between them.

**Products/Services:** Over 100 million patients suffer from debilitating autoimmune diseases. SFA Therapeutics is developing oral drugs that are derived from substances originally found in the GI microbiome. These drugs replace substances that patients with these diseases can't make, treating the root cause of these diseases with a safer approach than current treatments. We are proving that our drugs work and will then license them to big pharma/biotech companies. A typical licensing deal can exceed \$500M.

**Technologies/Special Know-How:** This platform technology is covered by 8 issued patents and 40 pending patents in 12 countries. We have method of action patents issued, and formulation and composition of matter patents pending. We have strong data in humans and are in the clinic in phase 1b. We have observed durable responses in some patients, and no side effects.



**Markets:** Psoriasis is a \$30B global market that is growing at over 11% CAGR. Many of these patients suffer from multiple autoimmune diseases, and our drug targets these other autoimmune diseases as well. Our plan is to license our drugs to larger pharmaceutical/ biotech companies for license fees, milestone payments and royalties. We have six drugs in our pipeline, with a TAM of \$100B.

**Distribution Channels:** Our plan is to license these drugs to big pharma and biotechs, for up front license fees, milestone payments and royalties. A typical license deal will total \$500M, per drug. We have 6 drugs in our pipeline.

**Competition:** Our technology is different than current approaches and has the potential to change the way that these diseases are treated. Our drugs are oral, with excellent efficacy, faster onset of action, low side effects, and an excellent safety profile. We are positioned just prior to a major valuation inflection point.

**SFA Therapeutics, Inc.**

**Contact: Dr. Ira Spector**

**Address: 610 Old York Rd.  
Suite 400  
Jenkintown, PA 19046**

**Phone: 267-584-1080**

**Fax: 215-886-0640**

**Email:**

**iraspector@sfatherapeutics.com**

**Website:**

**www.sfatherapeutics.com**

**Industry: Biotech/Pharma**

**Bank: Wells Fargo, NA**

**Law Firms: DLA Piper,**

**Wilson Sonsini**

**Patents: 8 issued, 40 pending;**

**Number of Employees: 8**

**Leadership Team:**

Dr. Ira Spector, CEO

Dr. Mark Feitelson, CSO

Dr. Alla Arzumanyan, CDO

Mr. James Kirwin, COO

Mr. Rob Dickey, CFO

Mr. Shawn O'Brien, Chairman

Dr. King Lee, VP Regulatory Affairs

Mr. Steven King, CMC

Mr. Rob Falconer, QC

**Amount of Financing Sought:**

**\$3.4M raised; \$600k remaining**

**Investors: 16, 2 lead investors**

**Use of Funds: Phase 2 Clinical Trial**

### Financial Projections (Unaudited): (for SFA002, our lead drug only)

	2021	2022	2023	2024	2025
Revenue (dollars thousands)	\$ (200)	\$ (400)	\$ 550	\$ 46,700	\$ 44,500
EBITA	\$ (200)	\$ (400)	\$ 550	\$ 46,700	\$ 44,500

**Value Proposition:** Single Pass has developed a patented electrocautery device that seals the tissue channel after solid organ biopsy procedures to prevent post procedure bleeding, Hematoma formation, and Hemorrhage. Use of the device improves the safety of biopsy procedures, reduces hospitalization times, and reduces procedural costs. The burden on the clinical staff is also reduced significantly as the typical patient observation time of several hours after each procedure is eliminated. Patients may go home immediately post procedure without the need to remain at the healthcare facility for several hours for monitoring.

**Company Background:** The company was co-founded by two world class Interventional Radiologists who perform hundreds of biopsy procedures each year yet did not have adequate clinical tools or techniques. They wanted to develop a solution by creating a simple device that would improve procedural safety for patients while giving clinicians total control over the procedure outcomes.

**Leadership Team:** The technical leadership team has a combined total of over one hundred years of Class II and Class III medical device design and development experience with several successful start-up exits. The team also holds over one hundred patents collectively and has previously raised over \$100M for other start-up companies.

**Products/Services:** The Single Pass electrocautery device is a single use, battery operated, disposable device. It has a unique probe design and temperature control feedback loop to precisely set and control the temperature at the probe tip to effectively cauterize tissue to control bleeding.

**Technologies/Special Know-How:** Single Pass currently has two issued patents protecting both the device apparatus and the procedure technique with other patents pending. There are no other existing electrocautery devices that have a probe shaped adequately for biopsy procedures so there is no direct electrocautery competition.

**Market:** Over four million biopsy procedures are performed every year worldwide and the market has a CAGR of 6% due to the improvement in imaging techniques and the desire for early detection and diagnosis. The Total Addressable Market is currently over \$1B and the device may also be beneficial in other surgical and cosmetic procedures where low cost and ease of use are desirable.

**Distribution Channels:** International and US based distribution companies will be utilized for the initial limited market release.

**Competition:** There are no direct electrocautery device competitors. Currently, physicians may attempt to apply certain clotting agents to control bleeding, but the effectiveness is inconsistent.

#### Financial Projections (Unaudited):

	2021	2022	2023	2024	2025
Revenue	0	\$1,240,613	\$9,824,401	\$26,708,481	\$54,347,441
EBIT (dollars in thousands)	(\$1,463,228)	(\$1,458,753)	\$3,475,095	\$10,222,090	\$27,759,945

#### Quick Facts

**Company Name:** Single Pass, Inc.

**Contact:** Bill Colone  
**Address:** 105 N. Pointe Dr.  
Lake Forest, CA 92630

**Phone:** +1-602-618-3377  
**Email:** bcolone@singlepass.co  
**Website:** www.singlepass.co

**Industry:** Medical Devices

**Bank:** Chase Bank

**Law Firm:** K&L Gates

**Patent Estate:** Patnstr

**Number of Employees:** 1

**Leadership Team:**

**CEO, Co-Founder:** Bill Colone  
**Co-Founder:** P Sunenshine, MD  
**Co-Founder:** Kevin Hirsch, MD  
**Co-Founder:** Dave Ferrara

**Amount of Financing Sought:** \$2M

**Current Investors:** TCA SD

**Use of Funds:** Regulatory approvals & Limited Market Release

# 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.



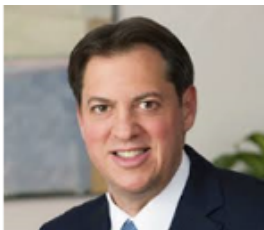
## **PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE**

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](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 [amillineshulmanrogers.com](mailto:amillineshulmanrogers.com).

# PARTNERS



## **LAUREN B. ZIEGLER, OF COUNSEL, NEMPHOS BRAUE, LLC**

Lauren B. Ziegler is Of Counsel at Nemphos Braue, where she represents startups, emerging and mature private companies, and investors in a variety of corporate, securities and business law matters. She regularly assists clients with mergers and acquisitions, capital raises and securities laws compliance, technology transactions, entity formation and governance, joint ventures, business structuring, and contract management and negotiation. She is a member of the Advisory Board of GEM (Girls' Empowerment Mission), and in 2019, was appointed by Governor Hogan to the Park Advisory Commission. She is also a recipient of The Daily Record's Leadership in Law Award.



## **NEMPHOS BRAUE, LLC**

Proven experts with a dedication to their clients and the law, Nemphos Braue attorneys are accomplished counselors in all areas of corporate law. They offer big firm experience, with boutique service, and focus on being strategic business partners to their clients. From venture capital, private equity and financing, to intellectual property, mergers, and acquisitions, Nemphos Braue is a different kind of law firm, supporting entrepreneurs, emerging and mature companies.



## **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 O'GRADY, COO, PARTNER, STELLAPOP**

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.



# PARTNERS



## **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. 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.



## **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.



## **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.



## **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.

# PARTNERS



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

Benjamin H. Wu is the President and CEO of MCEDC. 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.



## **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.



## **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

**FORMICIDAE**  
Empowering Business

GROW YOUR  
BUSINESS  
WITH US.

## FORMICIDAE

We take a consultancy-led approach in providing businesses the tools and resources they need to adapt and thrive in this technology driven world. We help small and medium-sized enterprises increase their revenue by improving their operations and maximizing their human and financial capital, all while lowering their operational expenses—enabling them to grow. It's our vision to see business owners get their time back to focus on what really matters. Our onshore and offshore capabilities help bridge the gap between entrepreneurs' visions and real-world results!



## DANI CANUBAS, FOUNDER, CEO, & PRESIDENT, FORMICIDAE

Dani Canubas is an accomplished visionary and entrepreneur. Throughout his career, Dani has demonstrated an unwavering curiosity about business, learning from successful entrepreneurs, and defining successful new business ventures as a result. He enjoys building something out of nothing. He recognizes that great teams are built by leveraging talent and empowering individuals to succeed without fear of failure on the path to success. An international businessman with expertise in rain-making, leadership, marketing, and distribution. Dani built a substantial royalty when working with a \$10B global distribution company where he and his team generated over \$150M in sales.

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



## 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).

# PARTNERS



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

The Maryland Tech Council Venture Mentoring Program (MTC VMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation while expanding financial and business opportunities for tech, cyber, and life science start-ups. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 45 ventures have enrolled & \$55.MM has been raised in capital & grants.



## **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.

## **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.

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.

# 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.



## **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.



## **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.



## **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.

## **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.



# PARTNERS

## 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.

## 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.

## RYAN & WETMORE, P.C.

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



# PARTNERS



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

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



## **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.

## ATTENDEES

### As of 01 27 22

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

Rob	Schumann	CEO & CTO	Blue Vigil
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Wendell	Brown	CEO	Climate Karma, Inc.
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Gil	Mott	CEO	Concentrx Pharmaceuticals
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Hans Erik	Henriksen	CEO	Epital Health
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Vinnu	Deshetty	General Manager	EVA - Virtual Conferences
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Matthew	Handel	CEO	ExpressCells
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Hilik	Harari	CEO	GaitBetter
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Kevin	Dougherty	Principal	Returnable Inc
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Ira	Spector	CEO	SFA Therapeutics
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Bill	Colone	CEO	Single Pass, Inc.
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ATTENDEES			
First Name	Last Name	Title	Company

Cooper	Abbott	Principal	Compound
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Matthew	Abenante	President	Strategic Investor Relations
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Tarek	Abousalem	Managing Partner	ElementOne Digital
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Idan	Abukassis	COO	GaitBetter
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Amro	Abuyasin	Product Manager	USEFUZE
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Sam	Adams	CEO	PogNFT
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Ezekiel	Adu	International Investor Relation	GRAWINDY Windagrotech Renewable Technologies
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Vanshika	Agarwal	VC Investor	VU Partners
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Ana	Aguilar	Investor	AC Ventures
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Dennis	Ahearn	High Technology Attorney	Law Office of Dennis Ahearn
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Rabia	Ahmed	Data Analyst	Edwards Lifesciences
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Raphael	Aidane	Director	Altice
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Izzatunisaa	Ainunhusna	CEO	Up Liv
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Mark	Ajamian	Director Investment Bank - Life Sciences	Bank of America
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Nelson T.	Ajulo	CEO & Founder	Zarttech
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Banu	Akgul	Co-Founder & CEO	ConectoHub
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Lyka Bianca	Aldemita	Executive Assistant	AEG
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Brian	Alexander	President - US	Omina Technologies
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Joseph	Alfred	CEO	Ally Power Inc.
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Adham	Ali	CEO	IMKAN CONSULTINCY
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Sally	Allain	Head, JLABS @ Washington, DC	Johnson & Johnson Innovation
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Jessica	Alliagbor	Entrepreneur	SurepayySpera Technology Ltd
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Moataz	Alobaid	Founder	Bankey
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Florence	Amate	President/CEO	Laisar Management Group, LLC
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Matt	Andelman	CEO & Co-founder	ABC FinTech
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William	Anderson	President and CEO	Generations Advisors
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Nida	Ansari	MD	THG Accelerator
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Margia	Arguello	Sr. Manager, Business Development	Maryland Department of Commerce
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Elif	Arsoy	Co-founder	Cravys
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Darrin	Atkin	Founder	
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Amit	Averytt	CEO	Green&CleanDC
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Kyle	Bader	Member	Robin Hood ventures
Bronwyn	Badgley	Investor	Perfect Balance Investments
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Mark	Bain	Director Business Development	ReCreation
Daniel	Baldino	CEO	Firebot Suppression
Riko	Ballin	Chief Executive	Ideas Crucible
Josh	Banardi	Investor	Robin Hood Ventures
Mark	Barnes	Owner	Harbor Designs & Manufacturing
Jon	Barry	President/CEO	Saltenna
Todd	Bassford	Owner/Principal	Lateral Solutions
Nuha	Batchelor	Partner	Cherry Bekaert LLP
Jay	Bazian	Director of Communications	XCINEX
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Jennifer	Gray	Founder	IAMenterprise Ltd
Craig	Green	Owner	TeamLogicIT of Reston
Richard	Greene	CEO	RGA Israel/U.S. Venture Funding
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Terry	Leach	Founder	Astrolytes
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Pete	McDonald	SVP, Startup Services	PacWest bank
Alexander	McElfish	Partner	Argent Strategies
Matt	Meador	Owner	
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Angie	O'Grady	Partner/COO	StellaPop
Anthony	Obi	Investor	Virginia Venture Partners
Michael	OGrady	CEO	StellaPop
Opeyemi	Ojo	Co-founder	Rent Ur Status (RUS) Limited
Abolaji	Omitogun	IR	Serial Ventures
Favour	Onabanjo	Director (business owner)	Talentsbrand Ltd
Chris	Osaka	President	TOMU
Shoichi	Osawa	Sr. Director	Sony
Landon	Otsuji	Installer	South County
Guc	Ozenci	Director   Co-Founder   Mentor	Founder Institute   Peoplise   Prisync   ShopUpStories
Banu	Ozkaya	Founder	Cravy's
Atilla	Oztürk	CEO	Grawindy Renewable Technologies JSC.
John	Parafinczuk	VP	FosterThomas
Jean-Luc	Park	Director	TEDCO
Daniel	Parra	Director of Business Diversity and Inclusion	MCEDC
Eshawn	Pascal	Investment Associate	Savano Capital
Kajal	Patel	Realtor	Eesha Realty
Dhaval	Patel	Director	Dasinfomedia INC
Mihir	Patel	Business Development	Prodigy Innovation
John	Paty	Principal	Geostrategic LLC
Kushtrim	Peci	Premium Investment Consultant	BOFA
Charles	Pelletier-Gagné	Senior Venture Scout	Funden
Joel	Pelo	Account Manager + Program Executive	e27
Steve	Pennington	VP, Technology and Innovation	Maryland Tech Council
Ken	Peterson	Director	Columbia Ventures Corporation
James	Pettit	Managing Director	PrimEquity
Kaylee	Philbrick	CEO	Exceptional Solutions
Matthew	Philistine	Business Mentor	NEPA Score
Brandon	Phillips	Benefits Advisor	FosterThomas, Inc.
Mali	Phonpadith	Founder and CEO	SOAR Community Network, LLC
Dr. Ulwyn	Pierre	Founder & CEO	Embracing Freedom Global
April	Pinch Keeler	President/CEO	MVLE, Inc
Tom	Pines	Co-Founder, CRO	Contentware
Caroline	Pinkney	Analyst	Mitsui Global Investment
Nalini	Pinto		Johns Hopkins University - Carey Business School
Zygmunt	Porada	Managing Partner	CGZ Holdings, LLC
Doug	Poretz	Principal	eighth round investments
Jeffery	Potvin	GP/Founder	SUPPORTERS FUND/OPN
Ashray	Prasad	Investor	TCP
Kevin	Price	Owner	
Markus	Proctor	Executive Director	Innovators of Progress

Michael	Proscia	Owner	PNP Consultants
Eric	Qian		
Abdu	Qodirov	Founder	Buzz Voice Inc
Rob	Quartel	Executive Chairman and Founder	NTELX
Richard	Rabbito	Director Generale	The Overseas Development and Finance Group
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David	Radin	CEO	Confirmed
Mercy	Radithupa	Global Business Director	G&G Capital
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Yog	Raj	Director	COSO
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Madhan	Rangaswamy	CTO	Du
Rachel	Rath	BARDA Alliance Director	Johnson & Johnson Innovation
Haftom	Redda	Senior Architect	Northtech
Joe	Reddix	President and CEO	The Reddix Group, LLC
Erna	Redzepagic	Program Coordinator	Halcyon
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James	Reed	Senior Managing Partner	Swan Venture Group
Kash	Rehman	CEO	Foodservice Contracting
Huilan	Ren	Scientist	Verve
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Joe	Robertson	CEO	Revenite.ai
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Michael	Ross	CEO-Emeritus	Euclid
Steve	Rowe	Founder	Buzz Voice Inc
Michael	Rowsom	Entrepreneur / Media and Marketing	AMW
Toni Lee	Rudnicki	Founder	TLR Consulting
Diego	Ruiz	CoFounder & CEO	Cabal
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Mike	Ryan	Chairman	Executive Impact Group & MGR Capital
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Darien	Salehy	CEO	Hangouts, Inc.
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Gerald	Scheinman	Insurance Advisor/Financial Services Professional	NY Life
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Sergios	Sergiou	Owner	North London Hardware and Software Support
Tim	Sexton	Founder, CEO	VolumeUp
Mario	Shaffer	Principal	Whitehorse Capital
Max	Shapiro	CEO	PeopleConnect



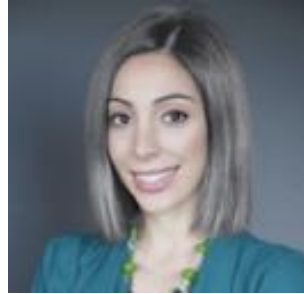
Deepak	Sharma	CEO	Anjay Venture Partners LLC
Yagya	Sharma		Hughes Systique
Malaika	Shell		UMD College Park
Connie	Sheng	Managing Director	Nautilus Venture Partners
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Scott	Shirley	CEO	Pledge It
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Yuvraj	Singh	Engineer	Aixplain
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Lee	Tabler	Consultant	Gulfstream
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Ramsay	Tanham	Analyst	MetroComm
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Swayam	Thacker	VP	GS
Jai	Thakor	Contract Researcher	Johns Hopkins
Kristin	Thomas	CEO, Founder	Marble Collective

Götz	Thümecke	Founder	BAG-Ventures
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Courtney	Walsh	Founder/CEO	Avisely
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Dong	Wang	CEO	Enrich Therapeutics Inc.
Fa	Wang	Software Engineer	Google
Mike	Watson	CEO	Miruminvest
David	Weaver	Chief Investment Officer	Great Lakes Angels Fund and Birmingham Angels
Joe	Weaver	CEO	Global Design Interactive
Arnold	Webster	CEO	CRISP LLC
Baden	Wehmeyer	Owner	BAKY Ventures
Barry	Weinbaum	Financial Services Professional	New York Life
Steven	Weiner	Software Engineer	JP Morgan
Laura	Wells	Founder & CEO	AwakeTeams
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Tommy	White	Director	American University Center for Innovation
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Simone	Wilkins	Founder	Rowah the app
Hallie	Williams	Franchise Broker	RightNextDoor
Will	Williams		
Hans	Winkler	Founder	Changing Attire
Rodney	Winmond	Chief Marketing Officer	Vero Security Solutions
Gary	Woolfson	President and CEO	SPH
Carl	Wooten	CEO/Founder	GivGo
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Ayeesha	Wunti	VC Investor	VU Venture Partners
Chris	Xie	Director	UCB
Yigang	Yang	Managing Partner	WaterStar Capital
Wayne	Yearwood	Creative Director	Dynamic Visions Graphix
Christy	Youk	International Business Investment Manager	Fairfax County Economic Development Authority
John	Yu	COO	Marinebio
Henri	Yuan	Venture Investor	VU Venture Partners
Juan	Zarco	Partner	SVVG Partners LLLP
Aubrey	Zhang	Investor	Fusion Fund
Aida	Zhilkibayeva	Founder	MyStylePass
Xufan	Zhu		Johns hopkins
Lauren	Ziegler	Of Counsel	Nemphos Braue LLC
Dwayne	Zimmerman	Founder & CTO	QuantumTek.ag
Raymond	Zoeller	Investor & Advisor	Kyto Technology and Life Science Inc.
John	Zuknick	Director Economic Development	Universities at Shady Grove
Nick	Zwierlein	Client Relationship Manager	Koffman Southern Tier Incubator

# THANK YOU TO OUR PREP TEAM



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CEO  
CirrusWorks



**LAURA HILL**  
General Partner  
Opus8 Pheonix Fund



**GEORGE HONDROS**  
Director, Business  
Development  
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**ALIYA HULSE**  
Founder & CEO  
MWM Systems



**MIKE LABRIOLA**  
Partner  
Wilson Sonsini  
Goodrich & Rosati



**INES LEBOW**  
CEO  
Enterprise  
Transformation Solutions



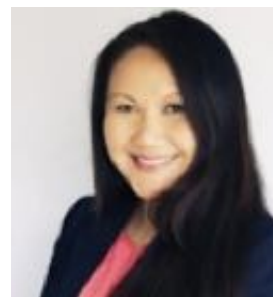
**MARISSA LEVIN**  
Founder & CEO  
Successful Culture  
International



**BOB LONDON**  
CEO, Founder & Chief  
Listener  
Chief Listening Officers



**JET LU**  
Customer Solutions  
Amazon Web Services  
Washington DC



**MALI PHONPADITH**  
Founder & CEO  
SOAR Community  
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**MIKE RIEMER**  
Entrepreneur  
inResidence  
ABJJ Digital + IIoT Labs

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[srallison@opus8.com](mailto:srallison@opus8.com)  
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## 2022 Calendar

<b>Feb. 24</b> 2022	<b>Mar. 31</b> 2022	<b>Apr. 28</b> 2022
<b>May 26</b> 2022	<b>June 30</b> 2022	<b>July 28</b> 2022
<b>Aug. 26</b> 2022	<b>Sept. 29</b> 2022	<b>Oct. 27</b> 2022
<b>Nov. 22</b> 2022	<b>Dec. 21</b> 2022	<b>Jan. 26</b> 2023



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How does the world view you? Your brand lets you stand out in a sea of flavors. Be bold. Be unique. Be more than the flavor of the day.  
**Be on point.**

Management + Creative

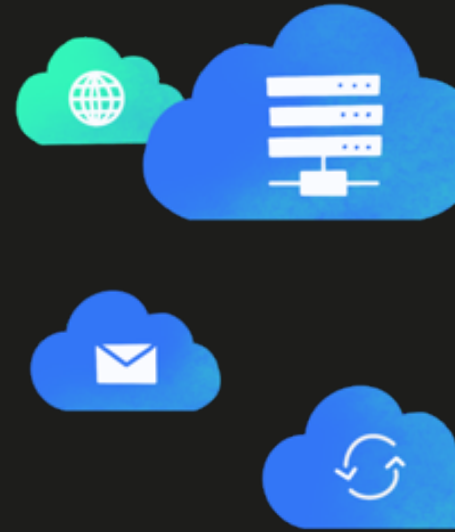
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## DevOps & Security

- + Migration
- + DevOps
- + CI/CD
- + Risk assessment & remediation



## Customer experience

- + Voice of customer
- + User research
- + Usability testing
- + World-class experience design



## Atlassian

- + Licensing
- + Tool configuration
- + Migration
- + Training and support



## Product strategy

- + Technology maturity audit
- + Learn product validation
- + Post-launch growth
- + Opportunity space analysis



## Agile software delivery

- + Architecture
- + Project management
- + Design
- + Full stack engineering
- + Testing & automation