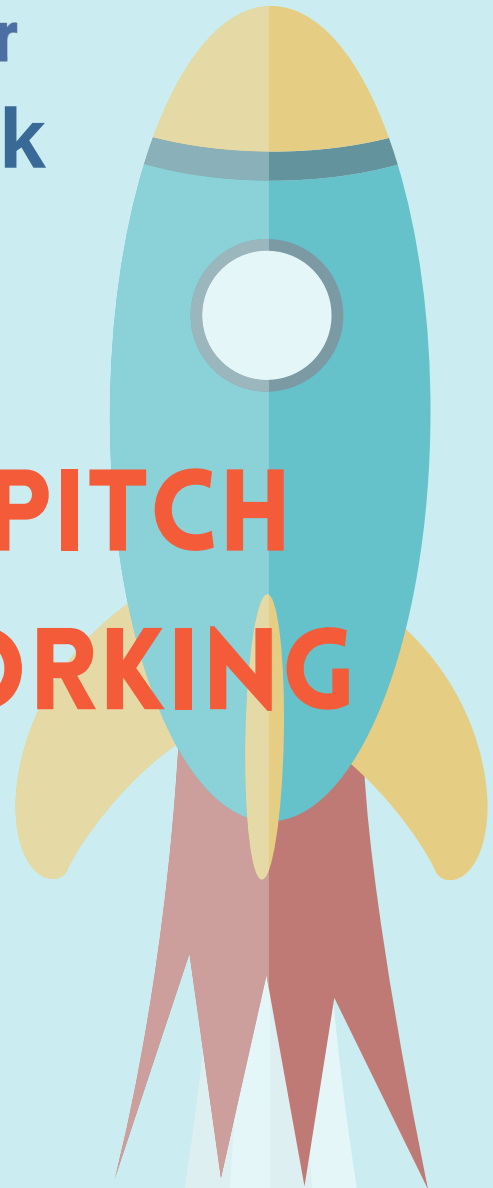


**Big Idea**  
**CONNECTpreneur**  
**Investor Network**

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

**June 30, 2022**  
**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**

**11:20-12:30pm | ROCKET PITCH SESSION Companies will be  
introduced by:**

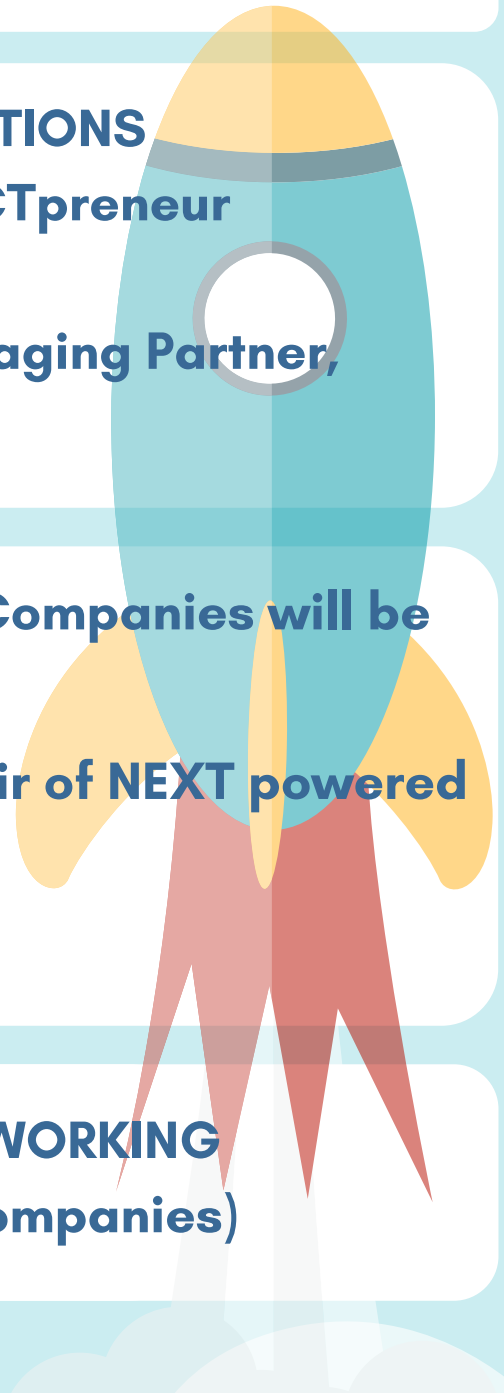
**- ANTHONY MILLIN, Founder and Co-Chair of NEXT powered  
by Shulman Rogers**

**- ANDY TUCKER, Partner, Nelson Mullins**

**12:30-1:00pm | BREAKOUT ROOMS & NETWORKING  
(Breakout rooms hosted by presenting companies)**

**June 30, 2022**

**CONNECTpreneur.org**



# PRESENTING COMPANIES

**Actasys** - Miles Flamenbaum

**Animal Concerts** - Colin Fitzpatrick

**CareWear Corp.** - Dr. Chris Castel

**Cravety** - Ed Bodensiek

**CRISPR QC** - Ross Bundy

**ExpressCells** - Matthew Handel

**Localvore** - Dan White

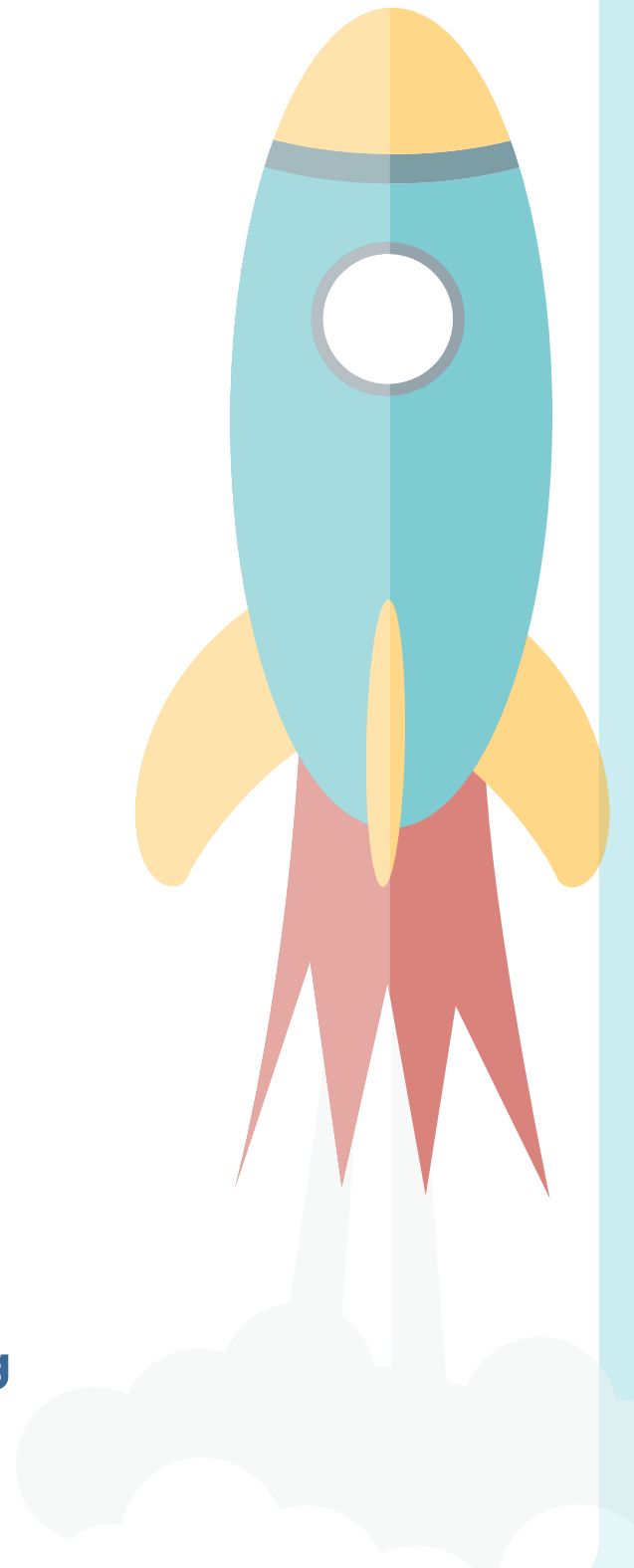
**P1ston, Inc.** - PJ Bellomo

**Quarrio Corp.** - KG Charles-Harris

**SafetySpect Inc.** - Thomas Burke

**Surgicure Technologies** - Irena King

**ZapStand** - Scott Johnson



# SPEAKERS



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

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

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



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

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

**Enable and maintain sensors under adverse conditions to support new products, systems and capabilities.**

**Company Background:** Actasys is a spin-out of Rensselaer Polytechnic Institute, and received development grants from NASA and NYSERDA. The Company participated in Drive TLV and Quantum Hub, leading mobility accelerators, and closed a Seed Round of \$5M in February 2020 led by Volvo Cars Tech Fund and Next Gear Ventures.

**Leadership Team:**

CEO – Miles Flamenbaum. Previously, Founder at SOMS Technologies.  
CTO, Co-Founder – David Menicovich, Ph.D. Previously candidate at The Center for Architecture Science and Ecology at Rensselaer Polytechnic Institute.

**Products/Services:** We are currently experiencing ‘sensorfication’ – the massive deployment of sensors to support new and increasingly autonomous systems for our vehicles, homes, cities, roads, manufacturing, and agriculture. However, when these sensors are exposed to weather, they lose perception and fail to capture sufficient data to support function. This is a threat to safety and return on industry investment. Enabling sensors requires a wholistic approach – to clean, maintain, diagnose and calibrate. The Actasys solution is called ActaJet™, an electronically controlled array of actuator cartridges that generate a strong jet of air. The system has two key advantages over existing solutions. First, it is not mechanical (no pump, fan, or compressor) with a small form factor and high efficiency. Second, using software and data, it has the capability to support maintenance, diagnostics, and calibration. The system meets industry requirements for cleaning and meets industry needs by addressing the entire sensor lifecycle.

**Technologies/Special Know-How:** ActaJet is based on the concept of a synthetic jet actuator, which has been used in aerospace applications in the past. However, the design, composition and construction of the ActaJet actuator is unique. It is both patent protected and is able to achieve air jet speeds far in excess of anything previously developed. The application of the core technology is also the subject of patents, including sensor cleaning and the cooling of electronic components. Further, Actasys has developed unique proprietary electronics and software for the operation of the system, creating an additional barrier to competition.

**Market:** The primary market is the automotive sector with a projected 860M vehicles through 2030, reaching a \$160B total market. Other applications include agriculture, mining, smart cities, and military, with a TAM of \$126B. Actasys receives revenue from the sale of actuators, royalties from licensing the software and electronics, and recurring revenues from annual fees for services such as diagnostics, calibration and maintenance.

**Distribution Channels:** Sales are mainly through partnerships, primarily with Tier-1s, due to integration and production requirements. Actasys also has lower volume opportunities in its pipeline that can go to market H2 2023 where the company can sell directly to OEMs.

**Competition:** Main competitors are Tier-1s such as Continental, Bosch, Valeo, and dlhBOWLES. The sensor cleaning market is a relatively new market but with a rapidly growing number of vehicles with L2 assisted driving (ADAS) and above. However, the competitors rely on mechanical systems (compressors, pumps, and fans) which cannot meet requirements and do not have capabilities for diagnostics, maintenance and calibration. ActaJet meets requirements, is competitively priced, and is less costly and more efficient over the product lifecycle. Several competitors are becoming partners to utilize the competitive advantages of the ActaJet system.

**Quick Facts****Company Name:** Actasys**Contact:** Miles Flamenbaum, CEO**Address:** 38 Waverly Avenue, Brooklyn, NY 11205 USA**Phone:** +1 877-722-8279**Email:** miles.flamenbaum@actasysinc.com**Website:** www.actasysinc.com**Industry:** Automotive, Industrial**Domain:** Sensor cleaning, vision system management**Bank:** First Republic Bank**Law Firm:** DLA Piper**Patent Estate:** 1 issued patent, 2 in national phase, 3 applications.**Number of Employees:** 21**Leadership Team:****CEO – Miles Flamenbaum, JD**  
**CTO, Co-Founder – David Menicovich, Ph.D.****Amount of Financing Sought:** \$5M**Current Investors:** Volvo Cars Tech Fund & Next Gear Ventures**Use of Funds:** Commercial milestones, prepare for product sales H2 2023.**Auditor:** n/a**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
<b>Revenue</b>	\$395,000	\$2,250,000	\$5,816,067	\$34,388,952	\$154,093,431
<b>EBIT</b>	(\$3,378,909)	(\$8,042,346)	(\$15,775,436)	(\$10,123,473)	\$33,800,975



Value Proposition

With music revenues declining, fans starved for interaction with their favorite bands, and artists having less control than ever of their own music - we are democratizing concerts by bringing them to online to everyone around the world. We provide new revenues and greater control to artists, but giving them the power back. Changing the game by purchasing IP for the Web 3 rights of music catalogues – we are redefining concerts and entertainment via the new world of Metaverse and Digital Assets

Company Background:

We are building the Next Generation of Live Events in the Metaverse by revolutionizing the music industry for fans and artists worldwide: delivering unique, physical concerts with A-list artists, collaborating on NFT drops, live streaming in the Metaverse, and tokenizing that entire experience! Already working with Alicia Keys and Snoop Dogg with dozens more A list artists in the pipeline!

Leadership Team: List senior management and prior experience.

Colin Fitzpatrick CEO – 20 years in Tech – Oracle, Salesforce, HubSpot
Tom Fanning: 25 years making music videos for Britney, Beyonce, Shakira
Brian Massie: Owns large events & concert booking agency Capture Studios
Bernard Alexander: 32 years in Music, discovered Akon, 50 Cent & Fugees
Matthew Gavin: 25 Years booking A-list talent for events & Concerts

Products/Services:

We have a simple app that lets anyone easily buy a ticket with a credit card, watch a concert, purchase digital assets, and a wallet for NFT’s and other cryptocurrencies. It will be THE Wallet and hub for all things music and entertainment

Technologies/Special Know-How:

We have the tech to live stream any concerts in real-time online and into the metaverse – gamifying and monetizing the entire experience. We purchase the IP to music like Hard Working Man by Billy Ray Cyrus and Snoop Dogg, giving us a true partnership with the artist, and royalties in perpetuity

Market:

Online Streaming was \$29bn 2021, NFT’s are \$42bn in 2022 so far. Metaverse will be 13 Trillion by 2030. We generate revenues selling concerts tickets to millions, Digital assets, Sponsorship & Advertising. Also, Traditional streaming sales, and the fees from exchanging cryptos in our wallet.

Distribution Channels: Concerts via our App & Website, NFT’s via Crupto.com, Binance and OpenSea. Traditional streaming via Netflix & Hulu.

Competition:

Ceek, Wave, Audius, Royal, - there are several doing small parts of what we do, but no one offering the full end to end solution for artists to enter the world of Web 3 – with ownership rights of the music and partnering with A-List artists

Quick Facts

Company Name: Animal Concerts

Contact: Colin Fitzpatrick

Phone: +971552036176

Email: ceo@animalconcerts.com

Website: www.animalconcerts.com

Industry: Entertainment/Crypto

Bank: US Bank

Law Firm: Steptoe

Number of Employees: 12

Leadership Team:

Over 100 years’ experience in the Music & Entertainment industry – booking acts & hosting large events. Seasoned Executives from Technology Blockchain, Finance & Media.

Amount of Financing Sought: \$10m

Current Investors: Sheesha Finance, Master Ventures,

Use of Funds:

Securing A-List Contracts
Building Technology Platform
Scaling the team

Financial Projections (Unaudited):

Table with 5 columns: Revenue, 2022 (\$8m), 2023 (\$53m), 2024 (\$92m), 2025 (\$135m)



# CareWear®

## Wearable Therapeutics



Industry/Domain	Medical Devices-Disposables, Wearables, Digital Health
Address	1225 Financial Blvd Reno, NV 89502
Website	<a href="http://www.carewear.net/">http://www.carewear.net/</a>
Patent Estate	65+ Issued Patents, 8 families, Global. Utility and Method
Number of Employees	12
CEO	Dr. Chris Castel – <a href="mailto:ccastel@carewear.net">ccastel@carewear.net</a>
Regulatory Status	FDA class II medical device, Class IIa CE, Approved Health Canada and Australia TGA.

### Company Background

CareWear is an American Medical Device manufacturer located in Reno Nevada. We develop and market wearable therapeutic technology using printed blue and red light, ultrasonics and neurostimulation on highly flexible substrates for the treatment of multiple medical indications.

### Compelling Products and Value Proposition

Our devices are used in the treatment of chronic and acute pain and soft tissue injury in arthritic joints, tendon, muscle, ligaments & post-op recovery. Our platform includes anti-aging & Acne, bacterial and viral kill including Coronavirus, and MRSA for wearable and decontamination applications. Our Digital Health App-Cloud environment was developed for Remote Therapeutic Monitoring (RTM) addressing post-acute and chronic treatment in Home-Health care.

### Key Markets

#### Pain Relief & Soft Tissue Injury

**Size:** \$75B (Cost of physical rehabilitation & post-surgical care)

**Traction:** 3500 CareWear kits being used in the field by Pro Sports.

**Distribution:** Direct, Enterprise, International Distribution, OEM.

**Carewear Advantage:** effective, easy-to-use, Non Pharma Solution for Pain, Soft tissue injury and recovery.

#### Acne & Antiaging

**Size:** \$23B – Pharma - Cosmetic based

**Traction:** FDA clearance, completing Acne trials and light Patch dev.

**Distribution:** Domestic and International Distributors., Strategic Partnership

**CareWear Advantage:** Significant, cost-effective improvement in outcomes,

### Unique, Experienced Leadership Team

**Dr. Chris Castel, PhD** | Co-founder, CEO & Director  
 ▶ Veteran leader with strong medical technology background: Ph.D. in Physical Medicine and Rehabilitation. More than 85 issued patents. Expert in Reimbursement and Regulatory affairs. Developed numerous patented medical technologies.

**Dr. Kosta Arger, MD**  
 Chief Medical Officer  
 ▶ Cardiologist with broad commercial and clinical experience.

**Tony Wei, MS**  
 VP Engineering & CIO  
 ▶ Extensive FDA, CE, Software, Firmware and Hardware development expertise.

**Dawn Castel, PT, AA**  
 Co-founder, VP Clinical Education & Design & Director  
 ▶ Extensive development of clinical protocols, clinical educator and responsible for CareWear product design

**Gary Viles, MS**  
 Chief Sales Officer  
 ▶ Dedicated career in neuro rehabilitation and pain management with extensive background from Medtronic, J&J, Bioness and Innovative Neurotronics (A Hanger Subsidiary)

**Trevor St. Baker, AO**  
 Director  
 ▶ Chairman and Founder St Baker Energy Fund. Shares the position with Rodger Whitby CEO St Baker Energy Fund

### Investment Details

- Raised \$13.5M to date from principal's Family Offices
- Simple Cap Table – Flexible Deal Terms
- Offering Bridge Convertible / \$10M investment round
- Principals will consider additional investment in the round
- Carewear is projecting revenues of \$30M with EBITDA of \$11.8M by 2026 in first growth phase following funding
- Dr. Castel Co-founded and exited his last medical device company Accelerated Care Plus for \$155M to Hanger Inc.
- Platform investment with multiple exit opportunities



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

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**crävety**

**Management:**

*Edwin Bodensiek, CEO  
JG Staal, President & Chief Product Officer  
Kristian Bouw, Chief Technology Officer*

**Industry:** Software

**Number of Employees:** #7

**Bank:** Bank of America

**Auditor:** Pilot

**Law Firm:** Nemphos Braue

**Amount of Financing Sought:**  
\$2M (convertible note; 3 yrs. 8%)

**Current Investors:** (Amt. Invested)  
*Notion Theory, \$266k  
Rachael Mahoney, \$100k  
Richard Campbell, \$50k*

**Use of Funds:** Marketing/channel partner enablement for sales; R&D for product development



ActionLogics Customer #1

**EXECUTIVE SUMMARY OF INVESTMENT OPPORTUNITY**

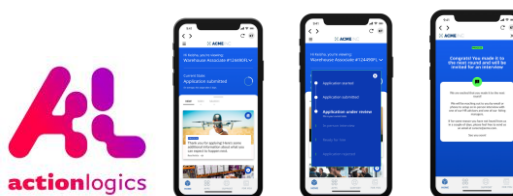
Contact: Edwin Bodensiek, CEO/Co-Founder  
9520 Berger Road., Suite 212, Columbia, Md. 21046  
**Phone:** 202-550-6903, [ed@cravety.com](mailto:ed@cravety.com), [www.cravety.com](http://www.cravety.com)

**Business Description:** Cravety is rapidly gaining traction in the HR technology market with a SaaS-based product called ActionLogics. Cravety secured reseller partners Dell Technologies and Insight. It established a solution partnership deal with VMware and was named to the Partner Technical Advisory Board. In Dec. 2021, Cravety sold [ActionLogics](#) to FedEx Express for \$1.4M. Two expansions are currently planned, with Cravety expecting to grow the account to \$10M+ per year by the end of 2023, with pipeline building in other verticals.

**Company Background:** Cravety began to develop ActionLogics in March 2020. Prior to this, Cravety generated nearly \$500k in consulting fees and in sales from an early prototype product in behavioral science analytics.

**Management:** Cravety was founded by proven innovators in the fast-growing industry of customer experience and HR technology. The management team has worked for E&Y, Deloitte, Microsoft, Select Medical, Johns Hopkins University, and the Fulbright Scholar Program. Two partners enjoyed successful exits from start-ups.

**Products/Services:** ActionLogics solves for excessive employee turnover and candidate “ghosting.” ActionLogics is designed for HR (not IT) to manage. It enables HR to deliver a mobile application directly to talent and candidates. ActionLogics easily integrates into customers’ existing HRIS solutions like Workday and ATS solutions such as iCIMS or Taleo, as well as other data-driven systems such as CRMs or Learning and Development platforms or procurement solutions, all to create a compelling digital experience. ActionLogics uses VMware’s Workspace ONE Intelligent Hub for security and Okta/Auth0 for identity management.



**Market:**

The U.S. human resource (HR) technology market is expected to grow from \$24.04 billion USD to USD 35.68 billion by 2028. Integrating emerging technologies such as Artificial Intelligence (AI) and Machine Learning (ML) with HCM software has emerged as one of the strongest areas of interest to HR tech buyers.

**Distribution Channels:** Direct channel partners VMware, Dell Technologies, Insight.

**Competition:** Applicant Tracking Systems such as ICIMS, Avanture, and Lever use passive models to engage candidates, often resorting to drip campaigns. ActionLogics integrates with these systems as well as the robust Human Resources Information Systems (HRIS) solutions (such as Workday) to learn from user behavior. Through machine learning and game design, the system then delivers personalized content for each individual on their mobile devices. Unlike competition, ActionLogics will also integrate with systems such as Kronos for hourly workers to manage shifts.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
<b>Revenue:</b>	<b>\$1.4M</b>	<b>\$6M</b>	<b>\$17M</b>	<b>\$55M</b>	<b>\$138M</b>



**Value Proposition**

**Company Background:** *CRISPR is a Nobel prize winning technology with the potential to cure previously incurable diseases but used incorrectly can introduce genetic mutations in a patient causing severe illness. CRISPR QC bring a new form of insight to CRISPR and will become the standard by which gene editing therapies like CRISPR are measured ensuring safety and efficacy.*

**Leadership Team:**

*Ross Bundy, President – Founder former CEO Cardea Bio  
 Dr. Kiana Aran, Board Member - inventor of technology  
 Dr. Paul Grint, Board Member - CEO of 2 pharma companies, former Board Member Illumina and 3 other biotech companies, Head of Pfizer Global R&D  
 Ken Dickerson, Sales – Sales, Biacore, Roche, ACEA,  
 Zack Raborn, Ops – Bus. Dev, Cardea*

**Products/Services:** *CRISPR QC delivers new scientific insights to help companies develop and optimize gene editing outcomes. This is provided through services, hardware tools, and data analytics all powered by the Cardea BPU technology.*

**Technologies/Special Know-How:** *The Cardea BPU technology is exclusively licensed to CRISPR QC to optimize CRISPR gene editing assays. The BPU is protected by over 30 issued patents and over 20 in application, and all are licensed to Cardea. The BPU is the only known technology that can measure the interaction of protein complexes like CRISPR as they interact with DNA and RNA.*

**Market:** *We have two markets. The CRISPR R&D Market is approx. \$1B with a 40% CAGR. As CRISPR becomes a therapy in the next few years, the therapeutic potential opens up to cure rare diseases. The rare disease therapeutic market is around \$180B with 12% CAGR. As an optimization service, our addressable part of that market is about 10%, or \$18B with 12% CAGR.*

**Distribution Channels:** *We sell through direct sales, as our process is intended to be collaborative. Through the direct sales model, we build relationships with the companies and eventually partnerships, so we are well positioned to support them as they move to the clinic.*

**Competition:** *There is no technology that can provide a capability like CRISPR QC, so competition comes in the form of alternative methods that do not provide as much insight, such as sequencing. Some companies combine traditional PCR methods and either cell assays (Synthego) or protein expression (COBO), but these cannot provide direct information on the results of an assay design nor how it changes when conditions are altered. They only report results but do not provide insight on how to optimize.*

**Quick Facts**  
**Company Name: CRISPR QC, Inc.**

**Contact: Ross Bundy**

**Address: 8949 Kenamar Dr. #101  
 San Diego, CA 92121**

**Phone: 858-444-0037  
 Email: rbundy@crisprqc.com  
 Website: www.crisprqc.com**

**Industry: Life Science, Healthcare**

**Domain: Healthcare  
 Analytics/Services**

**Bank: JP Morgan Chase**

**Law Firm: Diamon Law**

**Patent Estate:**

**Number of Employees: 6**

**Leadership Team:**  
**Ross Bundy, President**  
**Ken Dickerson, Sales**  
**Zack Raborn, Operations**  
**Dr. Kiana Aran, Board Member**  
**Dr. Paul Grint, Board Member**

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

**Current Investors**  
 Serra Ventures  
 Angels  
 Cardea Bio

**Use of Funds: Commercial and  
 Operations scale, broad launch of  
 product**

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	\$80	\$600	\$1,400	\$5,000	\$25,000
EBIT (dollars in thousands)	(\$1,435)	(\$2,350)	(\$2,105)	\$800	\$7,000



## ***ExpressCells is a rarity: a biotech company that has customers and generates revenue***

**Pain:** Customers need cell lines for drug development, basic biology, safety testing, and to produce biologic therapeutics. These cells must be precise to pass FDA review and delivered quickly. Current technologies fail to produce knock-ins (cells with genes inserted) that meet this standard. They take months to deliver, have limited number of edits, and often have off-target effects.

**Solution:** Our FAST-HDR plasmid (small bit of DNA), used with CRISPR, addresses all of these problems. We can precisely knock in multiple genes, do other types of genetic modifications, and deliver them months faster than our competition.

### **Basic Details:**

Founded In: 2018 # Of Employees: 10

### **Funding History and Deal Terms:**

Total Raised to Date: \$1,800,000

Total Seeking: \$3,000,000

Committed Funds: \$1,463,000

Valuation: \$10,000,000

Type of Financing: Series B Preferred Equity

### **Use of funds:**

Scale up by expanding promotion, opening new production facility, and broadening our product offerings to generate annual fees and royalties

### **Financials:**

Burn Rate: \$90,000/month

Cumulative Revenue: \$600,000

Cash Flow Positive Target: EOY 2022

### **Market Size:**

Total accessible market: \$600m

Expected growth: >300% through 2028

Estimated Reach: 5% by 2026

### **3-Year Revenue Forecast:**

Year 1 (2022): \$2m

Year 2 (2023): \$8m

Year 3 (2024): \$15m

### **Team:**

**Matt Handel, CEO & Co-Founder:** 30 years in life sciences, commercial at Merck & Shire, licensing & acquisitions at Shire. Founder of two therapeutics companies prior to ExpressCells.

**Oscar Perez Leal, MD, Scientific Advisor & Co-Founder:** Professor at Temple University School of Pharmacy, inventor on four patents, previously founded Recensa Therapeutics with Matt Handel.

**Shamim Naghdi, PhD, Scientific Director:** Runs production. Previously at University of Graz and research faculty at Jefferson University.

**Connie Davies, Controller:** previously at Shire. Worked with multiple companies.

**Rob Hart, PhD, Operations:** CTO/CEO, Halo Labs

### **Contact Us:**

Phone: +1 (484) 483-6759

Website: [xpresscells.com](http://xpresscells.com)

Email: [mhandel@xpresscells.com](mailto:mhandel@xpresscells.com)

### **Advanced Technology**

Our patented plasmid system, used with CRISPR, delivers genes into mammalian cells by tricking the cell's genetic repair mechanism into inserting new DNA. We then use antibiotics to kill off non-edited cells. These cells can be tagged (bioluminescent or fluorescent proteins that allow visual experiments), include genetic point mutations, or overexpress targeted proteins. Can do multiple edits in each cell. We provide both custom and catalog cell lines.

### **Defendable IP**

One issued US patent on plasmid; creates genetic signature for any cells made using FAST-HDR. 11 additional claims under review at USPTO. Pending patents in Europe, Japan, Korea, India, China, Israel, and Canada. Additional trade secrets around process. All employees must sign CDA's to protect these trade secrets.

### **Proven Business Model**

B2B approach. Custom cell lines sell at \$15-50k each; average is \$25k. Targeting industry, both small biotechs and big pharma. Biotechs buy 1-2 cell lines per contract, big pharma 1-10. Sales cycle is 1-3 months for biotech, 2-8 months for big pharma. 18% of customers so far have repeat orders. Catalog items sell for \$2-8k. Sales cycle of 1-4 weeks. 35 customers to date.

### **Go-To-Market Strategy**

Multi-channel strategy: (1) account management through manufacturers' representatives and internal sales team, (2) strong online presence, including search engine optimization, targeted advertising, and e-commerce site, and (3) distributors who already provide off-the-shelf cell lines & lab supplies.

### **Better than the 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. They have their own off-the-shelf cell lines and often use smaller companies as OEM for custom work.

### **Milestones**

9/2018: Closed Series A first tranche  
7/2019: Opened lab  
7/2020: First commercial sale  
12/2020: Won 2 venture competitions

1/2021: First patent  
11/2021: Surpassed 30 customers  
12/2021: Japanese distribution agreement

### **Exit Strategy**

Targeting competitors, distributors, and companies in adjacent spaces (e.g., synthetic biology). Envision exit in 2-5 years. Targeting \$30 million or higher (10-12x total investment) based on comparable companies.



### Value Proposition

*Localvore is a technology company that connects food-insecure consumers to local restaurants to end hunger and strengthen communities. The company generates revenue from state government programs and agencies who pay Localvore to connect people in need to fresh local food and they are administratively less expensive at scale than traditional forms of food distribution to food-insecure communities.*

**Company Background:** *During the pandemic, Localvore has facilitated more than 800,000 meals for over 20,000 Vermonters and their households from over 100 restaurant partners statewide and has processed payments of over \$8 million to those small businesses for the state of Vermont's restaurant support and food-insecurity program called Vermont Everyone Eats.*

**Leadership Team:** ***Dan White – Co-founder and CEO:** 10 years+ years in the hyperlocal technology and marketing industry, **Michael Nedell – Co-founder & COO:** 20+ years in digital marketing, website development, product management, and restaurant industry experience. **Gage Griffing: CRO & Investor:** 10+ years in sales, marketing, and investing in consumer technology and food systems startups.*

**Products/Services:** *Localvore is a two-sided marketplace app connects food-insecure consumers to local restaurants to help end hunger. The company generates revenue from state government programs and agencies who pay Localvore to connect people in need to fresh local food and they are administratively less expensive at scale for government and non-profit agencies than traditional forms of food distribution to food-insecure communities.*

**Technologies/Special Know-How:** *Our specialty is connecting consumers to restaurants and local businesses with our two-sided marketplace mobile app and digital voucher system. (Describe Technology)*

**Market:** *There are 40 million Americans suffering from food-insecurity today and that number is expected to grow. Federal and State governments and nonprofits will spend hundreds of billions of dollars in the coming years on solving this crisis.*

**Distribution Channels:** *State and Federal Government Agencies and Non-Profits fighting the war on hunger.*

**Competition:** *Localvore has traditional technology competition like Groupon, Yelp, Doordash, and others in hyperlocal commerce, but they don't focus on serving the 40 million Americans experiencing hunger. Localvore also has competition with non-profits that are expensive and not built for scale, and for-profits like Goodr, but neither have proven out a partnership for a statewide program at scale. The USDA is paying attention to Vermont Everyone Eats, and Localvore is a part of the program's toolkit to replicate this in any state and community nationwide.*

**Quick Facts**

**Company Name:** Localvore

**Contact:** Dan White  
<https://www.linkedin.com/in/localvoretoday/>  
 (224) 420-1051

**Website:** [www.localvore.co](http://www.localvore.co)

**Industry:** Food Tech

**Domain:** Two-sided marketplace

**Bank:** People's Bank (M&T)

**Law Firm:** Moulton Law

**Number of Employees:** 4

**Leadership Team:**

- Dan White  
Co-Founder/CEO  
[dan@localvore.co](mailto:dan@localvore.co)
- Michael Nedell  
Co-Founder/COO  
[michael@localvore.co](mailto:michael@localvore.co)

**Amount of Financing Sought:** \$890k

**Current Investors:** \$3M  
\$50k raised in StartEngine round

**Use of Funds:** Technology improvements to app, hire sales, and marketing.

### Financial Projections (Unaudited):

	2020	2021	2022	2023	2024
Revenue	\$71,800	\$387,636	\$ 666,428	\$2,755,258	\$29,597,049

**COMPANY**

P1ston, Inc.

 414 Union Street  
 Schenectady, NY 12305

[P1ston.com](http://P1ston.com)
**CONTACT**

 PJ Bellomo  
 Co-founder & CEO  
 +1.480.703.0597  
[pj@p1ston.com](mailto:pj@p1ston.com)
**STARTUP TYPE**

- B2B supply chain software
- SaaS

**FOCUS INDUSTRIES**

Manufacturing and distribution

**STAGE**

- Product launched
- Booking revenue

**PRIOR FUNDING**

- \$727k strategic
- \$413k angels & management

**CURRENT FUNDING ROUND**

Pre-seed

**RAISE AMOUNT**

\$ 750k

**USE OF FUNDS**

- Expand sales and marketing
- Implement customers
- Ongoing product expansion

**FOUNDED**

2020

**ENTITY TYPE**

Delaware C corp

**LAWYER**

Phillips Lytle

**BANK**

Bank of America

**ACCOUNTANT**

Lutz, Selig &amp; Zeronda

**SUMMARY**

P1ston delivers supply chain visibility and efficiency to small- and medium-sized industrial manufacturers and distributors by digitizing customer-vendor workflows.

**ORIGIN STORY**

In 2017, entrepreneur David Dussault, CEO and majority owner of Package One Industries, an Upstate NY contract manufacturer, engaged a software development firm to build a platform to solve unwieldy supply chain issues impacting his production efficiency and on-time delivery. Two years later, in Q3 2019, David declared the project a failure and scrapped 100% of the code.

At about the same time, David met PJ Bellomo, a successful and seasoned technology startup veteran. By December of 2019, they agreed to attack the problem again, this time together, and with David as a strategic investor of a standalone SaaS company. P1ston was born in 2020.

**PROBLEM**

In the B2B industrial space, system-to-system electronic workflows, i.e., ERP-to-ERP, are limited almost exclusively to big companies. For workflows that involve small-to-big, big-to-small, and small-to-small trading partners, the tools used are telephone and email (along with PDF and spreadsheet attachments). Examples of customer-vendor workflows include lead time updates, ordering, invoice-remittance, POS reporting, channel inventory reporting, and vendor scorecards.

The offline toolsets require time-consuming manual tasks that introduce errors and increase costs. Up-to-the minute data are inherently absent, making real-time status unavailable. Data are lost or buried, making performance measurement and improvement nearly impossible.

**SOLUTION**

P1ston integrates with and supplements ERPs, replacing the phone-email-spreadsheet chaos. We automate customer-vendor workflows, increasing visibility and lowering costs.

**MARKET**

We serve industrial B2B supply chains, with an initial focus on 70,000 small- to medium-sized US manufacturers and distributors. Our market entry point is low volume, high mix manufacturing. There is a bottom-up estimated \$3.4B TAM for supply chain apps that address this problem, with significant unsized adjacent opportunities.

**GO-TO-MARKET**

To create a beachhead as well as a cost and speed advantage, we are following a prior playbook by targeting customers using ERPs tailored to our target SMB industrial firms. Those ERPs include EstiTrack, QuickBooks, Made2Manage, CloudSuite Industrial, Sage, NetSuite, and Epicor. As an example, after integrating with EstiTrack, we signed a partnership with its publisher, Henning Software. In June 2022 we launched a marketing campaign to EstiTrack users, immediately generating leads. In July, with our messaging honed and target customers understood, we will hire our first sales rep.

**TEAM**

We assembled an experienced operating team, supplemented by active advisors who meet with our CEO weekly. Collectively, the team brings over 150 years' experience, with a 50-50 split between technology startups and manufacturing. [Co-founder and CEO, PJ Bellomo](#), leading his fourth startup, has one exit. [CTO Kevin Felichko](#), who first worked with PJ 10 years ago, has a separate exit. Collectively, between management and advisors, the team has nine exits.

**COMPETITION**

ERP companies and big incumbent supply chain software providers have failed to offer practical solutions to address customer-vendor workflow automation. Three other startups entered this arena in the 2013 - 2018 timeframe. SourceDay, most notable among the three, has raised over \$60M in VC to support its focus on large and very large B2B industrial companies.

**PROJECTIONS**

000s	2022	2023	2024	2025	2026
New Bookings	\$ 94	\$ 1,173	\$ 3,401	\$ 6,285	\$ 12,938
Recognized Revenue	31	577	3,024	7,711	17,435



## QUARRIO CORPORATION

**Founded:** 2013

**Funding raised:** \$5 million

**Stage:** Product in sale

### Strong Customer Traction

Quarrio completed POCs with SAP and Salesforce, and is generating initial sales with OEM partners (data vendors and SaaS companies).

The company is a recipient of Software & Information Industry Association's "Best Overall" and "Most Disruptive" for Big Data awards. Quarrio was selected for [Unreasonable Fellowship](#), and by 44 financial institutions to join the [FinTech Innovation Lab](#).

Quarrio is raising capital for customer onboarding and feature expansion.

### Exceptional Team

Quarrio has a stellar team of artificial intelligence experts and a proven management team:

- **CEO – KG Charles-Harris:** Multi-time founder who built and sold EMANIO and GenoMar. Awarded Global Entrepreneur of the Year by the United Nations.
- **Chief Scientist – Dr. Earl Sacerdoti:** Co-founded Symantec and American Association of Artificial Intelligence, fmr Director, Artificial Intelligence for SRI (Stanford Research Institute).
- **Information Architect – Jim Cates:** Former Global Head of R&D (software) for IBM, incl. leading teams that created Standard Query Language (SQL), IBM DB2 and the underlying technologies for the Watson Group. After IBM he was CIO for Silicon Graphics, Brocade Communications, Synopsys, Altera.

### The Product

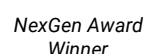
Quarrio developed a unique symbolic system based semantic NLP technology, and we are creating composite AI to leverage advantages from probabilistic and neurosymbolic models on the way to true human-machine collaboration. Quarrio's first product democratizes access to information from complex data sources, by allowing users to turn data into useful information simply by asking a question in plain English. Quarrio leverages the power of advanced AI to translate human language into machine logic, to compute accurate answers instantly, auto visualize answers as applicable, and enhance information and knowledge management for organizations.

It has broad applications for finance, healthcare, and other vertical markets and industries that leverage the use of data, and tools like Oracle, SAP, Salesforce, Microsoft, etc. Organizations across the globe are engaging with Quarrio.

The intellectual property is protected by patent applications and trade secrets.

### Competition

Quarrio is the leader in its space and is the only vendor with a product in market. Competitors Adept.ai and Inflection.ai have (by their own statements) years of development before being ready to launch into the market.





**Company Background:** *What we do: Multi-mode Sensing Platforms with AI Data Analytics for Sanitation Inspection & Disinfection:* SafetySpect has developed products under the CSI brand for an advanced optical sensing solution to breakthrough current practices in sanitization assessment, and proprietary compliance under FSMA. CSI technology started from substantial collaboration between the USDA and the US Army research laboratories to inspect kitchen facilities and safeguard our soldiers from foreign contamination threats. SafetySpect has exclusively licensed this patented technology. We further enhanced both the hardware and software to bring to the commercial marketplace.

**Leadership Team:** *Kenneth Barton, CEO*, seasoned business professional in the technology sector, specializing in growing new companies from concept to commercialization; *Thomas Burke, CFO*, investment banker, and principal finance expert with major financial institutions; *Fartash Vasefi, CTO*, Principal Investigator in multiple funded grants from USDA, NOAA, etc. with optical imaging, spectroscopy, machine learning, and hardware expertise.

**Products/Services:** SafetySpect’s CSI technology utilizes IoT device + AI Data Analytics. CSI-D+ further adds disinfection ability and decontaminates invisible contamination such as organic residues and respiratory droplets hosting biological and viral threats. These residues may contain viral (e.g., SARS-COV-2, Ebola, H1N1, etc.), bacterial (e.g., Salmonella, E. Coli, etc.), or fungal infectious agents. IoT/sensors ensure complete disinfection (CSI-D+) and operator safety, with software guidance directing standard sanitization operating procedures (SSOPs) and workflows. CSI’s web dashboard with centralized reporting and control enables proof of compliance of sanitization best practices and remote monitoring.

**Technologies/Special Know-How:** SafetySpect has exclusively licensed key, patents from the USDA and has pending patents for expanded applications. The underlying licensed technology benefits from 14 years of development and field trials funded by the US government. SafetySpect has a formal cooperative research and development agreement (CRADA) with both the USDA-ARS and US Army which provides access to valuable laboratory equipment, facilities, and personnel.

**Markets:** *Food Processing & Institutional Kitchens – 375,000 Priority Targets*

- 1M Restaurants, 36K Food processing facilities, 40K grocery stores
- *Medical & Healthcare*
- 58K Facilities: Military/VA, Private/Public, Urgent, Skilled, and Assisted Living

**Distribution Channels:** SafetySpect is selling key reference accounts directly and will use resellers and distributors for various market sectors.

**Competition:** No direct competition. SafetySpect’s CSI and CSI-D+ systems are a *complementary* solution that *enhances or replaces* other sanitation and inspection methods.

**Financial Projections (Unaudited):**

<i>Unit Sales &amp; Recognized Revenue</i>							
	Current Year FY 2022	Year 1 CY 2023	Year 2 CY 2024	Year 3 CY 2025	Year 4 CY 2026	Year 5 CY 2027	
# Gross Units Sold - All Verticals (CSI Model Only)	15	30	2,000	6,000	10,000	20,000	
Recognized Revenue - Unit Sales	\$ 380,000	\$ 213,283	\$ 14,178,484	\$ 48,510,485	\$ 95,078,026	\$ 190,154,027	
Grant & Federal Contract Revenue	\$ 1,780,000	\$ 2,750,000	\$ 3,750,000	\$ 4,250,000	\$ -	\$ -	
Total Revenue	\$ 2,160,000	\$ 2,963,283	\$ 17,928,484	\$ 52,760,485	\$ 95,078,026	\$ 190,154,027	

\*FY ending April 2022, other years shown are calendar years ending December. FY 2022 unit sales include unit sales in 2021 and 2022

**Product Extensions:**

Like all technology companies we have multiple technology assets in different stages of development, including food quality and medical imaging technologies. We have not included any future revenue from these additional technologies in our financial forecasting.

**Quick Facts**

**Company Name:** SafetySpect Inc.

**Contact:** Thomas Burke - CFO

**Phone:** (516)641-9473

**Email:** [tburke@SafetySpect.com](mailto:tburke@SafetySpect.com)

**Address: (North Dakota):** 4200 James Ray Dr., Suite 182. Grand Forks, ND 58202, **(California):** 14144 Ventura Blvd., Suite 270, Sherman Oaks, CA 91423

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

**Industry:** Optical Sensing/Biotech

**Bank:** JPMorgan Chase

**Law Firm:** Stradling Yocca Carlson & Rauth

**Approx. Capital raised: \$11.1M** grants, equity, indirect government funding

**Number of Employees:** 17

**Stage:** Early Revenue

**Market Opportunity:** \$10+ Billion

**Current Raise: \$10M Equity Round** (20% discount to next round) from accredited investors

**Valuation:** Ceiling \$40M pre-money valuation

**Prior Round:** \$1.8M

*A medical instrument to secure breathing tubes during operations without causing facial and oral trauma.*

**Company Background:** Medical practitioners want an efficient device that makes intubation safer and guarantees patients remain breathing during procedures. Surgicure’s Resting Block secures medical tubes intubated within a patient’s oral cavity and prevents unnecessary harm to their face.

**Leadership Team:** Irena King, Founder and CEO, is a Ph.D. Candidate in Medical Engineering at MIT and Harvard Medical School. Nikhil Yedulla, CMO, is a M.D. Candidate at Wayne State School of Medicine. We have four advisory board members who bring expertise in respiratory therapy and managing health systems, particularly within the Military system.

**Products/Services:** Approximately 68% of intubation procedures in the U.S. result in severe complications caused by biting into unsecured tubes, facial trauma, and accidental extubations due to currently used intubation devices. Use of the current tools also increases hospital stays and costs, and rates of respiratory infections. Surgicure’s Resting Block is a fully patented, novel, all-in-one device that relies on the back molars for improved support without contacting the face, preventing any skin and tooth damage, and ensuring the patient does not suffocate by biting into tubes. This also reduces hospital costs by \$41,000 per patient.

**Technologies/Special Know-How:** Fully patented (U.S. 8,302,597) with an established partnership and licensing agreement with the U.S. Army Medical Research and Development Command. Provisional patent filed by Surgicure for novel attachments and improvements of the previously patented device. Additional design and utility patents in progress. The device has a Class 1, Exempt FDA registration.

**Market:** Our customers are hospital purchasing groups, and respiratory therapists who care for trauma and surgical ICU patients under anesthesia. **TAM:** 50 million patients hospitalized and intubated annually nationwide. **Target:** approximately 5,000 trauma patients in ICUs at multiple trauma centers. Our revenue model is B2B, and we will be selling in cases of individual devices: \$500.00 for 50 devices and \$910.00 for 100 devices. Mass-produces in standard sizes by a 3rd party manufacturer. \$800k in projected revenue by the end of Year 1, 2023.

**Distribution Channels:** Direct salesforce, VARs such as Cardinal Health or McKesson, and partnerships with insurance companies such as CMS or United Health.

**Competition:** Our competitors are AnchorFast Guard Oral Endotracheal Tube Fastener by Hollister, Inc., B&B Medical Technologies Bite Proof Bite Blocks, and devices by David D. Alfery. None of these devices can be used for long-term surgical procedures or healing processes because they cause some damage or irritation to patients. Surgicure’s Resting Block does not require any additional attachments or adhesives and its frame does not come in contact with the skin or corners of the mouth.

**Quick Facts**

**Company Name:** Surgicure Technologies, Inc.

**Contact:** Irena King, *Founder & CEO*

**Address:** 275 Medford Street, Charlestown, MA 02129

**Phone:** (510) 334-7402

**Email:** [iking@surgicuretech.com](mailto:iking@surgicuretech.com)

**Website:** <https://www.surgicuretech.com>

**Industry:** Medical Technology

**Domain:** Devices

**Bank:** JPMorgan Chase & Co.

**Law Firm:** Goodwin Procter LLP

**Number of Employees:** 8

**Leadership Team:**  
Irena King, *Founder and CEO*

Nikhil Yedulla, *Chief Medical Officer*

Robert McKinnon, *Project Manager and Head Engineer*

Dr. Sean Hickey, *Clinical Trials Principal Investigator*

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

**Current Investors:** Angels, a Family Office, and a PE Firm

**Use of Funds:** clinical trials and the regulatory approval pathway, sales strategy, team expansion.

**Financial Projections (USD, Unaudited):**

	2022	2023	2024	2025	2026
<b>Revenue</b>	0	800,000	3,600,000	9,000,000	16,000,000
<b>EBIT</b>	-241,000	67,000	1,850,000	5,400,000	9,800,000

**Value Proposition**

*ZapStand is a 'SMART' Automated External Defibrillator (AED) kiosk delivery system with breakthrough life-saving technology built into each ZapStand unit designed for use in high trafficked areas such as city centers, municipal sports parks, and college campuses. Sudden Cardiac Arrest kills over 350,000 people in the United States alone each year and the availability and use of AEDs is proven to reduce that number greatly; However, AEDs in use today are not monitored remotely, have no emergency connection, and have low visibility generally being placed on a wall somewhere going unnoticed. Despite the increasing adoption rate, most highly trafficked outdoor spaces do not have a working, noticeable, accessible AED. With ZapStand's patented technology, we intend to positively alter this dynamic, saving lives while at the same time providing a projected 40X return to our investors over eight years.*

**Company Background:** For the last ten years, ZapStand's predecessor company - Cardiac Responder – has saved 72 lives in Australia using our patented technology. ZapStand was formed in 2018 to bring this life saving technology to the U.S. With a redesigned product, ZapStand launched in Frisco, Texas in 2021 with 10 units and is now poised to achieve its goal of placing 2,100 units in the United States over the next 8 years.

**Leadership Team:** **Scott Johnson – Co-founder and CEO:** 15 years+ in private investing, entrepreneurship, and operations. 2 Exits; \$500m in real estate acquisitions and development. **Reno Aprile – Co-founder and COO:** 20+ years in AED development, sales, and service; widely considered one of the foremost worldwide experts on AEDs.

**Products/Services:** A ZapStand is placed in a municipality or University through a 20-year lease and is Monetized through the 55" digital screen on the back and a 46" digital screen on the front of each unit that provides for advertising and sponsorship opportunities, with ZapStand keeping 100% of that revenue, which makes up the majority of the revenue of the unit and of the company. The ZapStand is meant to be highly visible while remotely monitored 24/7/365 rather than requiring a bi-monthly visit from a technician to check on the unit. The user is connected to a 911 operator at the time a button on the unit is pushed. At the same time, a GPS unit inside the AED bag is activated and in real time provides accurate pinpointed location of the victim to first responders – Saving Time and Saving Lives.

**Technologies/Special Know-How:** ZapStand is the only AED delivery system on the market that monitors the Health, Emergency Use, Location, and Presence of the AED without drawing on the AED battery.

**Market:** The Automatic External Defibrillator (AED) market size was \$2.9 Billion in 2021 and is expected to grow to \$6.5 Billion by 2030 representing a 9.3 CAGR. This is attributed to the rising prevalence of cardiac disease, increasing adoption of AEDs, favorable governmental regulation, and minimal costs

**Distribution Channels:** Distribution is direct from ZapStand; Sales channels will include: Direct sales force growing at 3 salespeople per year starting in Texas and moving throughout the US; Use of municipal governmental lobbyists; Collection of retired fire chiefs and city managers with deep relationships across the country

**Competition:** ZapStand's competition is the status quo – either 1) no AEDs available; or 2) an AED that sits in a cabinet on a wall in the shadows that is meant to go unnoticed. We don't compete with AED companies - We use their product as an integral part of our AED delivery system.

**Quick Facts**

**Company Name:** ZapStand

**Contact:** Scott Johnson – CEO  
Scott@ZapStand.com  
[Scott Johnson | LinkedIn](#)  
(214) 929-1189

**Website:** www.ZapStand.com  
**Industry:** Med-Tech / Advertising

**Domain:**

**Bank:** Bank of America

**Law Firm:** Vela Wood

**Patent:** US Patent US 10,905,892 B2

**Number of Employees:** 2

**Leadership Team:**

- Scott Johnson - Co-Founder/CEO  
Scott@ZapStand.com
- Reno Aprile - Co-Founder/COO  
Raprile@ZapStand.com

**Amount of Financing Sought:** \$1.75m

**Current Investors:** Initial co-founder investments of \$4m; \$1.4m seed series investors; Ray Hunt Family Office

**Use of Funds:** Production of 20-30 Units; Scaling; 22/23 Operating Capital



**Financial Projections (Unaudited):**

Year	2022	2023	2024	2025	2026	2027	2028	2029
<b>Income Statement</b>								
Total Revenue	1,198,392	4,583,583	10,033,165	17,979,641	29,829,506	46,736,413	70,272,737	102,419,811
Total Operating Expenses	889,470	3,699,758	5,638,153	7,805,944	9,541,632	11,119,549	13,057,868	14,701,266
EBITDA	308,921	883,824	4,395,012	10,173,697	20,287,873	35,616,864	57,214,869	87,718,545
Enterprise Value			54,098,539	119,490,568	241,180,067	433,153,750	713,794,993	1,120,357,370



# 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.



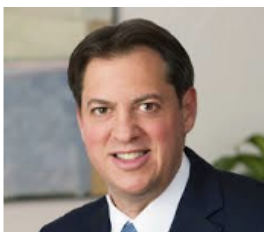
## **PAT SHERIDAN, CO-FOUNDER & MANAGING PARTNER, MODUS CREATE**

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



## **NELSON MULLINS**

Nelson Mullins is an Am Law 100 diversified firm of attorneys, policy advisors, and professionals across 31 offices serving clients in more than 100 practice areas. With more than 930 professionals in 15 states and the District of Columbia, we provide advice and counsel to clients ranging from Fortune 500 companies to private equity and venture funds and portfolio companies to emerging growth companies and startups. For more information, visit [www.nelsonmullins.com](http://www.nelsonmullins.com).



## **ANDY TUCKER, PARTNER, NELSON MULLINS**

Andy is a corporate and securities advisor to growing companies, particularly in the technology and government contracting sectors. His clients maintain operations around the globe. He regularly advises companies in various industries such as cybersecurity, artificial intelligence, government services and contracting, REITs, telecommunications, managed services, renewable energy, oil and gas, medical devices, pharmaceuticals, aviation, consumer product, and financial technology companies. He advises SPACs on their initial formation and sponsor capital raise, through the IPO process and their initial business combination.



## **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.



## **TRUIST WEALTH MANAGEMENT**

Truist Wealth Management has a commitment to helping our clients manage their wealth and achieve their goals. We build and continually strengthening long-term relationships by offering you comprehensive wealth management capabilities to meet your sophisticated and often complex needs. As your needs evolve, your team of experts and solutions will too, in order to address new challenges and opportunities.

# PARTNERS



## **CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT**

Chris Ross is a Wealth Advisor with Truist Wealth Management. He offers clients more than 25 years of comprehensive wealth management experience. Chris leads a team that brings together specialists in investments, financial planning, credit, and estate strategies. He is a native of Baltimore and lives in Annapolis with his wife Jennifer and two children. Chris is a graduate of Salisbury University with dual degrees in Economics and History. He received his MBA from the College of William & Mary and has completed post-graduate work at The Johns Hopkins University.



## **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).



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

The Maryland Tech Council Venture Mentoring Services (MTC VMS) program 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 75 ventures have enrolled & \$100MM has been raised in capital & grants.

# PARTNERS



## **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.



## **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 Fredrick, 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.

# PARTNERS

**startup  
grind**

COLUMBIA MD

## **STARTUP GRIND-COLUMBIA, MD**

Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs, 600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures.

## **GEORGETOWN ENTREPRENEURSHIP INITIATIVE**

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.

## **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.

## **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



# PARTNERS

**ETS** Enterprise  
Transformation  
Solutions



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

Ines LeBow is the Founder and Principal Startup Consultant at Enterprise Transformation Solutions (ETS), which advises entrepreneurs on how to position themselves for funding. Over the course of her 30+ years in the industry, Ines has helped companies secure more than \$800M in funding, led start-ups and turnarounds for companies with up to \$500M in revenue, managed 11 M&A transactions, and guided 9 companies to a successful exit. With expertise spanning Operations, Executive Leadership, and Mentoring, Turnarounds, Revenue implementation, Engineering, as well as Communications, Ines has helped many companies prepare for VC and angel investment.

**Angels + Life.Sci**  
**Investors**

## **ANGELS + LIFE.SCI INVESTORS**

Formed in 1996, the Angels + Life.Sci Investors Network is organized under NJAngels.net. We are a manager-led, loosely organized network of investors and accredited Angels, Coaches, and Experts who Sponsor world-class Entrepreneurs. Our colleagues have deep experience and technical domain expertise in all of the life sciences disciplines in which we are involved, including nanobio tools, materials, and devices: tele-diagnostics, augmented healthcare & remote patient monitoring, automation and robotics, & advanced chemistry for drug discovery.

## **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.



## **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.



## Attendees As of 06 28 22

### SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create

### PRESENTERS

First Name	Last Name	Title	Company
Miles	Flamenbaum	CEO	<b>Actasys</b>
Colin	Fitzpatrick	CEO	<b>Animal Concerts</b>
Dr. Chris	Castel	CEO	<b>CareWear Corp.</b>
Ed	Bodensiek	CEO & Co-Founder	<b>Cravety</b>
Ross	Bundy	President	<b>CRISPR QC</b>
Matthew	Handel	CEO	<b>ExpressCells</b>
Dan	White	Co-Founder & CEO	<b>Localvore</b>
PJ	Bellomo	CEO & Co-Founder	<b>P1ston, Inc.</b>
KG	Charles-Harris	CEO	<b>Quarrio Corp.</b>
Thomas	Burke	CFO	<b>SafetySpect Inc.</b>
Irena	King	Founder & CEO	<b>Surgicure Technologies</b>
Scott	Johnson	Co-Founder & CEO	<b>ZapStand</b>

### ATTENDEES

First Name	Last Name	Title	Company
Daria	Abbaei	Director of Investor Relations	Naples Technology Ventures
Emad	AbouElgheit	Founder and President	Inbwnd
Tarek	Abousalem	Managing Partner	ElementOne Digital
Dennis	Ackerman	CEO	Decision Time
Kanav	Aggarwal	Manager	Belmond
Fazal	Ahamed	Digital Marketing Manager	Muzigal
Ayman	Ahmed	Technology partner	Trend Forward Capital
Nelson	Ajulo	CEO & Founder	Zarttech
Emily	Alcorn	Associate	CBRE, Inc.
Brian	Alexander	President US	Omina Technologies
Vanstra	Ali	Admin	Quarrio
WD	Allen	Adjunct Professor	University of Missouri
Lana	Andreeva	Growth Analyst	BitWide
Jimmy	Antia	RA	
Garfield	Antonio	President	Community Redevelopment, Inc.
Brian	Apronti	CRO	Merchkit
Dann	Arenas	CEO	ATOMBITS
Paul	Armijo	CTO	Avalanche Technology
Solomon	Asad	Venture Fellow	TEDCO
Gabriel	Attallah	Owner	Akeed Inc
AJ	Attavar	Founder	Neptune Products & Services, Inc
Larry	Augustin	Managing Director	Augustin Ventures
Darrin	Auito	Partner	HEA Law PLLC
Andrea	Bacon	Founder	Witty Butterfly LLC
Kyle	Badgley	Investor	Perfect Balance Investments
Arthur	Baker	Security	Live Kaya-distributor
Milla	Bakhareva	Founder	Datrixo
Daniel	Ballin	CEO	Ideas Crucible
Riko	Banardi	Investor	Robin Hood Ventures
Tiziana	Barrow	Founder	Tilagia



Kenneth	Barton	CEO	SafetySpect Inc
Tom	Bascom	President	LinkSpace, LLC
Todd	Batchelor	Partner	Cherry Bekaert LLP
Fernando	Batista	COO	InvestUSC
Blake	Bauer	Founder/Author	Blake Bauer Teachings
Jay	Beam	Managing Director	Adasel Global Partners LLC
Brandi	Beasley		
Bill	Bellows	Professor	American University
Luis	Benitez Ayala	COO	Cryptorama
Tash	Benjamin	VP, Business Development	TKing Enterprises
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Ayoub	Bessrou	RPA Consultant	TaskMotion
Vippy	Bhambra	Principal	Glomo LLC
Collin	Bhojwani	Associate	Allianz Life Ventures
Lauren	Bigelow	CEO	GCN
Eduardo	Bocock	CEO Founder	SCALA Technologies
Edwin	Bodensiek	CEO & Co-Founder	Cravety
Richard	Bodson	President & CEO	SysNet Technologies, Inc.
Hepsie	Bohman	Agent	New York Life
Jose	Bolanos MD	Founder	Nimbus-T Global inc
Larry	Boodin	Agent	NY Life
Serbi	Brar	Founder	uLearnify
Richard	Bristol	President	Bristol Advisory LLC
Doug	Brown	Principal	DAB Holdings LLC
Allison	Brunette	Director of Operations	SteelBridge Labs
Thomas	Burke	Chief Financial Officer	SafetySpect Inc.
Raphael	Cabigao	Consultant	Management Analytics
Roel	Callebaut	Investment Manager	Finindus
Anthony	Cammarata	CEO	Startupcannon
Saverio	Canepa	CEO	Coopera Venture Capital
Mighty	Capital		Mighty Capital
Kaitlin	Capobianco	Senior Manager	Halcyon
Joe	Carlin	Principal	JonXeone Capital
Eric	Carlson	CEO	Blue Sky Cyber Inc
Sue	Carr	President	CarrTech Corp
Trey	Carswell	CEO	Moon'k Films Devoted
Julio	Casillas	Ceo	Artifex Angeles
Claude	Caupain	CEO	Caupain Consultancy
Adris	Chakraborty	FOUNDER	LYK INC
Joseph	Chan	Investor	XYZ
George	Chen	Principal	Nautilus Venture Partners
Chris	Chen		
Michelle	Chen	Partner	Key2China/Convergence Partners
Nelson	Chick	CAO	Foil Flyer
June	Choi	Managing Partner	Serval Ventures
Sandra	Choke	Secretary	DG Canada Immigration
Divya	Chowdary	Business Development	MyB2BNetwork
Will	Classen	AVP	Colliers International
Orin	Clay	Principal	JBOR Group, LLC
Joseph	Clayborne II	Entrepreneur	
John	Cococcia	Director	P1ston
Betsy O'Neill	Collie	Executive Director	Maryland Business Innovation Association
Olivier	Colombo	Investor	Private
Brian	Colsell	CEO	Cheqbook
Ivan	Comerma	Partner	Systema Capital
Craig	Conlee	Advisor	Berkeley SkyDeck
Jim	Cook	GM	Cook's Outsourcing Network LLC
Alfredo	Cortes	Sr. Director - Client Relations	Regulatory Compliance Associates, Inc.
Frederick	Costa	CEO	MetaPhase Consulting LLC
Prof Dr Claudia	Cotca	CEO	C3 Think Tank
John	Coulson	Founder/Inventor	I.S.P.I.
Crystal	Crawford	CEO	Hey Crystal Gail Consulting
Lubna	Dajani	CEO	Alltnet
Constance	Davies	Controller	ExpressCells, Inc.
George	Davis	EVP	Evergreen Advisors
Sarah	Davis	Founder	Traction IQ
Thomas	Dawson	Partner	TD&P
Ludovica	De Pieri	CEO	Reveal My Food
Nancy	Delain	Patent, IP and Business Lawyer	Delain Law Office, PLLC
Tushar	Deochakke	Partner	Capital Canada Limited

Devina	Desai	CEO	Kinometrix, Inc
Sachi	Desai	Business Analyst	AddWeb Solution
George	DeVaux	COO	VideonEXT
Shahbaz	Dhillon	BDM	FrontFundr
Inderjit	Dhiman	Student at Law	River City Venture
Cosmo	Di Tucci	Founder & CEO	AbleOne
Talabiou	Diallo	Tech consultant	EY
Bob	Dinkel	Director / Angel Investor	Pierce Capital Partners
Sheila	Dixon	Executive Director	Northern Virginia Black Chamber of Commerce
Ivana	Djuric	MarCom specialist	Eurotranslate
Kahlilah	Dowe	VP of Donor Engagement	The Fedcap Group
River	Duan	President	Summit Capital, LLC
Amy	Dunn	Director, BD	Ryan & Wetmore PC
Jenkins	Ebiware Jr	Managing Director	Samex LLC
John	Egan	Founder	Socratic Solutions
Kareem	El	Founder & CEO	4RL LLC
Martin	Erim	CEO	First Renaissance Ventures
Chris	Esposito	Vice President Sales	StudioLabs
Alex	Euler	Senior Investment Director	Virginia Venture Partners
Matt	Evans	Small Business Mentor	Excellence in Financial Management
Herb	Ezrin	CEO & President	Potomac Business Group
Chris	Ferguson	CEO	Codigo MX
Maxan	Ferguson-Dyer	Community Engagement Coordinator	innovate Edmonton
Christian	Figueroa Rivera	CEO	Cryptorama
Elana	Fine	Chief Executive Officer	VWG Wealth Management
Ashleigh	Fiora	VP, Sales	1Rivet
Brennan	Fournier	Innovation Activation Manager	Johnson & Johnson Innovation
Thomas	Franceski	CFO	Cb20 Inc
Ken	Frasier	CEO	MrBioClean Technologies
Lara	Fritts	Executive Vice President	Community Redevelopment, Inc.
Fredrik	Gabriel	Founder	Hereafter Legacy inc
Dan	Gallagher	Chief Growth Officer	QinetiQ
William	Galle	Principal	DPS
Charles	Gerber	President	Triumph Worldwide Companies, Ltd.
David	Giardinieri	Regulated Consultant	DG Canada Immigration
Kirk	Giminez	Founder, CEO, Host	KG Productions - Xizzle TV
Yoav	Gour-Lavie	Business & Corporate Development Assoc	Actasys
Jeff	Graber	Researcher	MITRE
Don	Grage	Principal	9Ware, Inc.
Darryl	Gray	CEO	Attobahn
Jasmine	Green	CEO	Empire Retreats
Steve	Greenberg	CEO	Resilient Scale
Richard	Greene	CEO	Business Match Making & Venture Funding
Yigit	Guney	CEO	One Up Technologies
Aryan	Gupta	Software Developer	Cling Multisolutions
Clarissa	Guyton	Chief Operating Officer	Waywaya Management & Consulting LLC
Jeff	Guzy	CEO	CoJx Oil
Nicole	Gwanzura	CEO	Education Advancement Consulting LLC
Fizie	Haleem	Manager, Business Solutions	Montgomery College
Tyler	Hall		Northwestern University
James	Haluszczak	Founder & CEO	NuMoola
Tim	Haluszczak	Co-Founder Partner	SteelBridge Labs
Ahmad	Hamwi	CEO	Ignitos Space
Malcolm	Handelsman	Executive Director	Do It Right LLC/Active Angels Network
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Match	Hanson	Analyst	Pax Momentum
Edgar	Harrell	President / Private Investor	Edgar C Harrell Associates Inc
Corey	Hart	Chapter Director	Startup Grind
Stacey	Harveyreid	Small Business Outreach Director	MD Department of Labor
Qaizar	Hassonjee	President	Hass Tech Associates, LLC
Claude	Hayn	CEO	AdJumps
Jen	Hecht	Director of Business Development	Winmar Construction
Adriana	Henao	CEO and Co-Founder	Bekoherent Inc.
Browning	Herbert	Managing Director	Ringbolt Capital
Geelyn	Herrero	Investor	A2E
Stephanie	Hessler	Principal	Stephanie Hessler Coaching
Steve	Hiegel	President	JustCollegeFootball
Robert	Hinaman	Managing Principal	Pepper Run Capital
Joy	Hoffman		Maryland Tech Council
Douglas	Holly	Principal	Eagle Management Group

Klaas	Homan	Director	RVUK
Walter	Horsting	Prncipal	Bus. Dev. Intl. LLC.
Sarah	Horta	Business Development Director	Anne Arundel Economic Development Corporation
Jennifer	Hotai	CEO	Plover Animaon
Bill	Huber	CEO	Moneta
Martin	Hughes	President	Second Chances and Prasad corp
Lauren	Humphreys	Wealth Management Analyst	UBS Financial Services, Inc.
Mike	Huska	Consultant	Instem
Mohamed	Hussein	CEO	Hussein Ventures
Paul	Iacovacci	CEO	Enascor Capital
Linda	In	Founder	HeadStrong Branding
Patrick	Ip	Managing Director	China-ASEAN Capital Advisory Company Limited
Mehran	Irdmoussa	President	MZI Aviation
Caitlin	Iseler	CEO	Happyly
Dave	Izuka	Venture Accelerator	Consultant
Phil	Jaeger	Partner	BKK
Riya	Jain	IT Consultant	Hidden Brains Infotech
Mohamoud	Jibrell	Co-Founder	LetsDefend.io
Kristin	Johnson	Financial Services Professional	New York Life
Scott	Johnson	CEO & Managing Partner	Wheelhouse Ventures
Gregory	Johnson	Founder/Owner	TECBOMO Limited Liability Company
Finley	Johnson	Associate	ZapStand
Ronald	Jones	Managing Partner	Kompass
Russell	Jones	CEO	Cargo Chief
Jamie	Jones	CEO	CovInnovations
Victor	Juarez	Founder	Tu Consejeria
Amaury	Junior	Partner	Vision Brazil Investments
Maureen	Jurgelas	Founder	The Cool Cast Company
Anna Hope	Kabongo	Associate	TiE Oregon
Marcel	Kaminstein	Director	MediaLab Group
Aileen	Kantor	VP	Health Literacy Innovations, LLC
Alexandra	Kapelos-Peters	Founder	Cansulta
Amanda	Karst	Partner	AO People Partners
Anne	Kearney	Founder	Lunch with Locals
John	Keeling	Venture Partner / Business Development	The Motley Fool, LLC
Amanda	Keeton	Community Manager	Refraction
Alvin	Kersting	Partner	Listing Partners
Joe	Kessler	Managing Partner	Next-Stage Development Group
Manav	Kher	CTO	FusionSpan
Johney	Kim	Managing Director	GTL KOREA Co., Ltd
Robert	Kim	Director	GTL KOREA Co., Ltd
Diane	Kim	Manager	Wbg
Julia	Kim	CEO	AMMA
Daniel	Kimani	Founder	Ohospital
Dave	Knox	Executive Director	Blue North
Alex	Kochanik	Founder	Live Garden
Nikhil Teja	Kolli	Co-founder & CEO	mokSa.ai
Tom	Komuro	VP	SVInnovations
Carlos	Kondratowicz	Business Developer	InduSoftware
Harshpreet	Kour	Operations & Communications Lead	Zipstall
Nick	Kovacic	Managing Partner	Nicholas Companies LLC
David	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Nick	Krol	Director	Brians tix
Sathish	Kumar	Partner	SBSS & Associates, Chartered Accountants
Neeraj	Kumar		Babson College
Tom	Kumar	Founder CEO	Chargerzilla
Xhulia	Kurti	Founder CEO	Decimal
Corie	Lalonde	Gormet/Organic Mushrooms	Funny Mushrooms
Shana	Lawlor	Managing Partner & Angel Investor	2raze
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Linda	Lee	Manager	Gyeonggi Center
Jack	Lee	Managing Director	Marketing Integration
Glen	Lee	Owner	WokMon Corp
Bongmin	Lee	Tech & Business Innovation Manager	Kyocera
Steven	Lehat	Principal	Regulatory World
Michal	Lehmann	Managing Partner	SpeedUp VCG
Karolina	Lewandowska	Founder	SLC
Catherine	Li	Manager	Great Texas Fund
Dan	Light	Grand Poobah	Dan Light Consulting
Chris	Light	CEO and Founder	E-Livestock Global

L.	Loerchner	CCO	UW
Jacob	Lonsway		People Connect
Dennis	Lucey	Vice President	Akima
Jackie	Luo	Partner	TCV Growth Partners
Daniel	Luu	CEO	Akrew
Chad	MacDonald	General Partner	Connected Ventures
Bruce	Maliken	Investor	
Elili	Marakathalingasivam		Foldable Pillow
Gendra	Marpuri	Graphic Designer	Gendra Creatives
Tara	Marshall-Hill	Founder and CEO	Sindano Health
Joseph	Martore	Chairman	CALIBRE Systems
TJ	Master	Technology Mentor	VA Innovation Commercialization Assistance Program
Ana	Maury	Investor	AC Ventures
Aditya	Maurya	CEO	Zelox Entertainment
Kalgi	Mavani	Business Development	Agile Infoways
Elaina	McClure	Marketing Associate	NuMoola
Coleman	McFarland	Copywriter	Freelance
Mark	McMahon	CEO	AudioOne, Inc
Cory	McNabb	CEO	CHM FINANCIAL GROUP
Amy	Meadows	Co-Founder	Impact Circles
Mark	Mehrespand	CTO	OndersMark
Saman	Mehryar	CEO	ChatterFox
Hina	Mehta	Director, University Programs	VIPC
Robert	Mendralla	President, Investments	RM Enterprises
Monika	Merk	Program Manager	Smart City Works Innovation Hub
Peter	Michel	Investing Partner	NextGen Venture Partners
Keith	Miller	Founder	Vibe Consultancy
Stuart	Miller	President	M.A.S. Group
Loren	Minkus	Consultant	Concept Equity Group
Mike	Moore	CEO	MedWatch Technologies, Inc.
James	Moore	Founder and CEO	Washington Institute
Santiago	Morales	Global Growth Consultant	Ontop
Alicia	Moran	Manager	PGCEDC
Joseph	Morena	Founder	Yoobux
John	Morgan	Managing Partner	Deloitte Consulting LLP
Uzi	Moses	CEO	Clean Energy Retrofit Inc
Elias	Mourany	Founder	Cothon
Jen	Murray	CEO	JGS Group LLC
Ed	Musinski	CEO	Meta Alliance
Kelsie	Myroniuk	Community Engagement Manager	Start Alberta
Charles	Nahabedian	CEO	VK Digital Health
Daniel	Neal	Chairman, CEO & Founder	Kajeet
Kevin	Neal	CEO	P3iD Technologies Inc.
Michael	Nedell	COO	Localvore Inc
Scott	Nevins	Principal	Bernstein Private Wealth Management
Daniel	Newman	Founder	Ai Next Now
Triet	Nguyen	Deal Flow Associate	MicroVentures
Nichelle	Nichols	CEO	The Guilty Grape
Nicole	Nixon	CEO	Listing Central LLC
Glenn	Noble	CEO	ProudlyGive
Paul	Nolde	Managing Director	Lighthouse Labs
Gulia	Nurmambetova		
Amy	O'Connor	Operations Analyst	Surgicure Technologies
Mike	OGrady	CEO	StellaPop
Baba	Olaogun	Founder	FreeGas.com
Ola	Omotoso	Co-Founder	Bioloop
Favour	Onabanjo	Director	Talentsbrand Ltd
John	Orlando	Founder	Douglass Commonwealth Technology
Emily	Owen	Founder	bibti app
Jean-Luc	Park	Sr. Director	TEDCO (MD.Technology Dev. Corp.)
Utsav	Patel	CEO	Inception Robotics
John	Paty	Principal	Geostrategic, LLC
Charles	Pelletier-Gagne	Venture Scout Program Director - Partner	Funden
Michael	Petit	CEO	V-Glass, Inc.
Kaylee	Philbrick	CEO/Founder	Exceptional Startups
Matthew	Philistine	Business Mentor and Investment Adviser	CPR Investments, Inc
Brandon	Phillips	Benefits Advisor	FosterThomas, Inc.
Nicolas	Piuma	Investment Analyst	Starlight Ventures
William	Podd	President	Landmark Family Office
Sam	Polakoff	CEO	Nexterus Inc

Eric	Polster	Owner	GAIA Systems
Suniti	Ponkshe	Partner	Newport LLC
Slava	Popov	CEO	Abodity
Rama	Prasad	Founder CEO	Teqnizan Inc
PJ	Preston	Founder	Transit Research & Development
Johan	Punicker	Investor Relations	Newchip Accelerator
Tina Guanting	Qju	Consulting CMO	Ophthalmic Therapeutic Innovation
Richard	Rabbito	Director Generale	The Overseas Development and Finance Group
David	Radin	CEO	Confirmed
George	Radmilovic	COO	Zimmersive4u
Adham	Radwan	Software Engineer	JSI Telecom
Joe	Reddix	President and CEO	The Reddix Group
Mark	Reece	CEO	LCMGroup
Mary	Reinstadtler	Founder & CEO	Colours Global
Klementyn	Requena	Director	LCVTV
John	Ricci	MD	US Angels
Christopher	Richards	Owner	Relay Technologies LLC
Radavie	Riom	Owner	Radavie Riom
Farhan	Rizvi	Managing Director	Satori Faber
Debi	Roder	Director, Ecosystems	VIPC
Patrick	Rooney	CEO	High Street Funding
Mary	Rose	VP	CB
Robert	Rosenberg	President	S M C
Anne	Rosenblum	Business Investment Manager	Fairfax County EDA
Larry	Rosenfeld	Investor	McLean Partners
Ed	Rossotti	CFO	Quadrant
Mia	Roussell	Founder	NPCDPC
Todd	Rowley	President	ODNB
Ron	Rubin	Medical Director	Ron Rubin
Toni Lee	Rudnicki	Founder	TLR Consulting
Jaipradeep	S	Tech Evangelist	Tringapps
Sagit	Sade Attia	Founder	Fesbo
Nafis	Salauddin	CEO	Deal Bazaar
Art	Salindong	Managing Director	Trabus Technologies
Alan	Salisbury	CEO	A. B. Salisbury & Co.
Lisa	Sammur	Manager	Home Depot
Jonathan	Sargent	SVP, Head of Cloud Security	Truist Bank
Richard	Sarmiento	CEO - Founder	Rappa 2 LLC
Rosemarie	Savino	COO	AEG
Anurodh	Saxena	Engineer	
Ryan	Schauer	Partner Success Manager	Accelerance
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Toni	Schlieper	Head of Education	NuMoola
Frank	Scudder	CEO / Founder	I-GROUP, LLC
Raymond	Sczudlo	Principal	Sczudlo Advisors
Pothiraj	Selvaraj	Director	St Jardins Inc
S	Sethi	SVP	FCA
Mandela	Shaban	Founder	Edoctorug Company Limited
Mario	Shaffer		
Parmesh	Shah	VP Sales	HiddenBrains
Max	Shapiro	CEO	PeopleConnect
Ronald	Shebuski	President & CEO	Nytrix, Inc.
Robert	Sherry	Partner	Blackcomb Media
Becky	Shewbridge	M&A Lead	Opus8
Michael	Shiple	Vice President	CBRE, Inc.
Scott	Shore	Managing Director	Grimley Capital
Evan	Shubin	President and Director of Investments	Candlelight Partners LLC
Rebecca	Shugar	BB RM	M&T Bank
Paul	Singh	CEO	Rezon8 Capital
Anjuli	Singh	Principal	Rezon8 Capital
Harry	Singh	Director of Business Development	R Wireless
Anna	Skvortsova	Partner	EY
Mike	Smith	CEO	GreenSmith
Mike	Smith	Strategic Partnerships	Wolters Kluwer
Scott	Smouse	President	Enerconnex Global, LLC
Paul	Sorkin	President	Perfect Balance Investments
Darby	Spitzer	Program & Administrative Specialist	Mtech Ventures
Ajay	Srivastava	President	eKuber Ventures Inc
Janice	St Onge	President	Flexible Capital Fund, L3C
Jessica	Stamper	Grants Associate	VIPC

William	Stanley	Finance Manager	Eureka Forex Trade
Alexander	Starchenko	MP	First Imagine! Ventures
Ernest	Stern	Partner	Culhane Meadows PLLC
Wendy	Stevens	Director of Business Development	
David	Stewart	CEO	First Capital Co
Don	Stocking	VP, Proposal and Business Development	SysNet Technologies, Inc.
Ana	Subelza	Director	Dg Canada Viajeros
Mike	Sulava	Territory Manager	Camber Road
Eric	Sullivan	CEO, Founder	CEO
Yagiz	Sullu	Social Science Research Assistant	The Washington Institute for Business
Travis	Sumners	Sr. Consultant	Active Response Strategies
Sean	Sutherland	Chief Marketing Officer	Kapowza
Tom	Swanson	President	TJSwanson Co.
Lan	Tan	Director	Alberta Innovates
Manquel	Tejeda	Co Founder	YPV
Hanna	Teklit	Product marketing	Sparkfund
Jai	Thakor	Researcher	Vigilant Medical
Lowery	Thomas	Investment Director	Lighter Capital
Onkar	Thorat		Pcccs
Tomas	Thundiyl	Venture Development	Cityside Ventures
Jeanette	Townsend	Director, CCF Private Sector Grant Program	VIPC
Thong	Tran	Project Developer	Sati
Jim	Treleaven	CEO	Via Strategy Group, LLC
Julia	Trethaway	Marketing Intern	Amazi Foods
Stefanie	Trop	Manager	Maryland Department of Commerce
Alan	Trost	IT Specialist	FMCS
Chad	Trytten	CEO	Koriist
Marvin	Turner	Director	HUD
Howard	Ulep	Managing Member	Lease Advisory Group LLC
Mayank	Upadhyay	Partner	Consulere ASM Global LLP
Campbell	Ure	Owner	The Alternative Board
Dylan	Vasan		Georgetown University
Carlos	Vassallo	COO	PlanetM
Roy	Vella	Managing Director	Vella Ventures
Princess	Viray	Executive Principial	Meranti Finance
Clement	Viry	CBDO	Estimeo
Jim	Voeller	Pstent Consel	Maier & Maier PLLC
Tom	Vogelsong	Director of Deal Flow	Kyto Technology and Life Science
Courtney	Walsh	Founder/CEO	Avisely
Michael	Walsh	CEO	GlobalCitizen.One
Gary	Wang		
Kyoko	Watanabe	Managing Director	DEFTA Partners
Barry	Weinbaum	Financial Services Professional	New York Life
Skip	West	President	MAXSA Innovations
Tommy	White	Director, AU Center for Innovation	American University
Dan	White	Co-founder & CEO	Localvore
Susanne	Wilke	Managing Director	CrossBridge International
George	Williams	Principal	GCW Ventures, LLC
Hallie	Williams		Right Next Door
Yulonda	Woods-Early	President and CEO	Strategy Now Consulting
Dan	Wooley	Entrepreneur in Residence	MITRE
Gary	Woolfson	President and CEO	SPH
Carl	Wooten	CEO/Founder	GivGo
Paul	Wouters	CEO founder	Senturiyon
Samuel	Wyman	Managing Director	Bluepointe Consultants Group
Yigang	Yang	Managing Partner	WaterStar Capital
William	Yatscoff	COO & Founder	Home Spritz
Ben	Yehooda	Chief Executive Officer	LineupApp
Jon	Zaikowski	Assistant Director	New York Angels
Rick	Zakharov	CEO	EZ Assets, Inc.
Phil	Zalewski	Managing Partner	The Parkwood Group
Joseph	Zaloom	President	E3 Analytics
Niv	Zarfati	Associate	Moneta VC
Jeff	Zika	CEO	AirGO.Ai
Raymond	Zoeller	Advisor	Kyto Technology and Life Science Inc.
Nick	Zwierlein	Client Relationship Manager	Koffman Southern Tier Incubator

# THANK YOU TO OUR PREP TEAM



**MALI PHONPADITH**  
Founder & CEO  
SOAR Community  
Network



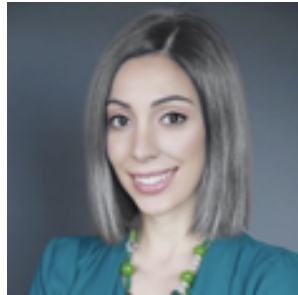
**INES LEBOW**  
CEO  
Enterprise  
Transformation Solutions



**JACKIE LUO**  
Principal  
BAM Advisory LLC



**EVAN SHUBIN**  
Pres. and Founder  
Results.now, Inc. and  
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General Partner  
Opus8 Pheonix  
Fund



**BOB LONDON**  
CEO, Founder & Chief  
Listener  
Chief Listening  
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## 2022 Calendar

July 28	Aug. 26	Sept. 29
Oct. 27	Nov. 22	Dec. 21

## 2023 Calendar

Jan. 26	Feb. 23	March 30
April 27	May 31	June 29

FLAVORS FOR THE REFINED PALATE

Chili Mango | Rosemary Lemon | Balsamic Raspberry | Chamoy Watermelon

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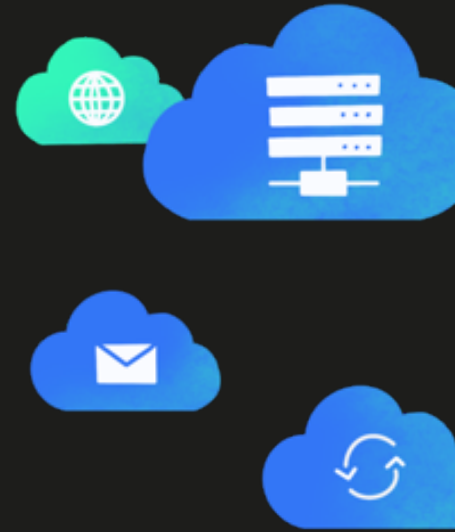
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- + CI/CD
- + Risk assessment & remediation



## Customer experience

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- + 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