

Baltimore, MD
November 16, 2022

Big  Idea
CONNECTpreneur
Networking & Pitch
Extravaganza

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

Agenda:

Wednesday, November 16th, 2022

7:30am - 9:00am - REGISTRATION AND NETWORKING

9:00am - 9:15am - WELCOME REMARKS

S. TIEN WONG - CEO, Opus8, Inc.; Founder, Big Idea CONNECTpreneur Forum
ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey Business School

9:15am - 9:25am - TEDCO & MARYLAND VENTURE FUND UPDATE

TROY LEMAILE-STOVALL - CEO, TEDCO

9:25am - 10:00am - INVESTOR PANEL

Moderated by ALEXANDER TRIANTIS - Dean, Johns Hopkins Carey Business School
CHRIS COLLEGE, Managing Partner, TCP Venture Capital
OLLEN DOUGLASS, Managing Partner, Motley Fool Ventures
TODD MARKS, Managing Partner, Mindgrub Ventures; Chairman of the Board, Maryland Tech Council
KATHERINE HILL RITCHIE, Senior Director, Venture Funds, TEDCO

10:00am - 10:10am - MARYLAND TECHNOLOGY COUNCIL UPDATE

KELLY SCHULZ, CEO, Maryland Technology Council; former Secretary, Maryland Department of Commerce

10:10am - 10:50 am - COMPANY SHOWCASE / ROCKET PITCH

Showcase of promising early stage companies. Companies introduced by:

BILL HUBER, Of Counsel, Nemphos Braue

ANTHONY MILLIN - Chair of NEXT, powered by Shulman Rogers; Venture Partner, Third Sphere

Presenting Companies:

ARV Technologies - Renhuan (Randy) Xu

CodeLock, Inc. - Brian Gallagher

Innovative Supply Solutions LLC - Phil Heifetz

Kinometrix, Inc. - Devina Desai

Mindful Mamas - Terra LaRock

Orion Biotechnology - Chris Lehman

RENDER - A.J. Ballantine

10:50am - Noon - NETWORKING and COMPANY EXHIBITS

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 Lumious, an international leader in technology training and learning analytics, as well as Chairman of Lore Systems, a provider of network engineering, cloud computing, and strategic IT consulting.

In 1991, Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition in 2003 by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business unit is one of the world's largest call center operations, with \$3+ billion in revenue as divisions of Xerox and Conduent. CyberRep was ranked for 4 consecutive years in Inc. Magazine's "Inc. 500" as one of the fastest growing companies in the USA. CyberRep was profitable for 11 straight years and was backed by Allied Capital Corporation.

Tien is a recognized international expert in CRM, direct marketing, and BPO, having presented at dozens of industry events around the world on CRM and BPO topics. He has provided industry commentary on the ABC, Fox, NBC, CNBC, Maryland Public Television, and China's CCTV networks, as well as Time Magazine, The Washington Post, Inc. Magazine, and Success Magazine. He serves on several boards including the Montgomery County (MD) Economic Development Corp., The Washington Institute for Business, Government & Society, Virginia Investment Partnership GAP Fund's Investment Advisory Board, Junior Achievement, Association for Enterprise Growth, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million of capital which is invested into top tier venture funds and companies. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



ALEXANDER TRIANTIS, DEAN, JOHNS HOPKINS CAREY BUSINESS SCHOOL

Alex Triantis is dean of the Johns Hopkins Carey Business School. Since becoming dean in 2019, he has led the revision or launch of several programs and initiatives focused on what's next in business. These include Carey's reimagined full-time MBA with emphasis in health, technology, innovation, leadership, and business analytics.

Prior to Carey, Alex was dean of the Robert H. Smith School of Business at the University of Maryland. As a Professor of Finance, his expertise lies in the areas of corporate financial strategy and valuation. He has a PhD from Stanford University, and bachelor's and master's degrees from the University of Toronto. He currently serves as vice chair and chair-elect of the board for AACSB (the Association to Advance Collegiate Schools of Business).



TROY A. LEMAILE-STOVALL

As the CEO of TEDCO—Maryland's economic engine for technology companies—Troy leads the organization's mission to support economic development through the cultivation of an inclusive entrepreneurial innovation ecosystem. He brings to bear more than 25 years of experience in investment management, higher education, telecommunications, information/communication technology, and management consulting in this leadership role.

Prior to joining TEDCO, Troy was the chief operating officer at the University of the District of Columbia (UDC), the nation's only urban land-grant university. UDC encompasses a six-site community college, a four-year baccalaureate campus, and a law school, and serves 7,000 degree- and certificate-seeking students. He oversaw an array of critical functions at UDC, including capital construction, communications, emergency management, enrollment services, facilities management, government relations, information management, institutional research, marketing, public safety, risk management, and strategic planning, to name a just a few.

Speakers:



CHRISTOPHER G. COLLEGE, MANAGING PARTNER, TCP VENTURE CAPITAL

Mr. College is an experienced venture capital professional with deep expertise in structuring, negotiating, and executing transactions. Mr. College has successfully closed over 70 transactions during his career worth over \$2.0 billion. He is currently responsible for the strategic and operational leadership of TCP Venture Capital. Prior to joining TCP Venture Capital, from 2006 to 2012, Mr. College was Head of the Private Finance Group at Stifel Nicolaus. From 2001 until 2006, Mr. College was with the Private Finance Department of Legg Mason Wood Walker. Mr. College joined Legg Mason Wood Walker in 1999 and from 1999 until 2001 was a member of the investment banking team focusing on mergers and acquisitions and initial public offerings (IPOs) in the technology industries. Prior to joining Legg Mason, from 1992 to 1997, Mr. College was an investment banker with Robert W. Baird & Co. Mr. College holds BA in economics from Northwestern University and an MBA degree from Emory University.



OLLEN DOUGLASS, MANAGING PARTNER, MOTLEY FOOL VENTURES

Ollen Douglass is the founding Managing Partner of Motley Fool Ventures. Before launching the fund, he was the corporate CFO of The Motley Fool Holdings for 14 years. Ollen's financing experience spans the full spectrum from bank to venture financing. He has held management level positions in the banking industry and is a former KPMG auditor.

Ollen has been recognized as a Washingtonian Tech Titan, DC Area Power 100, Washington Area Minority Business Leader, and was twice nominated for Greater Washington CFO of the Year. He serves on the board of several for-profit and non-profit organizations. Ollen earned his Bachelors degree in Accounting from The University of Baltimore.



TODD MARKS, FOUNDER, CEO, PRESIDENT, MINDGRUB TECHNOLOGIES

Todd Marks, a two-time EY Entrepreneur of the Year nominee, a member of Baltimore Magazine's 40 under 40, and a three-time member of The Daily Record's Most Admired CEOs is the founder and CEO of Mindgrub Technologies. Mindgrub, a member of the Inc. 5000 for ten years running, is a technical agency and creative consultancy that specializes in award-winning mobile, web, and marketing strategy solutions. Todd is an experienced speaker and futurist and continually shares his vision for innovative technology at conferences across the globe. Under his leadership, Mindgrub has expanded to nearly 200 employees across North America and has moved its headquarters into the metaverse, reinforcing its commitment to a culture of inclusion and innovation.



KATHERINE HILL RITCHIE, SENIOR DIRECTOR, VENTURE FUNDS, TEDCO

Katherine Hill Ritchie has 19 years of finance and investment experience. She is a frequent speaker and content provider to investment conferences and publications world-wide. She founded Private Capital Investments, LLC while she was working in Geneva, Switzerland in 2009 when she realized there was a need for personalized investment services for family offices beyond typical brokers, bankers or wealth managers.

Katherine has worked internally and as an advisor to 8 family offices, 4 Billionaires, through her firm, Private Capital Investments, LLC. She serves as Director and Board Member for Nottingham Spirk Family Office, and her past roles include: Simon Group Holdings, Eden Capital, PEX Global, and Wedge Alternatives. She spent 7 years in Switzerland where she was a Managing Director at Palladio Alternative Research and Senior Analyst and Investment Committee Member for the Saad family office's \$3.5 billion investment portfolio. She is an early-stage Angel Investor, a member of Citrine Angels, and is on the investment committee for University Impact, a social impact Venture Capital fund. Katherine is an advisor to several start-ups and likes to focus on female and diverse founders, technology, medtech, consumer and impact related early-stage venture companies.

Speakers:

KELLY SCHULZ, CEO, MARYLAND TECHNOLOGY COUNCIL, FORMER SECRETARY, MARYLAND DEPARTMENT OF COMMERCE

Kelly Schulz is a mother, wife, successful small business owner, and served seven years in Governor Hogan's administration as the Secretary of Labor and Secretary of Commerce.

In her most recent role as Secretary of Commerce, Kelly oversaw the state's primary economic development agency, responsible for attracting new businesses, job growth, and workforce development. Under Kelly's leadership, the department also served as the largest resource to provide financial assistance to struggling Maryland companies adversely impacted by COVID-19.

Prior to entering her career in public service, Kelly was always focused on her community. While raising her boys, Kelly put herself through college and worked as a server and bartender in the evenings and on weekends, yet always made time to serve on the school PTA and to volunteer with Brandon and Bradley's sports teams.

Kelly went on to work as a program manager for a defense contractor and then became a partner in opening a small business – a cybersecurity firm.

Wanting to continue to serve her community, Kelly was successfully elected to the Maryland House of Delegates, representing Frederick County. As a Delegate, Kelly took her knowledge and experience as a small businesswoman and served on the Economic Matters Committee where she focused on legislation relating to banks and other financial institutions, business occupations and professions, economic development, labor and employment, unemployment insurance, and workers' compensation.

Recognized by newly-elected Governor Hogan for her knowledge and expertise on economic matters, she was appointed as Secretary of the Maryland Department of Labor, Licensing and Regulation (DLLR) in 2015. At DLLR Kelly managed nearly 2,000 employees and oversaw an annual budget of \$375 million.





Company Background: ARV Technologies (ARV Tech) is a Maryland, USA and Suzhou, China based biotechnology company passionate about innovating safer and more efficient RNA preventive vaccines for infectious diseases and therapeutic vaccines for cancer. Founded in 2021, the ARV team dedicates their time to focus on mRNA vaccine research and optimizing their lipid nanoparticle delivery technology in order to create safer and more efficient vaccines for human health. This has resulted in the development of a universal COVID-19 mRNA vaccine which is in the process for an IND, as well as vaccines for cancer and HSV 1/2 which are in the preclinical development phase. ARV currently has three patents filed with three more in preparation.

Executive Team:

Renhuan (Randy) Xu (Co-Founder, CEO): Over 15 years industrial experiences in several biopharmaceutical companies specialized in RNA/DNA based immunotherapy.

Jianzhu Chen (Co-Founder): Professor of Biology, MIT, Principal Investigator, Singapore-MIT Alliance for Research and Technology.

Products/Services: ARV RNA platforms include mRNA, Self-Amplifying RNA and DNA which can be efficiently manufactured for vaccine production. In addition, ARV has identified a Lipid Nanoparticle (LNP) which has proven to be a more effective RNA delivery method. Using our LNP platform, ARVs proprietary LNP can deliver RNA 100 times more efficiently than its competition. This allows us to create a safer vaccine with less side effects at a fraction of the cost.

Technologies/Special Know-How: The problem with current RNA vaccines is their reliance on neutralizing antibodies. While these are essential in neutralizing a virus’s pathogenicity, they are only effective for 3-6 months. ARVs broad-spectrum design, induces both neutralizing antibodies as well as T-cell immunity to create longer lasting immunity. Another hurdle to overcome with vaccines are their side effects and stability. Utilizing ARVs Lipid Nanoparticle formulation, we are able to formulate vaccines using a more effective LNP which translates lower toxicity, higher efficiency, and enhanced stability.

Market: Except for the huge market for cancer treatments, the market for HSV-1 and HSV-2 is currently wide open with no approved vaccine available. By the end of 2022, the market for antiviral treatment of HSV is estimated to be US\$ 2.32 Billion. We also plan on utilizing our RNA/LNP formulation technologies to develop animal vaccines against infectious diseases which is currently not being done. The market for animal vaccines worldwide is expected to reach USD 12.8 billion in 2022.

Competition: Competitors for human vaccines include Moderna, BioNtech, Curevac etc. What sets ARV apart is our highly efficient LNP platform which induces immunity at a significantly lower dose which allows us to formulate vaccines with lower toxicity at a faction of the cost. There is currently no direct competition for our animal RNA vaccine platform.

Quick Facts

- Company Name:** Advanced RNA Vaccine Technologies, Inc.
- Address:** 12358 Parklawn Dr, North Bethesda, MD 20852
- Website:** www.arv-tech.com
- Industry:** Pharmaceuticals
- Bank:** Bank of America
- Contact:** Randy Xu, CEO
- Phone:** 301-686-3288
- Email:** rxu@arv-tech.com
- Patents:** 3 patents pending, 3 in process
- Current Investors:** Laurel Capital
- Number of Employees:** 12
- Amount of Funding sought:** 10-15M
- Use of funds:** Expand team, expand manufacture facilities, support clinical trials.

Financial Projections (Unaudited):

	2022	2023	2024	2025
Revenue	\$1.5 M	\$3.5 M	\$5 M	\$5M

Enhancing the Security of the Software Supply Chain through Secure Software Development Practices

CodeLock® is a patent-pending SaaS solution that continuously provides software security at the code level, while providing advanced management insights with performance metrics and data analytics, allowing companies to be in compliance with new software development security regulations. Security engineers and executive management finally gain a window into the developer's environment without negatively affecting the speed of the software development process or the code!

CodeLock® is simply, inexpensively, and frictionlessly implemented within the Software Development Life Cycle (SDLC). CodeLock's® proprietary, patent-pending approach instantly alerts management if any unauthorized change is made to their software.

CodeLock® meets several of the requirements of Executive Order 14028, Enhancing Software Supply Chain Security (OMB 22-18 & NIST 800-218), as well as the recently released Google Supply Chain Levels for Software Artifacts (SLSA).

CodeLock® is designed to create a forensic chain of custody between the software developers and every line of code they create, thereby providing software developers and enterprise-level software consumers (e.g., the U.S. Federal Government) with unprecedented protection and incorruptible nonrepudiation.

CodeLock® was built to provide immediate value to small and mid-sized businesses and is infinitely scalable to accommodate larger enterprise organizations with tens of thousands of developers. The CodeLock® team is committed to a process of continuous improvement, responsive to the needs of the markets we serve, as reflected in our aggressive R&D roadmap and relentless focus on developing and deploying features that continue to improve our client's ability to develop software that is safe and secure.

"CodeLock appears to have the capability to stop the most sophisticated criminal malware. With respect to cyberattacks from hostile nation-states, CodeLock would also be effective."

- U.S. Department of Homeland Security

CodeLock® was invented in the immediate wake of the 2020 SolarWinds® breach which impacted 18,000 organizations including nearly every entity of the U.S. Federal Government. After the attack, CodeLock® received an unprecedented endorsement from the U.S. Department of Homeland Security and the CodeLock® team quickly began developing its commercial solution, shortly after finishing as the top presenter at the 2021 Alchemist Accelerator Demo Day. CodeLock® has raised an initial \$1.5 million in Pre-Seed Safe notes and is currently looking to close a full priced Seed round by the end of the year.

CodeLock® currently has clients booked to begin service at the beginning of the year and is aggressively building its commercial and government sales and marketing channels for rapid growth.

The CodeLock® team is led by industry experts including:

- **Mr. Brian Gallagher (CEO)** – Former Technology Start-Up Executive, Sales & Operations Executive, U.S. Secret Service Technical Security, and has a Master in Cybersecurity & Forensics.
- **Dr. JT Kostman (CTO)** – Former Chief Data Scientist at Samsung, Chief Data Officer at Time Inc., U.S. Army Special Forces, U.S. Intelligence Community and has a PhD in both Mathematics and Psychology.
- **Mr. Paul Solosky (COO)** – Former CEO Catapult, COO eVigilant, VP SOSI International, U.S. Computer Emergency Readiness Team (US-CERT CISA) and has a Master in Cybersecurity & Forensics.

Innovative Supply Solutions (ISS) is a B2B software company helping mostly small-medium biotech and pharma companies overcome the challenges of supplying drug and other materials for clinical trials

Company Background: ISS was founded in 2010 in response to a market need from small-medium pharma for help with planning and managing their clinical trial supplies. In 2018, the company leveraged its expertise and proprietary forecasting algorithm to pivot towards a true SaaS model with a unique end-to-end solution called ISS Nexus.

Leadership Team:

- Adam Warren (Founder and CEO)
25+ years experience leadership in pharmaceutical supply chain operations and technology
- Phil Heifetz (Chief Business Officer)
25+ years life sciences and digital health startup business development, finance and management
- Todd Walbridge (Lead Developer)
Significant experience developing software for pharma applications, expert in multiple languages

Problem: Most people know that it takes a long time and a lot of money to bring a new drug to market. What even pharma experts don't always appreciate, however, is how hard it is to successfully run a clinical trial – particularly the challenges of ensuring there is always the right drug available at the right place/right time so that no patient ever misses a dose.

These challenges are fueled by a lack of visibility into supply chain data, and a reliance on tools like Excel and antiquated technology for decision-making. The result is \$millions wasted and errors that put an entire program at risk of failure.

Solution: ISS Nexus is a cloud-based system that includes the 3 key components required to plan and manage the materials for a clinical trial.

Users subscribe to one or more of the following:

Forecasting = a highly predictive algorithm that simulates a clinical trial, essentially running the trial before it happens

IRT/RTSM = module that enables clinical trial sites to manage site inventories and ensure the right patient always receives the correct medication

Inventory Management = integrated module that enables accurate and efficient production planning

The unique combination of all 3 services helps achieve clinical operations success.

Market and Traction: The target customer profile includes 3,300 small to medium-sized pharmaceutical and biotech companies within key geographies. A bottoms up analysis suggests this represents a total addressable market (TAM) of \$1.4 billion (source: Global Data).

ISS actively sells ISS Nexus in the market, mostly on a recurring revenue subscription basis, either per trial or per compound depending upon the service. Current customers include one of the largest pharmaceutical companies in the world (via acquisition of contracted customer) as well as several publicly-traded biotech companies. ISS also sells its services indirectly through a large contract research organization (CRO) and a contract manufacturer.

Competition: Competition is limited to spreadsheets plus a small number of niche products, none of which have the end-to-end capabilities of ISS Nexus.

Pro forma Revenue Projections: (\$000s)

	2022	2023	2024	2025	2026
Forecasted Revenues	\$1,546.6	\$3,519.6	\$5,821.7	\$11,469.9	\$23,018.9

ISS Quick Facts

www.innovativesupplysolutions.com

Contact: Adam Warren (CEO)
awarren@innovativesupplysolutions.com

Cell: 610-724-9337

Location: Bucks County, PA

Industry: Healthcare IT (eClinical)

Team Size: 14
(incl Part-time and consultants)

Leadership Team:
CEO: Adam Warren
CBO: Phil Heifetz

Amount of Financing Sought: \$1M
(convertible note, 50% subscribed)
Terms available upon request

Current Investors:
Ben Franklin Technology Partners
Individuals

Use of Funds: grow sales and scale operations

Bank: PNC
Legal: Cozen O'Connor
CPA: Sharp Financial Group



Value Proposition

Kinometrix’s artificial intelligence platform uses electronic health record (EHR) data to predict and prevent patient harm events in hospitals.

Company Background: Kinometrix, Inc is a C-Corp founded in 2018. We have developed a patient safety platform using half a million patient records to accurately predict hospital falls risk in real-time. Over 1 million patients fall in U.S. hospitals each year, over a third of which result in injury and lead to 11,000 excess deaths. Hospital falls are associated with increased hospital length of stays and higher rates of discharge to long-term care facilities, and cost \$6,694 on average per fall, ~\$7 billion annually.

Leadership Team: Devina Desai – CEO – 12 years of experience in clinical leadership and hospital administration.
Patrick Bradley – Chief Clinical Officer – practicing critical-care nurse with over two decades of experience leading nursing teams.
Todd Scarola – CTO – successful entrepreneur, led engineering team of AgileTrac, acquired by GE Healthcare.

Products/Services: Our proprietary predictive machine learning module uses data from EHRs, collected as part of routine clinical care to provide individualized fall-risk predictions and risk drivers. The input and output are automated, allowing clinicians to spend less time performing risk assessment manually and more time caring for patients.

Technologies/Special Know-How: Our module was trained, tested using 500,000 in patient records. The variables used by our module and the machine learning algorithm are covered in our non-provisional filing. Additionally, we conducted a validation of our module with 100,000 inpatient records and our accuracy was 98 percent, the standard of care was only 51 percent accurate.

Market: Our customers are all US hospitals that uses an EHR. Additionally, rehabilitation centers that also collect significant patient data points and are required to perform fall-risk assessments are a secondary target. The market size is ~1 million licensed hospital beds in the US. We charge hospitals a recurring annual fee of \$480/licensed bed to use our fall-risk prediction module. New risk prediction modules will be upsold for an additional fee.

Distribution Channels: We are using our network of clinical leaders and sales consultants to target our first 25 hospital customers directly. Additional distribution opportunities exist with channel partners providing remote monitoring services such as AvaSure.

Competition: Current risk assessment tools on the market are competitors, however, they are inaccurate, time-consuming and result in over 1 million inpatient falls annually. EPIC, is also a competitor and has a handful of risk prediction modules, however, they have been shown to be ineffective in peer-reviewed literature and our solution not only provides accurate risk assessments, it also provides individualized risk drivers.

Quick Facts
Company Name: Kinometrix, Inc
Contact: Devina Desai
Address: 6935 Inlet Cove Drive, Fort Belvoir, VA 22060
Phone: 804-586-6511
Email: devina@kinometrix.com
Website: www.kinometrix.com
Industry: HealthTech
Bank: JP Morgan Chase Bank
Law Firm: Pillsbury Winthrop Shaw Pittman
Patent Estate: Patent pending
Number of Employees: 3
Leadership Team: 3
Amount of Financing Sought: \$750k
Current Investors: Enlightened Capital Management, Sewell Joint Trust, Joseph Kunkel, Pamela Powers
Use of Funds: commercialization & sales

Financial Projections (Unaudited):

	2022	2023	2024	2025
Revenue	\$51,952	\$2,250,583	\$10,709,617	\$25,176,875
EBIT	\$(45,703)	\$(215,403)	\$4,355,556	\$13,901,878



Quick Facts

Company Name: Mindful Mamas Club.

Contact: Terra LaRock

Address: 59 W Floyd Ave, Englewood, CO 80110

Phone: 928-699-7951

Website: mindfulmamaclub.com

Industry: Health and Wellness/ FemTech

Bank: Silicon Valley Bank

Number of Employees: 5

Amount of Funding Sought: \$1.5 Million

Strategic Investor: Otsuka Pharmaceuticals

Use of funds: Growth, Engineering/Product, Operations

Company Background

Mindful Mamas is a maternal mental health app for every motherhood journey. Founded by a licensed psychologist, Mindful Mamas created the first program that spans the entire lifecycle of the mother—from trying to conceive through empty nesting. Our app uses a variety of psychology modalities, including mindfulness, meditation, mood tracking, emotional awareness, and sleep support, to promote positive mental well-being outcomes for moms and their families.

Product/Services

Mindful Mamas is a native iOS and Android app that delivers personalized content and programs across the life cycle of a mother. Mindful Mamas technology meets the mother right where she is at every day, personalizing her experience based on her age of children, life circumstances, mood, and more. The app enables mothers to learn practical coping skills, nervous system regulation, and emotional awareness and vocabulary to help them meet their wellness goals—84% of mothers self-report feeling better or much better after engaging in the app (n=10K). We can't just treat our way out of the maternal mental health crisis. We must focus on prevention. Professional providers trust Mindful Mamas to be used alongside their services, understanding that therapists and doctors cannot provide 24/7 wrap-around support.

Technologies/Special Know-How

No other maternal wellness apps span both ends of a woman's journey, from trying to conceive through menopause. With over 500+ evidence-based and trauma-informed practices, the personalization and longevity of our offering are helping us win in this market. We will continue to succeed through customization, expanding to serve the whole family, including kids and partners, and using data models to create predictive information to serve our customers.

Market

The wellness market is \$52B globally, growing 7% YOY. First targeting mothers in the US with children at home, our US piece of the market is ~\$1 billion. While we already have international users, our mission is to start in the US, serving the 10+ million mothers needing mental health help. An upside is that borders do not bind our product. Our target market comprises mothers and expecting mothers aged 25-50, with HHI >\$50K, digitally savvy and engaged in social media.

Distribution Channels

Mindful Mamas can be downloaded via the App Store and Google Play store. Mindful Mamas membership is priced at \$9.99/monthly or \$69.99 annually. With a world-class growth team, we are garnering favorable unit economics leveraging paid, earned, and owned media to attract high-intent customers.

Competition

Competitors include wellness solutions ranging from mental health apps, like Calm, Expectful, and Headspace, and femtech apps, like Peanut.

Leadership Team



Terra LaRock
Founder
CEO



Jillian Stout
Co-Founder
CPO



Hannah Parvaz
Growth Lead



Liz Doerr
Fractional
CFO

	2022	2023	2024	2025	2026
Total Active Subscribers	2,559	16,815	46,764	82,004	130,406
Revenue	\$ 326,553	\$ 1,349,675	\$ 4,237,935	\$ 7,360,177	\$ 10,971,419
EBITDA	\$ (725,386)	\$ (1,596,639)	\$ 548,743	\$ 3,003,199	\$ 5,599,346

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

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

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

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

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

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

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

COMPANY

Orion Biotechnology Canada Ltd.
www.orionbiotechnology.com

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

LEADERSHIP TEAM:

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

STAGE OF DEVELOPMENT:

Lead Candidate: Clinical Stage
Other Candidates: Pre-Clinical

KEY ASSETS:

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

ROUND OVERVIEW:

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

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



WHAT IS RENDER?

RENDER is a remote engagement tool built to save contractors time and money by streamlining the first step in the renovation process simply and accurately.

RENDER will allow contractors to bid on jobs remotely by inviting homeowners to self-measure their space. Contractors can invite homeowners to scan-to-measure, and the smooth app process generates a floorplan in seconds, within an inch* of exact measurement.

Born from necessity RENDER is the first remote engagement tool for home improvement professionals.

OBJECTIVE

To successfully introduce and integrate a remote engagement strategy to the \$497.1B home remodeling industry.

MARKET

The RENDER GTM strategy focuses on the B2B remodeling marketplace, specifically general contractors: 500,000+ Home Improvement Professionals and 100M+ Annual Home Improvement Projects.

Already with a patent pending, RENDER is a mobile app built by professional contractors, for professional contractors.

Within the \$497.1B U.S. remodeling market (TAM), the serviceable market for RENDER presents a \$4.7B opportunity.

LEADERSHIP TEAM



A.J. BALLANTINE
Founder / CEO



JIM KILLORIN
Co-Founder / COO



JOE VALERI
Advisor / CTO

For investment opportunities or for additional information, please contact:

A.J. Ballantine

P. 301.401.9177

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W. render.com

WHERE WE STAND

On November 8, 2022, RENDER launched a full-featured product limited to ~50 exclusive users.

Previous Success in Funding

- Raised \$400K in a Pre-Seed Raise

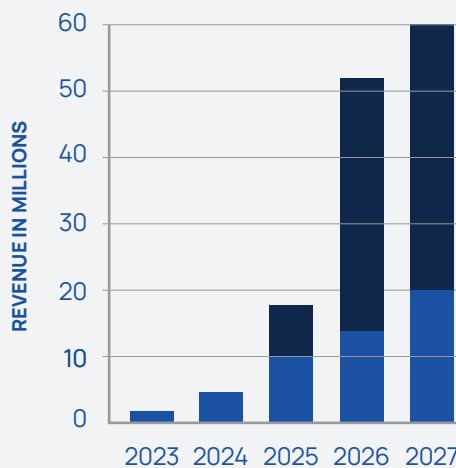
Currently Raising \$2M

- 3-year Convertible Note
- 7% Interest
- \$10M Cap

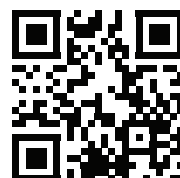
Use of Funds:

- Enhance Product Features
- Key Hires
- Marketing

REVENUE PROJECTIONS



- Subscription Income (ARR)
- Lead Generation Income



*Estimate based on sample set.



Quick. Simple. Accurate.

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Our Partners:



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Grounded in the Johns Hopkins' legacy of excellence and research, Johns Hopkins Carey Business School shapes business leaders who seize opportunity, inspire change, and create lasting value. We bring a modern business perspective to Johns Hopkins by shaping leaders who build for what's next ®. With campuses in Baltimore, Md. and Washington, D.C., Carey offers full-time, part-time, and online MBA and MS degree programs, and executive education programs for the global marketplace that are data-driven and built to compete in an everchanging business world. Carey's faculty are thought-leaders, trailblazing what's next in the business world and in the classroom. And at Carey, we learn by doing. For more information, visit carey.jhu.edu.



TEDCO

TEDCO is Maryland's leading source of funding for early-stage, technology-based businesses. Our mission is to enhance economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Over the last 24 years, TEDCO has provided significant value to the state's start-up community by supporting over 10,400 Maryland jobs and generating more than \$2.3 billion in statewide economic activity as of 2021. Learn more by visiting us at tedcomd.com.



NEMPHOS BRAUE

Nemphos Braue co-founders George Nemphos and Tim Braue left big law firms in order to practice the law differently. Nemphos Braue offers big firm experience with boutique-level service, becoming true strategic partners with their clients and helping entrepreneurs and emerging companies grow further and succeed. Repeatedly honored by The Daily Record as leaders in law and as the best law firm for mergers and acquisitions and intellectual property, Nemphos Braue has experience in private equity, venture capital and with independent sponsors, and in industries ranging from healthcare, cannabis and technology to manufacturing, real estate and consumer goods. See why Nemphos Braue is a different kind of law firm at nemphosbraue.com



GEORGE NEMPHOS, CO-FOUNDER AND MANAGING MEMBER, NEMPHOS BRAUE

George Nemphos is a founding member of Nemphos Braue, a Mid-Atlantic boutique law firm representing entrepreneurs, start-ups, emerging and mature companies, as well as venture capital and private equity funds. He has extensive experience working with private equity to lead M&A deals including spin-offs, roll-ups, minority interest acquisitions and joint ventures, as well as advising in capital raising efforts, and supporting entrepreneurs to grow and scale their businesses. George holds an LLM from Georgetown and a J.D. from the University of Baltimore. He volunteers at St. Paul's School for Boys, was on the Executive Leadership Committee for the 2019 and 2021 American Heart Association Heart Ball and serves on the Board of Directors for Driving Force Group and the Maryland Business Innovation Association.



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 services across a wide range of practice areas.

Our Partners:

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 AND PARTNER, NEXT powered by 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.



MOTLEY FOOL VENTURES

Motley Fool Ventures (MFV) is an early-stage venture capital firm investing in companies that are reimagining business in a digital-first economy. The firm looks for startups that are deploying technology to drive scale, efficiency, or access in legacy industries. The firm's core industries are Fintech, Digital Health, PropTech, and HRTech. The unifying thread is the group's operational expertise, which it leverages to help companies build scalable, professional infrastructures around the founders' domain expertise. Founded in 2018, MFV leverages a vast network to search inside and outside the norms to uncover great founders and investment opportunities.



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.



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At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for over 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.

ATTENDEES

SPEAKERS			
First	Last	Title	Company
Tien	Wong	Chairman & CEO	Opus8, Inc.
Alexander	Triantis	Dean	Johns Hopkins Carey Business School
Troy	Lemaille-Stovall	CEO	TEDCO
Chris	College	Managing Partner	TCP Venture Capital
Ollen	Douglass	Managing Partner	Motley Fool Ventures
Todd	Marks	Managing Partner	Mindgrub Ventures
Katherine Hill	Ritchie	Senior Director, Venture Funds	TEDCO
Kelly	Schulz	CEO	Maryland Technology Council
Bill	Huber	Of Counsel	Nemphos Braue
Anthony	Millin	Chair	NEXT powered by Shulman Rogers

PRESENTERS			
First	Last	Title	Company
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Philip	Heifetz	CEO	Innovative Supply Solutions
Devina	Desai	CEO	Kinometrix, Inc
Terra	LaRock	Founder & CEO	Mindful Mamas Club
Chris	Lehman	Interim Financing Advisor	Orion Biotechnology
AJ	Ballantine	Founder & CEO	Rendr

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First	Last	Title	Company
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John	Aggrey	CEO	DinDin
Sameer	Ahirao	Founder & CEO	Ardent Privacy
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Brian	Alexander	President	Omina Technologies
Scott	Alford	COO	Oraclum Capital LLC
Amena	Ali	CEO	Airside Mobile
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Michael	Antone	Of Counsel	Nemphos Braue
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Marco	Avila	Chairman	Maryland Hispanic Chamber of Commerce
Judy	Ayala	CEO	Nueducation - IT Services
Jim	Bahr	MBA Candidate	Georgetown University
Andrea	Bai	Angel Investor	Individual Biotech Investor
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Craig	Bandes	CEO	Pixilligent
Matt	Barinholtz	CEO	FutureMakers
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Brendan	Bergin	Business Development Manager	The M Group
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Mitch	Best	Private Wealth Manager	Morgan Stanley
Laura	Bhalla	Principal Designer	L Space Interior
Vippy	Bhambra	Principal	Glomo
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Ted	Bosse	Financial Services Professional	New York Life
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Kathie	Brady	President & CEO	Frederick Innovative Technology Center
Tim	Braue	Co-Founder & Member	Nemphos Braue
Andres	Brillembourg	MBA Candidate	Georgetown University
Michael	Broder	CEO	RCKRBX
Patrick	Bryant	Partner	CODE/+ /TRUST
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Jesse	Christopher	CEO	Longevity Neuro Solutions
Joseph	Clayborne II	Entrepreneur/IT Professional	Startup
Katie	Cleasby	CEO/Founder	Recspert
Deborah	Cole	Marketing Manager	Amarex Clinical Research
Christine	Collins	Senior Director of Strategic Communications	JHU Carey Business School
Mac	Conwell	Founder & Managing Partner	RareBreed VC

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Tasha	Cornish	Executive Director	Cybersecurity Association of Maryland
Jack	Crowley	Founder and EVP	Optelligent/Stark Intel
Lubna	Dajani	Managing Director	Allternet Ltd.
Denise	Dantzier	Digital Marketing	RareBreed VC
Dan	Darlak	Producer	Break The Floor Productions
Sherrod	Davis	COO	EcoMap
John	DeGross	Senior Sales Advisor	Fiserv
Brian	DeMuth	Partner	Riphean Investments
Ryan	DePirri	Associate	Corstone Capital
Mamadou	Diallo	Graduate Student	JHU Carey Business School
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Ronald	Dixon	Volunteer	CONNECTpreneur
Liz	Doerr	CFO	Mindful Mamas
Nenad	Dordevic	President, International	ImagineBC
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Zachary	Feldman	CEO	Volo Technology Group
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Ethan	Finkelstein	MBA Candidate	Georgetown University
Larry	Fiorino	Founder	ROM
Dwight	Fischer	Founder	Covenant
Laura	Flynn	Graduate Student	JHU Carey Business School
Peter	Frantz	Senior Vice President	Amarex Clinical Research
Natasha	Fray	Volunteer	CONNECTpreneur
Brian	Gallagher	CEO	CodeLock
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Nicholas	Gardner	Founder and CEO	Inq PBC Inc
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Rick	Gilchrist	CEO	WeGro Data
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Candace	Gill	Director of Business Development	Nemphos Braue
Frank	Glover	Founder / VC	Interrobang Ventures
Geyssel	Gonzalez	Controller	TEDCO
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Lawrence	Greenberg	SVP and Chief Legal Officer	The Motley Fool
Teddy	Gresser	Investment Analyst	TEDCO
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Anita	Gupta	CEO	Hulchull
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Jack	Hanson	Director of Ops	Pax Momentum
Matthew	Hanson	Managing Director	Pax Momentum
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Leif	Jackson	VP of Product	MPOWER Financing
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Tisha	Jepson	CEO	True Bearing Diagnostics
Kim	Johnson	Volunteer	CONNECTpreneur
Al	Johnson	Financial Services Professional	New York Life
Caroline	Johnston	Founder & CEO	Caroline Sarah Ventures and Greensland Bakery
Angel Rich	Jones	Founder	CreditRich
Karl	Jones	VP of Sales and Strategy	CreditRich
Deepika	Jonnalagadda	Analyst	Blu Venture Investors
Suby	Joseph	Founder and Principal	Brandywine Insights
Venroy	July	Partner	Dickinson Wright
Naureen	Kahn	Graduate Student	JHU Carey Business School
Marcel	Kaminstein	Senior Manager, International	Biotechnology Industry Association
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Melanie	Koorey	Senior Business Development	Maryland Department of Commerce
Judy	Kosovich	Executive Consultant	Perryman Technologies Reasearch LLC
Tatiana	Krakhmaleva	Graduate Student	JHU Carey Business School

Theresa	Kramer	CEO/CMO	OcuFLOW, Inc.
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Denyzio	Laboy	Founder	PenUin
Vijay	Lakshman	Managing Director	Mindgrub Ventures
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Ines	Lebow	CEO/Founder	Enterprise Transformation Solutions
Glen	Lebowitz	Board Member	Ooptima Service Solutions
Lucy	Lee	Partner	Akin Gump
Mindy	Lehman	Chief Government Relations & Policy Officer	TEDCO
Kathleen	Lineberger	VP, Investor Relations	Blu Ventures
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Jet	Lu	Customer Solutions	AWS
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Jameson	Madison	Ventures Analyst	Mindgrub Ventures
Karina	Mandell	CEO	CitySync
Erik	Maxwell	Sales Director	RENDR
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Rajiv	Mehta	MBA Candidate	Georgetown University
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Jomy	Methipara	Partner	Dickinson Wright
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Sarah	Morley	Graduate Student	JHU Carey Business School
Tigress	Morris	BizOps Controller	CLA (CliftonLarsonAllen)
Stephanie	Mou	Business Development Assistant	ARV Technologies
Nigel	Mould	CEO	StackCare
Keith	Moulsdale	Partner	Whiteford Taylor Preston
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Pramod	Raheja	CEO	Airgility
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Phil	Salesses	CEO	Stealth
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Lilith	Saylor	Analyst	BioSolution Designs
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Candy	Schibli	Founder	Southeastern Roastery
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Eve	Simpson		
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Paul	Solosky	COO	CodeLock
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Ursula	Spencer	Founder	Dope Nerds

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Javed	Syed		
Tori	Tavormina	Graduate Student	JHU Carey Business School
Claire	Tempest		Pax Momentum
Samir	Tendulkar	CEO	Khal Inc
Tammi	Thomas	Chief Marketing & Communications Officer	TEDCO
Deb	Tillett	President	ETC Baltimore
Belle	To	Graduate Student	JHU Carey Business School
Matthew	Tompkins	Founder	Global Art & Style
Kirsten	Tucker	Founder & CEO	ItinAFairy
Meg	VanDeusen	Graduate Student	JHU Carey Business School
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Kavita	Verma	Director, Business Recruitment	Maryland Department of Commerce
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Hua	Wang	Director	gener8tor
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Donald	Wedlock	Founder	FlipABuck
Barry	Weinbaum	Financial Services Professional	New York Life
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Rob	Williams		
Cameron	Williams	CEO	Athenus Financial Group
Jeffrey	Woolford	Founder & Chairman	Parallax
Cong	Xu	Graduate Student	JHU Carey Business School
Ankit	Yadav	Volunteer	CONNECTpreneur
John	Yetman	Co-Founder	AEG and Inner Circle
Doug	Zeisel	Partner	TCV Growth Partners
Carrie	Zhang	CEO	Markeny
Joy	Zhou	CEO	AuHelix Biotech

Thank you to our Host Committee!



Marco Avila
President/Chairman
Maryland Hispanic
Chamber of Commerce



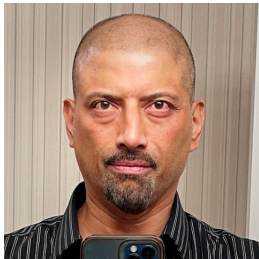
Jeff Cherry
Managing General
Partner
Conscious Venture
Partners



Tasha Cornish
Executive Director
Cybersecurity
Association of Maryland



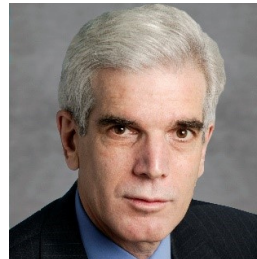
Chris Haug
CEO
360° Venture
Management Group



Vijay Lakshman
Managing Director
Mindgrub Ventures



Marissa Levin
CEO
Successful Culture



Brian Meritt
Managing Director
Global Deployment
Partners



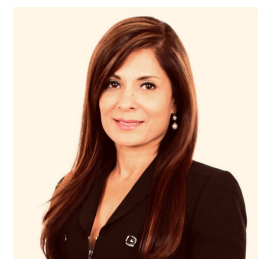
Pramod Raheja
CEO
Airgility



Chris Ross
Managing Director
Truist Financial



Sean Sutherland
Chief Marketing Officer
Kapowza



Kavita Verma
Director, Business
Recruitment
Maryland Department
of Commerce

Thank you to our Prep Team!



MALI PHONPADITH
CEO
SOAR Community
Network



INES LEBOW
CEO
Enterprise Transformation
Solutions



JACKIE LUO
Principal
BAM Advisory LLC



EVAN SHUBIN
Pres. and Founder
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Candlelight Partners



LAURA HILL
SVP
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BOB LONDON
CEO
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MARISSA LEVIN
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CEO
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