

Washington DC
May 19, 2022

The Big Idea
CONNECTpreneur
Networking &
Pitch
Extravaganza!

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SCHEDULE

Thursday, May 19th, 2022

7:30-8:45am: REGISTRATION AND NETWORKING

8:45-9:20am: WELCOME REMARKS

- TIEN WONG, Founder and Host, CONNECTpreneur
- LEONA AGOURIDIS, Executive Director, Golden Triangle Business Improvement District
- MARK S. WRIGHTON, President, George Washington University
- DAN DOOLEY - Managing Director, Tishman Speyer
- JOHN FALCICCHIO - Deputy Mayor for Planning and Economic Development, District of Columbia

9:20-10:25am: COMPANY SHOWCASE / ROCKET PITCH

Intros By:

ANTHONY MILLIN - Chair of NEXT, powered by Shulman Rogers; Venture Partner, Third Sphere
ANDY TUCKER, Partner, Nelson Mullins
WILL CHOI, Assurance Partner, Dixon Hughes Goodman

Bright – Robert Wright

Capango, Inc. – Stefan Midford

Capital Provisions – Michael Lovett

Cytime – David Oarr

Everix – Hooman Banaei

Givio – Gary Carr

MedWatch – Mike Moore

Micronic Technologies – Karen Sorber

University Startups – Marc Steren

Alexanders Grace – Brad Bergerson

10:25-11:15am: INVESTOR PANEL: “Latest Trends in Early-Stage Investing”

- MODERATOR: DR. ANUJ MEHROTRA - Dean, George Washington University School of Business
- RANDY DOMOLKY - Co-Founder and Managing Director, Private Access Network
- CHRIS ENG, Principal, Sands Capital
- SEDA GOFF - General Partner, Veteran Entrepreneur Fund Bravo @ The PenFed Foundation
- ANNA MASON, Managing Partner, Rise of the Rest Seed Fund at REVOLUTION

11:15-12:00pm: NETWORKING

OUR SPEAKERS



TIEN WONG, CEO, OPUS8, INC.

Tien is Chairman and CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Tech 2000, a Northern Virginia based leader in technology training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

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



LEONA AGOURIDIS, EXECUTIVE DIRECTOR, GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT (BID)

Leona Agouridis is the executive director of the Golden Triangle Business Improvement District (BID), the 44-square-block area of the central business district that connects the White House to Dupont Circle. Prior to that she served in several leadership positions including Registrar of Voters for the District of Columbia, Media Relations Director of Metro, and Assistant General Manager for Communications, Marketing and Customer Service at Metro. She has served the Golden Triangle since 2006, putting in place key initiatives that include award winning emergency preparedness, placemaking and sustainability initiatives.



JOHN FALCICCHIO, ACTING DEPUTY MAYOR, PLANNING AND ECONOMIC DEVELOPMENT

John Falcicchio serves as the Acting Deputy Mayor for Planning and Economic Development. Mr. Falcicchio has also served as the Mayor's Chief of Staff since the start of her Administration after volunteering as a campaign advisor and director of Mayor-elect Bowser's transition. Mr. Falcicchio previously served as a Senior Vice President of DKC, a New York based public relations firm; as a Regional Political Director for the Democratic National Committee during the re-election of President Obama; and as a long-time aide to former Mayor Adrian Fenty.

OUR SPEAKERS



MARK S. WRIGHTON, PRESIDENT, GEORGE WASHINGTON UNIVERSITY

Mark S. Wrighton, Ph.D., was elected President of The George Washington University January 1, 2022. He is concurrently on sabbatical from Washington University in St. Louis where he is the James and Mary Wertsch Distinguished University Professor and Chancellor Emeritus. Wrighton served as the 14th Chancellor of the University from July 1, 1995, through May 31, 2019. During his tenure as Chancellor, Washington University made unprecedented progress in campus improvements, resource development, curriculum, international reputation, and especially in undergraduate applications and student quality.

Wrighton served as a presidential appointee to the National Science Board (2000-06), which is the science policy advisor to the President and Congress and is the primary advisory board of the National Science Foundation. He is a past chair of the Business Higher Education Forum and the Association of American Universities.



DAN DOOLEY, MANAGING DIRECTOR, TISHMAN SPEYER

Dan Dooley originally joined Tishman Speyer in 2001 to lead the firm's regional leasing efforts in Washington, DC. As Regional Leasing Director, he leased properties such as One Metro Center, 1325 G Street, 1099 New York Avenue, Woodland Pointe, and Plaza East before leaving in 2014. Since rejoining in 2019, he is responsible for leading leasing and asset strategy in the region. Prior to rejoining Tishman Speyer, Dan was the Chief Operating Officer with Carr Properties where he ran their Leasing, Marketing, Property Management, Asset Management and Construction Management groups. With over 30 years of experience in real estate, Dan has also held roles with Trammell Crow, JMB Realty Corporation, LaSalle Partners/JLL and Savills Studley. He graduated from Southern Methodist University with a BBA in Finance. He holds broker's licenses in DC, MD, and VA.



DR. ANUJ MEHROTRA, DEAN, GEORGE WASHINGTON UNIVERSITY SCHOOL OF BUSINESS

Anuj Mehrotra, Ph.D., is the Dean of the George Washington University School of Business (GWSB). Prior to coming to GWSB in July 2018, Dr. Mehrotra was at the (now) Miami Herbert Business School where he served as senior vice dean, the vice dean for faculty development and research, the Leslie O. Barnes Scholar and a professor of management science. His research interests are in large-scale optimization and interdisciplinary applications. Dr. Mehrotra's research has been published in the top-tier academic journals, including Management Science, Mathematical Programming, Naval Research Logistics, and the Inform Journal on Computing. Dr. Mehrotra has worked with over two dozen Fortune 500 companies and his previous experience includes visiting positions at the Tepper School of Business at Carnegie Mellon University and at the T. J. Watson Research Center.



RANDY DOMOLKY, CO-FOUNDER AND MANAGING DIRECTOR, PRIVATE ACCESS NETWORK

Randy is the Founder and Managing Director for Private Access Network. He is a seasoned technology and venture capital executive with over 20 years of experience in senior management, business development and financial roles. Randy has extensive experience building and maintaining over \$100 million of venture capital and private equity fund of funds for institutional, municipal and individual investors.

OUR SPEAKERS

Randy is also the Managing Director for Liquid Capital Group. Since 2000, Liquid Capital Group has been managing portfolios of top venture funds and superior emerging information technology companies for high net worth individuals and families. Randy is responsible for all operational aspects of the investment funds including: due diligence, investment selection, risk management, investor correspondence, investor reporting, accounting and fund administration.

CHRIS ENG, PRINCIPAL, SANDS CAPITAL



Chris is a Principal at Sands Capital focusing on early-stage investments across the AI/ML, cybersecurity, and application infrastructure sectors. Prior to Sands Capital, Chris worked with early-stage venture capital firms YL Ventures and ForgePoint Capital while completing his MBA. Previously, Chris was a management consultant and product manager at Promontory Financial Group, a strategy and risk management consulting firm for the financial industry. Chris received a B.S. in Foreign Service from Georgetown University, where he graduated cum laude, and an MBA with Honors from the University of Chicago Booth School of Business.

SEDA GOFF, GENERAL PARTNER, VETERAN ENTREPRENEUR FUND BRAVO @ THE PENFED FOUNDATION



Seda Goff is the Director of the PenFed Foundation's Veteran Entrepreneur Investment Program (VEIP). VEIP provides veteran-owned companies the resources and network they need to access capital to build and grow their businesses. Since 2018, Seda has built VEIP from the ground up. She has led investments in over a dozen veteran-owned companies, in industries ranging from property tech to consumer packaged goods to health and wellness. All companies are thriving largely due to the holistic system of financial, marketing, and networking support that VEIP provides portfolio companies. Under Seda's leadership, VEIP deployed its Veteran Entrepreneur Fund Bravo in 2021. Fund Bravo will invest an additional \$10 million in veteran-owned and operated companies through 2024.

ANNA MASON, MANAGING PARTNER, RISE OF THE REST SEED FUND, REVOLUTION



Anna Mason is a Managing Partner on Revolution's Rise of the Rest Seed Fund, where she has led more than 50 investments. She currently serves on the board of AppHarvest (AgTech; Eastern Kentucky; NASDAQ:APPH), is a board observer for Pryon (AI Knowledge Management; Raleigh, NC) Dispatch (Logistics; Minneapolis, MN), and Collective Retreats (Hospitality; Denver, CO). Anna also leads the strategy for the Rise of the Rest Platform, which is anchored by the firm's Rise of the Rest Road Trip, and has been covered widely in the media including by 60 Minutes and The New York Times. She has more than fifteen years of experience in finance, startup operations, and venture community programming.

Prior to joining Revolution, she co-founded a fitness-community startup called BurnThis (acquired by Beachbody) and co-led The Vinetta Project DC, an organization supporting early-stage female founders in tech. She began her career on Wall Street, as a distressed bond and post-reorg private equity trader, most recently as a Vice President at The Seaport Group. She was named to Fortune's 40 Under 40 in 2020, Business Insider's list of 100 People Transforming Business in 2019 and a Washingtonian Tech Titan in 2017 and 2018. She is a proud Washington, DC-transplant and has visited more than 40 startup communities across the country.



THE OFFICE OF THE DEPUTY MAYOR FOR PLANNING AND ECONOMIC DEVELOPMENT (DMPED)

The Office of the Deputy Mayor for Planning and Economic Development (DMPED) assists the Mayor in the coordination, planning, supervision, and execution of economic development efforts in the District of Columbia with the goal of creating and preserving affordable housing, creating jobs, and increasing tax revenue. DMPED pursues policies and programs that create strong neighborhoods, expand and diversify the local economy, and provide residents with pathways to the middle class.

The priorities for the Deputy Mayor derive from our broad goals of increasing affordable housing, increasing jobs and increasing District revenues. Together, they support the Mayor's vision of Inclusive Prosperity. Underlying all of our work is a commitment, driven by the Mayor, to good government and transparency.

TISHMAN SPEYER



TISHMAN SPEYER

Since its inception in 1978, Tishman Speyer has acquired, developed, and operated 505 properties, totaling 218 million square feet with a combined value of over \$124 billion. Tishman Speyer currently has approximately \$65 billion in assets under management, including iconic destinations around the world and innovative technologies to build a better future.

Tishman Speyer creates vibrant communities and physical spaces that unlock human potential. Our diversified portfolio of life science, industrial, residential, office, and mixed-use spaces spans 32 markets across the United States, Europe, Asia, and South America. We are also a strategic investor in companies and technologies that are transforming how customers interact with real estate. Guided by a commitment to ESG principles and hospitality, Tishman Speyer's leadership team and on-the-ground experts are unparalleled in their ability to anticipate global and local needs, promote human health and well-being, and establish new customer-centric product lines and services.

GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT (BID)



GOLDEN TRIANGLE

Formed in 1998, the Golden Triangle BID enhances Washington, DC's central business district, the 44 square-block area stretching from the White House to Dupont Circle. Home to almost 6,000 businesses, the BID has been a center of economic activity for decades, providing a clean, safe, and vibrant environment for hundreds of thousands of workers, residents, and visitors. The BID encourages placemaking and economic development through capital projects, public art, sustainability initiatives, and events, often through bringing together public and private partners and leading long-term efforts like the Penn West Equity and Innovation District. The Golden Triangle is also the first BID in the world to be certified through the U.S. Green Building Council's LEED for Communities program, achieving LEED Platinum certification.

GW SCHOOL OF BUSINESS

The GW School of Business cultivates ethical, inclusive, and entrepreneurial leaders that make a positive impact on the environment, society and governance locally and globally through market-responsive lifelong learning programs, innovative research, and outreach to the business and policy community.

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

School of Business

THE GEORGE WASHINGTON UNIVERSITY



the future of startup law
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level, together reaching each milestone of success.

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.

ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS



Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. “Anthony has had a tremendous impact on the success of my company since we were in the startup phase,” says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. “He has not only provided sound and creative legal support but has also served as a key business advisor throughout the growth of my company.” Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. Anthony has worked closely with a range of angel and institutional investors and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, ed tech, fintech and health care. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Contact Anthony at amillin@shulmanrogers.com.



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 start-ups. For more information, visit 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. In addition to providing general corporate guidance, Andy also assists his clients with a broad variety of transactional support, including venture capital and private equity transactions, joint ventures, mergers and acquisitions, and public and private securities offerings.



AEG

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



MARK HAAS, CEO, AEG



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

DIXON HUGHES GOODMAN



Ranking among the top 20 in the nation, DHG is a leading professional services firm offering assurance, tax and advisory services for clients in all 50 states and internationally. Our strength lies in the integration of our technical knowledge, industry intelligence and future focused approach. Together, these principles drive our purpose: to help clients achieve their goals today and tomorrow.

With more than 2,000 professionals across the United States and in the United Kingdom, DHG is passionate about creating unparalleled client experiences that are as personal as they are productive. We listen, collaborate and innovate to support and enrich our clients and the communities they serve.

WILL CHOI, PARTNER, AUDIT AND ADVISORY, DIXON HUGHES GOODMAN



Will has more than 20 years of experience in public accounting primarily in auditing both public and privately held companies in the life sciences and technology industries. He has extensive experience auditing SEC accelerated filers subject to internal control (ICFR) audits and multi-national audit clients with foreign operations, coordinating inbound and outbound services and facilitating the efficient deployment of resources and timely execution of services, including audit support for multinational companies reporting under IFRS. Prior to joining DHG, Will was an audit partner in the Life Sciences and Technology industry practice of an international accounting firm.

STELLAPOP



The Pursuit for Relentless. 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 coworking 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. On the personal side, when I'm not moving and shaking at work, you can find me lacing up my sneakers and hitting the running path or spending time at our son's basketball events.



NFP

NFP is a leading insurance broker and consultant that provides employee benefits, property and casualty, retirement and individual private client solutions through our licensed subsidiaries and affiliates. We have specialized experts across multiple industries and products, and are unique in that we provide a boutique offering, with the tools, resources, and leverage of one of the world's largest privately-owned brokers. We like to ask questions in order to understand our clients and their business, allowing us to work collaboratively to help solve their biggest problems. We're intentional with identifying and understanding what the issues are and connecting solutions to solve those issues. Our expertise is matched by our commitment to each client's goals and enhanced by our investments in innovative technologies in the insurance brokerage and consulting space. Locally, NFP is the largest employee benefits broker and insurance advisor in the Washington Metro Region (Washington Business Journal), while also ranking among the top corporate philanthropists in the region on an annual basis (Washington Business Journal).



ETHAN FOXMAN, ATLANTIC PRESIDENT, NFP

Ethan has been in the insurance business for over 20 years and is currently President of NFP's Atlantic Region, overseeing nearly 50 offices and more than 1,000 team members. Ethan had served as President of NFP's Mid-Atlantic Region since 2016 prior to the Mid-Atlantic and Southeast Regions merging in 2021. Prior to NFP, Ethan served as The Meltzer Group's Chief Operating Officer, and later as President, leading the largest insurance broker in the Washington, D.C. region. Ethan entered the insurance industry in 1999 with Group Dental Services (GDS), a niche provider of ancillary benefit plans to the labor union market. From 1999 until 2006 Ethan served in nearly every role at GDS, including underwriting, finance, operations, sales and client management. Under Ethan's leadership GDS grew from \$10 million to nearly \$50 million in revenue, and in 2008 was purchased by Coventry Healthcare, the sixth largest public healthcare company in the country. Ethan remained with Coventry until 2013 as President of the dental and vision business. Ethan earned his bachelor's degree from the University of Vermont and later added a MBA from the University of Maryland. He has served on a number of Boards, including the University of Maryland Smith School of Business, The Honour Society, and the Humane Society Maryland State Council, and is an active member of Young Presidents Organization (YPO).

MARYLAND TECH COUNCIL VENTURE MENTORING SERVICE (MTC VMS)

The Maryland Tech Council Venture Mentoring Program (MTC VMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation while expanding financial and business opportunities for tech, cyber, and life science start-ups. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 45 ventures have enrolled & \$55.MM has been raised in capital & grants. More than 13,000 volunteer hours have been contributed by mentors & managing committee members, with mentor training programs scheduled monthly across the State of Maryland. More than 225 mentor team meetings have taken place. The MTC VMS program has trained more than 105 mentors.

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.





CHRISTOPHER ROSS, WEALTH ADVISOR, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT



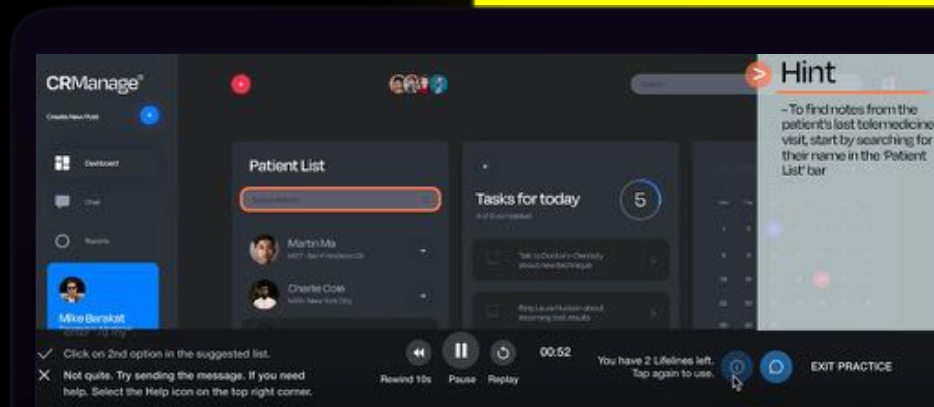
Chris Ross is a Wealth Advisor with Truist Wealth Management. He offers clients more than 25 years of comprehensive wealth management experience. Chris leads a team that brings together specialists in investments, financial planning, credit, and estate strategies. He is a native of Baltimore and lives 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. Chris serves on the Board of Directors for the American Heart Association of Maryland and is a member of the Finance Committee of the Maryland Historical Society. He is also deeply involved with the Maryland Tech Council, servicing as part of the Venture Mentor Services Group and the Business Continuity Task Force – advising local companies.

Bright

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Learners who undergo practice and simulation-based learning learn faster, requiring less onboarding and new product training time.

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New hires make mistakes in a safe environment and get practice that helps them hit quality, NPS, and productivity goals sooner.

Prove Training ROI

Skills data identifies associate strengths + development areas, enabling easier measurement of the business impact of simulation-based training.



Background, Traction, + Raise

- A cloud-based, B2B SaaS product founded by a former Marriott executive
- Focused in the healthcare + contact center markets
- \$1M ARR with standard 2-3 year terms
- 100% of pilots converted; 100% of customers have expanded at least once
- On track to achieve \$2M+ in revenue by the end of 2022
- In the middle of a Seed Raise of ~\$2M, with \$600k committed under \$10M post money valuation in a priced round

Bright

Rob Wright
Chief Executive Officer
c: 240.507.0281
rob.wright@learnwithbright.com

Management

Stefan Midford
President and Founder

Legal

Cooley LLP

Accounting Support

Adam Carson - CFO

Bank

Eagle Bank

Number of Employees:

Staff - 4
Contracted - 2

Total Invested

\$2.6M

Current Investors

- Stefan Midford
- Movista Holdings LLC
- DeWolf Family Holdings
- Virginia Innovation Partnership Corporation
- 4 additional Angle Investors

Use of Funds

- Regional Market Expansion
- Sales Team Buildout
- Expanded Marketing
- Customer Success Support
- Engineering as Required

Current Round

\$1M Convertible Note

- \$5M Cap
- 25% Discount
- 5% Def Int

\$450K Available

Business Description: Capango is a talent acquisition platform that is transforming the way retail and restaurant employers identify and hire great talent. For the 27 million hourly workers at retail and restaurants, Capango is a dating like app where their profile becomes their resume and instantly connects them to work opportunities. With scored profiles, automated resume creation, and "Swipe Right to Work" simplicity, employers get qualified, passionate workers.

Business Strategy: Starting with a blank slate, the Capango team reimagined how retail and restaurant labor is recruited. We eliminated the need for a resume and replaced complicated web applications with a simple app much like the dating apps that millennials have come to love.

Products/Services: A suite of integrated recruiting tools providing a simplified experience while better connecting job seekers to potential employers. With predictive candidate scoring, contactless video chat capabilities and seeker apps that are designed for mobile, our clients can more effectively fill open work opportunities.

Competitive Advantage: In addition to our product differentiation, we have invested significantly in AI based seeker marketing, partnerships with organizations like the National Retail Federation, and structured pricing flexibility to meet employer needs.

Target Market: The 27 million US workers in the retail and restaurant industry and the employers that spend \$11B per year to recruit and onboard talent.

Sales/Distribution Channels: Paid social site ads, internet search, viral marketing, public relations, business associations, partner referrals and trade conferences.

Competition: The status quo: recruiting is dominated by large firms (Indeed, Snag, Zip Recruiter) that have not challenged the process or the pricing model. Some industry focused competitors exist however they are ads focused like the large firms.

Management Team:

Stefan Midford - President and Founder

Repeat entrepreneur with two IPO's and a successful sale of prior company in 2019. Extensive experience in both large and small organizations with a focus in the retail industry.

	2021	2022	2023	2024	2025
Revenue	\$8,974	\$424,080	\$2,255,364	\$5,428,875	\$9,130,016
Cost of Operations	\$66,240	\$166,715	\$260,118	\$369,369	\$518,753
Gross Profit	(\$57,266)	\$257,364	\$1,995,246	\$5,059,506	\$8,611,263
Margin %	N/M	61%	88%	93%	94%
Total Operating Expenses	\$429,105	\$1,193,491	\$3,461,521	\$5,675,422	\$7,687,810
EBITDA	(\$420,131)	(\$769,412)	(\$1,206,157)	(\$246,547)	\$1,442,206
Margin %	N/M	N/M	-53%	-5%	16%



CAPITAL PROVISIONS

Capital Provisions Inc – \$30M Series B Deal Summary

Capital Provisions (CP) proposes establishing a nationwide tech-enabled roll-up of vending operators. We have an immediate opportunity to make seven acquisitions averaging 4x EBITDA and sell them for 10x in 2023.

- A \$30M investment creates a \$63M run rate operation with \$10M run rate EBITDA by the end of 2022.
- We expect growth to \$70M and an exit for \$97M in late 2023 at proven industry comparables, or
- We could grow it with no additional equity capital until 2026 to increase the sale price to \$260M
- A \$40M operational platform is already in place. \$18M worth of acquisitions are available immediately.
- The market includes ample acquisition opportunities and active buyers to suit either exit strategy.

Corporate/Capitalization

Form a single NewCo, Capital Provisions Inc, with 3 stakeholders.

- 75% owned by the Series B investor (non-participating preferred shares)
- 25% owned by an entity that holds remaining shareholders of CP and Legend Foods (common)
- 10% management incentive plan (common ISOs, Series B strike price, 3 year vesting)

Use of Funds

Immediately deploy capital on 7 acquisitions.

- | | |
|---|-----------------------------------|
| • Acquire existing preferred shares of Capital Provisions LLC | \$3.1M |
| • Acquire existing preferred shares of Legend Foods LLC | \$8.9M + (\$12.7 debt assumption) |
| • <u>Execute 5 in-progress acquisitions</u> | <u>\$15.85M</u> |
| • Total spent on acquisitions (4x EBITDA avg incl debt assumed) | \$27.85M |
| • Upgrades and integration costs | \$0.8M |
| • Working Capital | \$1.35M |

Resulting Entity

Integrating these acquisitions results in a strong platform with:

- \$63M revenues, \$10M EBITDA EOY 2022 run rate
- \$70M revenues, \$11M EBITDA FY 2023
- \$12.7M in debt outstanding to be refinanced to senior debt facility
- Saleable asset at 10x EBITDA or \$97M in 2023

Exit and Returns Options

- Package the \$70M asset for \$97M sale in 2023 (70% IRR for the Series B investor)
- Build to \$125M using cash flow and leverage for acquisitions and sell for \$258M in 2026 (50% IRR)



May 2022

Executive Summary

Value Proposition: Cytimmune uses immune system molecules called cytokines and proprietary nanoparticles to create safer, more effective combination therapies to treat solid tumor cancers. Our platform can deliver combinations of drugs that would otherwise not be possible due to toxicity or poor biodistribution. Platform delivery can nearly eliminate toxicities and result in 10-100x increases of therapy inside the tumor.

Leadership Team: CEO, Saba Malak, holds an engineering degree from U-Penn, and an MBA from Harvard. He previously was a Principal at BCG and an MD at Putnam. Founder, Giulio Paciotti, has 20+ years of experience in nanomedicine development. Leadership and the Board of Directors have more than 100+ years in biotech/pharma industry experience.

Challenge: Solid tumor cancers are resistant to treatment with traditional chemo and modern immunotherapies because 1) it's hard to get therapy into tumors and 2) tumors are immunosuppressive. Combination therapies that attack solid tumors along multiple axes are the best approach, but cancer drug toxicities and poor delivery systems make these therapies nearly impossible.

Solution: A class of drugs called cytokines can break open the tumor, drive an immune response, and induce cancer cells to kill themselves, but they are too toxic. Nanoparticles can safely deliver combination therapies, but they fail to penetrate deep into the tumor. Cytimmune uses cytokines on nanoparticles to open the tumor and enable delivery of novel combination therapies.

Technology: Cytimmune nanoparticles are designed to target any solid tumor and avoid healthy tissues. The particles carry a cytokine that rapidly breaks open the tumor, allowing our nanoparticles and other therapies to penetrate, permeate, and concentrate inside. This can improve standard of care and enable novel therapies. Our nanoparticles can carry multiple large and small molecules.

Market: Cytimmune's cytokine therapies and enhanced chemotherapies have pan-solid tumor applicability. In the US alone, 518,000 people are projected to die from solid tumor cancers and approximately 1M individuals will be diagnosed with advanced disease. Our therapies are systemically delivered and target both primary and secondary tumors.

Revenue Model: We have developed multiple proof of concept nanomedicines, each of which has blockbuster potential. We will advance clinical programs to demonstrate the power of our approach for use with immuno-oncology, chemotherapy, and precision cancer medicines. We anticipate significant out-licensing, co-development of assets, and ultimately acquisition by a larger pharma company.

Financial Projections

The current round of \$10M will enable Cytimmune to initiate a phase 2 clinical trial for our lead asset, bring a second asset into a phase 1 clinical trial, and complete preparation for large pharma partner engagement.

Year	1	2	3	4	5
Investment	10M	60M		120M	
Outcome	Complete Manufacturing Begin Partnering Discussions	First CO-Development with Pharma Partner	Out-license First Asset	IPO, Private Raise, or Sale	Sale to Big Pharma
Clinical Development		Begin Phase 2 Clinical Studies Open IND on 2 nd Asset	Phase 2 Early Readout Begin Phase 1	Phase 2 Complete Phase 1 Complete	

WEBSITE: www.cytimmue.com

Headquarters:

15010 Broschart Road, Suite 180
Rockville MD, 20850

Industry: Biotechnology

Founder, CSO:

Guilio Paciotti

Leadership:

Saba Malak, CEO
David Oarr, President

Partners, Grant Providers:

NCI, NCL, NIST

Seeking Financing of: \$10M

Previous Funding; 25M+

Use of Funds:

Manufacturing/research for clinical trials, regulatory engagement, partnering activities

Contact: doarr@cytimmune.com

Company Description: Everix manufactures ultra-thin optical filters (20X more compact than competition) for OEMs to reduce the size and weight of their wearable medical or technology products, while presenting at least 30X better economies of scale compared to traditional solutions.

Pain: 1- Size and weight limit product miniaturization (and other technical issues such as sensor sensitivity); 2- Rigid form-factor; 3- Insufficient economies of scale. Current manufacturing technologies have hit an innovation plateau despite many unmet needs.

Solution: Our novel manufacturing (with 34 patents) provides the most compact filter solution for the most challenging device designs, in both flexible and rigid forms, and with at least 30X better economies of scale, necessary for consumer-oriented uses.

Company Name:

City, State: Orlando, FL (with CA presence)

Phone: (407) 923 - 3260

Website: www.everixopticalfilters.com

Presenter: Hooman Banaei, PhD.

Email: hooman@everix.co

Basic Details:

Founded In: 2015# Of Employees: 12

Funding History and Deal Terms:

Total Raised to Date: \$5M

Total Seeking: \$8M (Series A)

Committed Funds (If Any): \$500K

Valuation Expectations: \$15M

Type of Financing: *The first \$2.5M as Pre-Series-A in Convertible Note (20% discount, 8% interest, \$12M Cap). About \$1M secured.*

Use of funds: Operations de-risking, process yield increase, executive team expansion, IP

Financials:

Burn Rate: Approx. \$65K/month current

Cumulative Revenue: Approx. \$2.2M (Approx. \$1M product sales)

Trailing 12-month revenue: Approx. \$600K

Cash Flow Positive in: Year 2024 (August 2022 with our current operations)

Market Size:

TAM: \$2.5B (CAGR: 8.56%), based on 360 Market Update & BCC Research) – only traditional markets, excluding what Everix creates new.

Estimated Reach: 2% By Year: 2026

3-Year Revenue Forecast:

Year 1 (2022): \$1.1M

Year 2 (2023): \$3.1M

Year 3 (2024): \$9.3M

Year 4 (2025): \$39.5M

Team: (12 operational + 8 hands-on advisors)

Hooman Banaei, PhD, CEO/Co-founder – Family manufacturing business with 500 employees

Justin Boga, Dir. Eng. & Automation / Co-founder – Left another optical filter company for Everix

Mark Wippich, Board Director / Advisor – Multiple optical coating startups and exits

Jim Northup, Advisor – Former COO at coating equipment giants – sold his optical component business to the largest filter player.

Technology

Process POC in Hooman’s garage. MVP of only one product in 2017 in a 2,000 sq.ft. facility. Three classes of filters at low-volume commercial grade by 2021 in a 6,000 sq.ft facility sufficient for near-future expansion. Most recently (Q4/2021 – January 2022) process control improved to include more sophisticated bandpass filters (55% of market) as well as high optical density/blocking (>99.9999%) of other filter classes. Seven new product lines agreed to launch with Edmund Optics in 2022.

Defensibility

8 issued and 26 pending patents internationally covering process, product, equipment, and key use cases. Process trade secrets.

Multiple proprietary in-house-developed software and algorithms for design and process control. In-house designed and developed manufacturing equipment.

Business Model

We manufacture and sell customized products as components at high volume to device OEMs. Retail sales to create OEM pipeline through channel partners (Edmund Optics). Gross margin projected to exceed 90% by 2024. Have sold to dozens of OEMs (including multiple Fortune-50) at prototype level. Preparing to expand to volume in 2022+. Several in the active OEM pipeline for 2022.

Go-To-Market Strategy

Direct volume sales to OEM’s. Retail sales to OEM’s (to build pipeline) through channel partners (Edmund Optics).

Licensing and JV for large-format filters (displays, solar, auto- and architectural glass, consumer eyewear, etc.) that Everix does not commercialize directly.

Competition

- 1- Traditional vacuum coating companies, all using patent-expired technologies. Viavi Solutions, Materion, Semrock, Alluxa, Omega, Chroma are the major players in the US.
- 2- Multilayer film extrusion industry – primarily for non-filter applications and low-performance filtering (such as display back-reflectors) due to process nature limitations – 3M, PeakNano, Toray.

Milestones

2017: Partnership formed with Edmund Optics based on our MVP and technology potential. 2018: First filter draw tower built in-house for consistency at volume & first product launch. 2020: First OD6 filters commercialized. 2021: Co-marketing agreement signed with Edmund Optics. 2022: Another major strategic partnership in formation.

Exit Strategy

Large-format filter segments to create early liquidation or partial exits (Eastman Chemicals, Sumitomo Chemicals, etc.) - Small-size, high-margin filter business exits in or around 2026 with 6-9X revenue multiple (as a baseline with success in primary target market only) supported by recent comparable examples even without the extensive differentiation that Everix offers.

Value Proposition: Givio is transforming a \$330 billion outdated industry – charitable giving – through a new generation of giving and fundraising software that is (a) designed for the donor and (b) integrated into everyday banking. Givio brings the giving experience to the donors – on their phones, at work, and through online banking. Modern payment methods such as Venmo, wallets and crypto engage the newest generation of donors. And our digital banking integration delivers the giving experience through trusted partners who already help us manage our money, pay our bills, and keep track of our financial lives.

Company Background: Givio was founded by industry insiders to build software that put the interests of the donors first – simplicity, purpose and privacy. We launched in 2020 to consumers. In 2021 we pointed our go-to-market integration strategy at digital banking. We also operate the Givio Charitable Foundation as a partner to support charitable gift processing.

Leadership Team: Our founders and leaders have 3 prior exits in the charitable giving and fundraising software space, including 2 rollups to industry leader Blackbaud. Through platforms we have built, 100's of millions of dollars have been raised for nonprofits, schools and churches.

Products/Services: Givio provides mobile giving apps for personal use (get them in your app store). Our platform integrates with digital banking (and other fintech) platforms like www.Q2.com to bring the giving experience to the donor, enabling the donor to give whenever, wherever and however he or she wants to give. We have 1.5M vetted, IRS-approved nonprofit organizations in our database. Each is served up through donor searches and campaign promotions without the nonprofit having to do anything to manage their accounts.

Technologies/Special Know-How: Our team includes experts in fundraising software and mobile app platforms. We provide modern payment capabilities such as Venmo and cryptocurrency so that people – especially younger generations – can transact their giving in the same ways they shop, bank and conduct their financial lives. Our digital banking integration solutions represent a new channel for charitable giving.

Market: Of the \$330 billion charitable giving (by individuals) market, \$205 billion is given by people earning less than \$500k per year. This is our TAM. 60% of US households give an average of \$2,000 per year to 5 to 10 charities. Anyone can use Givio for free – we take 4% of the donation for our fee.

Distribution Channels: Givio is distributed through digital banking / fintech platform integrations. www.Q2.com is the first. Digital Banking Platforms (DBP) is an \$8B market in its own right, expected to double in 5 years. We also have consumer versions of our products (e.g., mobile apps), but market capture comes primary through these partner channels.

Competition: Software solutions in the market are designed for someone who wants something *from* the donor – e.g., nonprofits want the donation, Facebook and Amazon want the data. Givio is (a) designed for the donor experience and (b) distributed through digital banking platforms, taking us directly to the donor in a trusted, secure online experience.

Revenue Model: Anyone can use Givio for free. We take 4% of the donation transaction as an admin fee. Future revenue streams include subscriptions, service agreements and advertising through search.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Banks Active	32	128	272	408	612
Revenue	\$143,000	\$1,264,000	\$3,593,000	\$5,389,000	\$8,084,000
EBITDA	(\$616,000)	\$48,000	\$1,647,000	\$2,276,000	\$3,104,000

Quick Facts

Company Name: Givio Inc.

Website: www.giv.io

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

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

Industry: Fintech

Domain: Charitable gift transactions

Bank: Bank of America
Law Firm: Revo Law
Accounting: PB Mares

Number of Employees: 6

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

Seeking Financing of: \$1M
Previous Funding: \$850k

Current Investors:
 Virginia Innovation Partnership Corp; Tacoma Venture Fund

Use of Funds:

- Speed onboarding & customer success
- New channel development
- Product advancement

Company Background: MedWatch Technologies is a medical device manufacturer that is developing a Non-Invasive Continuous Glucose Monitoring device that is accompanied by a Healthcare SaaS Platform. The founders are experienced and successful business professionals, medical engineers experienced in developing wearable monitoring technology, and well-respected medical doctors and researchers who have implemented new and innovative treatments for patients with type-2 diabetes.

Leadership Team: Mike Moore, CEO, is a serial entrepreneur having founded several technology ventures. He’s also worked on several projects for NASA. Bruce Matichuck, CTO, has created AI-based health information platforms including the use of wearable sensors. Jared Jones, PhD, Director of Research, was previously Research Director at UnitedHealth Group and has led foundational research into innovative diabetes treatments. Dr. Kevin Kapov has been co-investigator on diabetes-related clinical trials and has implemented a large-scale continuous glucose monitoring treatment program. Dr. Geraldine Cunniffe-Conlon has an MD, MSc and MBA and studied AI-driven data analytics at MIT. She judges startup competitions at London School of Economics and many pitch events in LA. Mark Cullivan, CFO and VP of Operations, has 25 years corporate management experience including CFO of an AMEX listed company.

Products/Services: Living with diabetes requires measuring glucose levels many times a day. Measurement typically involves piercing your skin to draw blood. This is painful, inconvenient, potentially debilitating, and expensive leading to poor compliance and significant health consequences. MedWatch will replace daily lances with a sensor that simply sits on the skin and automatically reports glucose readings every few minutes to an app over the cloud. At the same time, MedWatch takes other important bio-metric readings. The patient and doctor can see a continuous correlation between behavior, eating, sleeping and glucose readings.

Technologies/Special Know-How: We have patent pending blood glucose estimation technology which uses special LEDs with AI based methodology for interpreting data, and implemented within a wearable device. To reduce development risk, cost, and time, MedWatch has executed a license, exclusive for glucose applications, to a new watch-based sensor platform with associated health monitoring software. The platform is fully operational. We expect to obtain FDA approval for glucose estimation in roughly fifteen months.

Market: 1 out of 11 adults worldwide live with diabetes. Treatment costs are approaching 1 trillion USD and projected to grow by 20% by 2030 and by 46% by 2045. MedWatch will sell a non-invasive continuous glucose monitoring device along with a monthly subscription to our healthcare platform.

Distribution Channels: MedWatch will sell through three channels. 1) Online, via our own website and other online channels. 2) Retail, using our own salesforce to attract chains like Walgreens and Target. 3) Medical Distributors, using our salesforce to acquire national and regional medical device distributors.

Competition: Glucose meters, which require piercing the skin to obtain a blood sample, dominate the market today. Competition also includes continuous glucose monitors, like Dexcom’s G6 and Abbott Labs’ FreeStyle Libre. The G6 and Libre use a sensor placed under the skin (patch) to provide a glucose measurement every 5 – 15 minutes. Patches must be replaced every 10 – 14 days, and these patches cost hundreds of dollars a month. MedWatch will take continuous glucose monitoring to the next level by measuring glucose noninvasively. Every few minutes, MedWatch will measure and will report glucose concentration on its cloud-based multisensory platform. This platform will support other MedWatch sensors and monitoring applications (i.e., heart rate variability, electrocardiogram, blood pressure) to provide patients, their medical providers, family, and friends with actionable health data that is pain free, more convenient, and less expensive.

Financial Projections:

	Year-1	Year 2	Year-3	Year-4	Year-5	Year-6
Revenue	\$0	\$20,000,000	\$63,000,000	\$138,000,000	\$289,000,000	\$667,000,000
EBITDA	(\$2,500,000)	\$6,000,000	\$29,000,000	\$69,000,000	\$145,000,000	\$351,000,000

Quick Facts

Company Name:
MedWatch Technologies, Inc.

Contact:
Mike Moore, CEO

Locations:
Edmonton, AB
Las Vegas, NV
San Diego, CA

Phone:
702-475-7875

Email:
mike@medwatchtech.com

Website:
medwatchtech.com

Industry:
Health and Wellness

Domain:
Medical Devices/Health Platform

Bank:
Silicon Valley Bank

Law Firms:
O&A
Kilpatrick Townsend & Stockton
Snell & Wilmer

Patent Estate:
Patent Pending:
Blood Glucose Estimation

Exclusive Patent License:
Wearable Health Monitors and
Methods of Monitoring Health

WE CLEAN WASTEWATER

Transforming Industrial Wastewater Into High Value Resources



KAREN D. SORBER

CEO & Co-Founder

GREG REDICK, LTCOL (RET)

Investor, VP for Manufacturing & Commercialization

KELLY P. ROCK

CTO, Co-Founder & Inventor

LIZ DOERR

CFO, Sandbox Co-Founder

STEVE MELTZER

Lead Director, Pillsbury Law

LYNDA MESSICK

Audit Chair, Dep Chair FHLBB

BRIAN PHILLIPS

Lead Investor, The Pearl Fund

SHIRL GAUTHIER

Retired Executive

MARCO RUBIN (Observer)

Senior Investment Director, Center for Innovative Technology

RICH DIEMER (Observer)

CAV Angels Co-Chair & Treasurer

COMPANY INFO

PILLSBURY LAW

Legal Counsel

ARONSON

Auditor

SANDBOX

Financial Consultant

CAPITAL RAISED TO DATE

\$7.7M (\$3.7M investment, \$4M grants)

CAPITAL BEING RAISED

\$2.5M

Convertible note @20% discount and 50% warrants

REVENUE

Pre-revenue, one \$25K R&D customer

COMPANY DESCRIPTION

Micronic Technologies is a woman co-founded and led technology startup commercializing a patented wastewater concentration technology, the Tornadic One-Pass™ (TOP™). With nearly \$8M in development funding, 11 patents issued, six pending patent applications, its first commercial scale unit installed, and key strategic channel partnerships in place, Micronic is ready to commercialize in 2022.

The Company is raising a \$2.5M Series Seed 2 round to fuel our next stage of growth by deploying field pilots for the cheese and landfill run-off market and for ramping up sales.

Why Invest?

- 94% of industrial water is wasted - creating a \$20B+ problem
- Micronic's patented climate tech system accelerates cleaning of the world's dirtiest water
- Micronic's solution is easy to install, more effective than alternatives, and is 50% cheaper than comparable solutions
- Clear plan to grow revenue to \$35M in five years
- We create green jobs in a coal country Opportunity Zone
- Female co-founded and led, 60% female board
- Audited financials ensure accountability
- Technology validated in a peer-reviewed scientific journal article co-authored by the EPA, where the first unit is installed for testing

COMPETITIVE ADVANTAGE

Industry experts describe this technology as a “game-changer” for cleaning the world’s wastewater, beating competitive technologies on both price and efficiency. Third-party evaluation by expert scientists has confirmed the TOP™ test results and the peer-reviewed journal, “Desalination,” has published an article, co-authored with an eminent EPA research scientist. Competitor’s technologies use a high heat “laminar” fluid flow to evaporate liquid off from a surface. This causes corrosion and buildup of scale requiring costly and environmentally caustic chemicals to treat. These systems also have expensive capital costs, require exotic materials, and an equally expensive logistics supply chain to support continued operation. The TOP™ technology employs a closed-loop system of heat transfer and condensation that returns vapor to a clean liquid form and separates the contaminants, all without the use of filters, membranes, chemicals. TOP™ uses a highly dynamic turbulent flow to evaporate wastewater that prevents scale buildup and requires no pre-treatment or chemical dosing.

Market

The \$20B market includes food and beverage, chemical, power, mining, steel, textile, and pharma. Our first customer is in the \$3B cheese market with 95 cheese manufacturing plants across the country. Micronic’s second market is in treating leachate or “run-off” at municipal and industrial landfills nationwide, a \$19B market with 10,000 landfills across the country. We also have strong interest from mining and oil and gas.

Karen Sorber

CEO & Co-Founder
276.285.8970; EXT 800



Problem: Online Education, specifically college and career readiness programs, suffer from poor engagement, low completion rate, lack of community and no measurable outcome that leads to a secondary education or employment pathway.

Solution: An engaging and social Edtech SaaS platform with multiple signature courses, Lightning Lessons and micro internships that empowers learners with pathways to secondary education or employment. Our proprietary technology uses data setting, machine learning and web crawlers to achieve our goals at scale.

Traction: University Startups served 200 students in 2021 and is currently on track to 10x the number of students served for 2022. We have partnered with MCPS RISE program, Eastern High School in DCPS, Prince George's Community College, Eastern Shore Community College, Anne Arundel library, multiple nonprofit organizations and we are in negotiations with other schools and nonprofit organizations.

Revenue Model 1: By combining B2B and B2E sales cycles, we provide, for the first time, a proprietary platform that can be used by learners from educational systems to adult workforce centers. We charge \$9.99 per user, per month. This subscription mode has shown engagement rates as high as 68%.

Management Team: Marc Steren (Co-CEO) National Entrepreneur Educator of the year and founder of multiple startups, John Jababa (Co-CEO), MD Clean Energy Social Entrepreneur and professor at Georgetown University, Karen Livingston (CFO), founder of 2 startups and professor at Cornell University, Mike Malloy (Programs Head) Halcyon and William Kasper, former SVP of the edtech sales team at the Discovery Channel (CRO).

Advisory Board: Marla Beck, EDEX board member and founder of Blue Mercury, Dan Cohen, Founder Cornell Elabs, Talia Fox, former Harvard University Fellowship program and KUSI Diversity and Inclusion consulting, Jon Isaacson, CFO of 3 publicly traded companies, Melissa Bradley, professor at Georgetown University and founder of 1863 Ventures, Tom Raffa, Social Impact Investor, Steve Mariotti founder of NFTE, Byron Garrett, former Director of Education for Microsoft.

Competition: Edtech learning platforms such as Udemy and Coursera which have poor engagement rates and lack P2P, CTE programs in high schools that are very high touch and expensive.

Funding: We raised a \$1m seed round with investments from TEDCO, founder of Blue Mercury, first investor in Social Tables and other accredited investors. We are currently raising an additional \$500,000 to continue to build out our platform.

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

AG offers the first mass scale solution for both brands and influencers. Our revolutionary AI technology will do more than just make the market efficient, it will change the game all together!

Let's start with the problems...

When a brand wants to run an influencer marketing campaign, they need to start with the most important piece to the puzzle, finding influencers. Data aggregators charge companies 100's or even 1000's of dollars a month to endlessly search through countless profiles. All deals are made on a 1:1 basis with individual contracts. Payments aren't regulated, engagement can be fake, and conversion and attribution are a crapshoot. The process is expensive and time consuming, making it inefficient.

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

Now let's talk solutions!

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

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

This score is public and will aid in identifying bots within our platform.

Campaigns will begin with a new concept called Influencer Followership Acquisition (IFA), which allows any brand or influencer to buy an organic following for their social media. Based on set criteria, rather than random

influencers, our algorithm can micro-target your *perfect* audience who will be the most likely to engage with your handle and convert to sales. All campaigns are opt-in.

AG facilitates both fulfillment and payment distributions, so brands can just sit back and track their results, while influencers can effortlessly begin to monetize their

accounts. Because we are driven by nano/micro influencers, AG predicts the more personal reach they have will yield a higher ROI on campaigns.

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

AG



ATTENDEES

SPEAKERS

First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
Leona	Agouridis	Executive Director	Golden Triangle Business Improvement District
John	Falcicchio	Deputy Mayor	Planning and Economic Development, District of Columbia
Mark	Wrighton	President	George Washington University
Dan	Dooley	Managing Director	Tishman Speyer
Dr. Anuj	Mehrotra	Dean	George Washington University School of Business
Randy	Domolky	Co-Founder and Managing Director	Private Access Network
Chris	Eng	Principal	Sands Capital
Seda	Goff	General Partner	Veteran Entrepreneur Fund Bravo @ The PenFed Foundation
Anna	Mason	Managing Partner	Rise of the Rest Seed Fund at REVOLUTION

PRESENTERS

First	Last	Title	Company
Robert	Wright	CEO and Founder	Bright
Stefan	Midford	President and Founder	Capango, Inc.
Michael	Lovett	CEO	Capital Provisions
David	Oarr	President	Cytimmune
Hooman	Banaei	CEO and Co-Founder	Everix
Gary	Carr	CEO	Givio
Mike	Moore	CEO	MedWatch
Karen	Sorber	CEO	Micronic Technologies
Marc	Steren	CEO	University Startups
Brad	Bergeson	Founder and CEO	Alexanders Grace

ATTENDEES

First	Last	Title	Company
Alyssa	Abo	Director	Office of Biotech Innovation
Houman "Mike"	Adabi	Co-founder	Visore Security Solutions
John	Aggrey	Co-Founder & CEO	Din Din, Inc.
Hansilla	Alaigh	Founder / CEO	WISE-R, INC
Dawit	Amaha	CEO	Zenwell, Inc
Walt	Anderson	Managing Director	AVEALTO Ltd.
Drew	Ann Jubert	Senior Director, Finance and Administration	Golden Triangle Business Improvement District
Elizabeth	Anne Smith	Vice President	FZata, Inc.
Solomon	Asad	Venture Fellow	TEDCO
Aya	Aya Atassi Khanji	Entrepreneurship Student	GWU
Mark	Baldino	CEO	FireBot Suppression
Joe	Barletta	Managing Partner	Procession Systems
Fernando	Batista	COO	InvestUSC LLC
Dave	Belford	Senior Director	WeWork
Amiel	Bent		
Richard	Blake	Principal	Duncaster Investments
Ray	Blankenheim	CEO	Signal Edge Inc.
Ed	Bodensiek	CEO & Co-Founder	Cravety
Vlad	Bogin	CEO	Nobilis Therapeutics, Inc.
Hepsie	Bohman	Financial Services Professional	New York Life
Maurice	Boissière	Chief Customer Officer	DataTribe
Hal	Boles	Senior Advisor	DH Partners
Domonic	Boles	Managing Member	DH Partners
Ted	Bosse	Financial Services Professional	New York Life
Amy	Brendler	Managing Director	Tishman Speyer
Stan	Brock	Founder	Alunom Technology
Chance	Browning	CEO	CFO Services Group
Stefano	Brugnerotto	Founder and CEO	Save Inc
Thomas	Capola		
Sue	Carr	CEO	CarrTech Corp
Julia	Catuara	Financial Services Professional	New York Life
Andre	Chalonec	COO	NuAxis Innovations
Mary Catherine	Chase	Director of Marketing and Communications	The George Washington University
Lulu	Chen	Manager	DHG
Hao	Chen	Business Banker Vice President	Capital Bank
Alex	Chen	President	BriGene Biosciences Inc.
John	Chennoor	Director	DHG
Quinton	Chew		
Will	Choi	Partner	DHG
Sam	Chugtai		Investor
Jim	Chung	Associate VP for Research, Innovation and Entrepreneurship	George Wahington University
Joseph	Clayborne II	Entrepreneur	
Michael	Coates	CFO	Black Girl Ventures Foundation

Brian	Coblitz	Executive Director	The George Washington University
Stacey	Cohen	PR	Alexanders Grace
Sybongile	Cook	Director of Business Development & Strategy	DMPED
Susan	Coots	Financial Services Professional	New York Life
Manny	Cosme	CEO	CFO Services Group
Devon	Cury	Director of Advanced Planning	First Financial Group
Lubna	Dajani	Managing Director	Allnetnet Ltd.
Gerald	Daneshvar	BD	American Gene Technologies
Brian	Darmody	CEO	AURP
Gordon	Davidson	Investor/Advisor	Lightsense Technology, Inc
Tremain	Davis	SVP of Community Partnerships	University Startups
Stephen	Day	CEO	Day Capital Partners, LLC
Hank	Dearden	Principal	Group 3D
JP	DeGross	Senior Sales Advisor	Aces
Tim	Denning	VP	Ultratech
Rich	DePippo	Partner	NFP
Mark	DeVito	CSO	Yes&
Sam	Diener	Managing Director	Early Light Ventures
Gian	Dilawari	Partner	Tyson's Angels
Celine	Djomo	Real Estate Investor	BluPrintHouse
Liz	Doerr	CFO	Micronic Technologies
Bill	Drohan	CEO	Southeastern Capital Investment Holdings, LLC
Tom	Durrer	Senior Vice President	Atlantic Union Bank
James	Early	Managing Partner	Tamarack Advisory
Benjamin	Ebenezer	Managing Principal	Blu Venture Investors
Jasmin	El Kordi	CEO	Mblue Labs
Gerard	Eldering		Blue Vigil
Lynda	Ellis	President & CEO	Capitol Concierge, Inc.
Basma	Elmogy	Founder	Bootes Inc
Martin	Erim	President & CEO	First Renaissance Ventures
Mark	Esposito	Director	EY
Herb	Ezrin	CEO & President	Potomac Business Group
John	Faliccio	Chief of Staff to Mayor Muriel Bowser	DMPED
Lili	Farhandi	CEO & Co-founder	Razi Title
Adedayo	Fashanu	Fashanu	TANTV
Colin	Fay	Director	Tishman Speyer
Roy	Feinson	Founder	Orb Reality LLC
Mike	Ferrier	Program Coordinator	GW Office of Innovation and Entrepreneurship
Luis	Fiallo	Managing Director	China Telecom Americas
Ken	Fischef	CEO	Atigro
Ric	Fleisher	COO	Merlin Mobility
Justin	Fong	CEO	Hue.AI
Janette	Gallardo	Fraction CFO	Vitta Solutions
Layla	Gibbons	Leasing Coordinator	Tishman Speyer
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