

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

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

**October 27, 2022**

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

# AGENDA

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

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

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

- CHRIS NICOSIA, VP of Partnerships, **Modus Create**

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

- DARREL BARROS, Shareholder of **NEXT** powered by **Shulman Rogers**

- MARK HAAS, CEO, **AEG**

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

**October 27, 2022**

**CONNECTpreneur.org**

# PRESENTING COMPANIES

**CamDo Solutions Inc.** - Todd McCann

**Caring Closures International** - Zack Molnar

**CloudCaller.io, Inc.** - Jeanie Bunker

**Cognitive Clarity Inc.** - Alan Snow, PhD

**Go Well Benefits** - Holly Adams

**Kinometrix, Inc** - Devina Desai

**Mindful Mamas** - Terra LaRock

**NexGen Forensic Sciences, Inc.** - Andrew Feldman

**PetMetrics** - Gary Richter

**Phoenix PharmaLabs, Inc.** - Bill Crossman

**Proof Loyalty** - Chris Barnes

**The Security Bulldog** - Jeff Majka



# SPEAKERS



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

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

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



**CHRIS NICOSIA, VP OF PARTNERSHIPS, MODUS CREATE**

Chris leads and manages all partnerships at Modus Create. Having spent his professional career in a variety of roles within software, IT, and consulting organizations, Chris is able to identify strategy opportunities within the broad partnership ecosystem and create relationships that drive value to our clients, team members, and each respective partner.

CamDo saves lives in construction. Our Computer Vision solution predicts and prevents workplace accidents and deaths that cost the industry \$23B annually. In the United States, construction accounts for 20% of all workplace deaths.

**Company Background:** Since 2019, CamDo has sold its Time Lapse camera solutions, reaching sales of \$1.3M in 2021; this profitable business will continue. The Company has discovered a far larger opportunity in construction which has become its business focus.

CamDo has developed a **Computer Vision platform** to reduce workplace deaths and accidents in construction. The Company has fully paid, commercial scale pilots with two of the largest General Contractors in the USA (Skanska & Gilbane). Bechtel, the World's largest General Contractor, will be piloting CamDo's solution at one of its construction sites in Houston, Texas.

**Leadership Team:**

**CEO: Todd McCann.** Mechanical Engineer in Construction. Formerly, Engineering Mgr for >100 ppl. Expertise in enterprise sales & manufacturing.

**CTO: Dean Eislers.** 20 yrs in Electrical Engineering in Construction. Expert in hardware and software development and project management.

**COO: Harry White.** Expertise in hardware & software dev., project mgmt, & sales. Co-Founder of a Web Dev. Co. that received \$160M of VC funding.

**CFO: Gordon Skene.** Tech. Exec. Raised >\$160M for early-stage companies, & \$2B for an industrial listed NYSE. Founder & CEO of a \$35M tech. fund.

**Director: Peter Jennings.** Commercialized the world's 1st spreadsheet (Visicalc) sold to Apple. Serial entrepreneur (11 exits).

**Director: Mike Volker:** Canada's 2009 Angel Investor of the year. Founder & CEO of WUTIF Capital, a \$20M tech. Angel Fund with many successful exits.

**Products/Services:** Until CamDo, there has been no provider of an integrated Computer Vision solution (hardware + software) to meet the specific needs of General Contractors (GCs) of large buildings. CamDo provides its customers with a **"Hardware-enabled SaaS solution for Computer Vision at a price that GCs can afford."** CamDo's solution is < 1/4 of the price of incumbents.

**Technologies/Special Know-How:** CamDo's integrated hardware & software platform is a powerful AI solution. In Q4, 2022 CamDo will file 2 patents involving the combination of hardware, software, and Computer Vision. CamDo's firmware has a combination of trade secrets and copyright protection. Its cloud-based software is not accessible to outside parties. To duplicate CamDo's proprietary IoT camera would take an expert > 2 years to design.

**Market:** The Total Addressable Market for CamDo's Computer Vision (CV) solution in the USA is estimated at \$4.4 B/yr. of Annual Recurring Revenue. Revenue model: a typical CV sale will generate ≈ \$58,350 per construction site over a 5-year period. 92% of this revenue will be derived from Monthly Recurring Revenue.

**Distribution Channels:** CamDo's Computer Vision solution is sold directly to large general contractors. Early success with Industry leaders, such as Bechtel, Skanska, and Gilbane, will attract other General Contractors.

**Competition:** There are currently no direct competitors. The few companies providing similar services are either camera companies or Computer Vision companies, but none provide a complete solution combining both hardware and software.

**Financial Projections (Unaudited):**

US\$	2022	2023	2024	2025	2026
<b>Revenue</b>	\$1,177,845	\$1,626,956	\$3,881,152	\$12,393,282	\$36,928,067
<b>EBIT (dollars in thousands)</b>	(\$490,418)	(\$822,212)	\$242,560	\$2,944,689	\$17,246,894

**Quick Facts**

**Company:** CamDo Solutions Inc.

**Contact:** Todd McCann

**Address:** 1200 - 555 West Hastings St, Vancouver, BC, V6B 4N6

**Phone:** 604-362-1414

**Email:** Todd@cam-do.com

**Website:** Cam-Do.com

**Industry:** Construction

**Bank:** Bank of Montreal

**Law Firm:** Capiche Legal LLP

**Patent Estate:** 2 Patents will be filed

**Number of Employees:** 14

**Leadership Team:**

CEO: Todd McCann

CTO: Dean Eisler

COO: Harry White

CFO: Gordon Skene

Director: Peter Jennings

Director: Mike Volker

**Amount of Financing Sought:** \$2 M  
Pre-money Valuation: ≈ \$7M at a 1.25 exchange rate. Preferred Shares. 1X Participating Liquidation Preference

**Current Investors:** Individual Private Investors, VCC, & Angel Groups.

**Use of Funds:**

- Engineering for Computer Vision (CV) models and the User Interface.
- Rev 2 of our Upshot IoT CV camera
- Sales & Marketing of CV solution.

**Auditor:** MNP LLP.

## ACCESS CONTROL - A PROVEN EARLY INTERVENTION METHODOLOGY



In the 1960's and 1970's, young children were overdosing *en masse* across the U.S. on baby aspirin flavored by drug manufacturers so that kids would take it more easily. The subsequent development of child-resistant (CR) caps and closures generated a 45% reduction in U.S. child mortality from drug and supplement poisonings and proved access control as an effective early intervention methodology. However, CR caps have not been updated despite 50 years of innovations in drugs and supplements.

Meanwhile, public health problems have reached epidemic scale, costing the healthcare system and national economy tens of billions of dollars annually:

- **Sneaking pills from the family medicine cabinet a few at a time (pilfering), is a leading source of drug diversion in multiple residential and healthcare settings and has been the #1 source for teen drug abuse since 2012 (\$9B annual economic cost)**
- **Every eight minutes, a child five years-old or younger goes to the emergency room from a drug and supplement poisoning (\$9B annual economic cost)**
- **Every 12 seconds a child five or younger is poisoned from a common household product (\$20B annual economic cost)**

***These problems can be contained with Safe Rx's simple, proven, and cost-effective access control products***

## COMPANY BACKGROUND | STRATEGIC OVERVIEW | UPCOMING FINANCINGS

Headquartered in Denver, CO, with 2022B and 2023P revenue of \$297K and \$1,041K, respectively, the Company expects to transform public health and consumer product safety with a long overdue update to access control technology across the global 14-billion-unit cap and closure market.

CCI's initial award-winning product, a locking prescription vial (LPV®), is sold into multiple healthcare and pharmacy verticals under the Safe Rx® brand name, for use in medication security and filling prescriptions (dispensing). The Safe Rx product line prevents pilfering, which is the top source for teen drug abuse in the country and a leading source of diversion in senior living, shared living (including college and university campuses), and other household and institutional healthcare settings.

Safe Rx is the category leader in the LPV prescription dispensing market and expects to capture a large market share as its consumer product line competitors cannot compete with Safe Rx's strong defensive moat (eleven issued patents) and significant cost advantages (8-10x manufacturing cost advantage and 6x workflow cost advantage).

The Company is focused on two main growth avenues:

- **Near-term:** Growing sales across multiple healthcare verticals with \$300M revenue potential, including hospitals, FQHCs, treatment centers, universities, and local and state governments. CCI has generated significant traction in 2022 in these verticals, bringing on over 60 new customers this year and developing a 500+ qualified lead pipeline, despite the sales team not being fully staffed capitalize on the market opportunity, where we are looking to add 1-2 more resources to fully attack these healthcare verticals.
- **Intermediate-term:** Pursuing payor reimbursement for insurance companies to reimburse pharmacies to dispense controlled substances and other classes of medicines into LPVs. The Company has made considerable progress on this objective, including reimbursement testing programs underway with the Centers for Medicare & Medicaid Services (CMS) along with two additional testing programs. These testing programs would catalyze growth to over \$200M revenue within several years, and with expansion into additional drug classes, creating a total \$2B revenue opportunity. A reimbursement code decision from CMS is expected in late-2023, with commercial payors to follow suit shortly after.

Separately, with the recent issuance of its 11<sup>th</sup> patent expanding IP coverage to consumer product packaging, the Company is developing readiness to initiate licensing of its technology to CPG companies with products bearing high rates of pediatric poisonings, such as detergent pods and OTC drugs and supplements.

The Company has opened its \$3 million convertible note and SAFE dual offering round to accommodate selected investors that did not make it into its oversubscribed Seed II round (closed in May 2022), and also opening to new investors and developing family office and VC relationships as we look toward a larger \$5 - \$10 million Series A round in 2023. The current investor base consists of healthcare and pharmacy sector angels, selected family offices, and experienced impact investors.

## SUMMARY INVESTMENT CONSIDERATIONS

Multiple Addressable Packaging Markets Worth 14 Billion Units Annually

Eleven Issued Patents Covering Broad Cross Section of Global Packaging Markets

Significant Traction in Large Opportunities with Low Tipping Points for Adoption of LPVs in Dispensing

Strong Management Team With Domain Expertise and History of Successful Exits

Significant Impact on Opioid Epidemic and Other Major Public Health Problems

8-10x Manufacturing and 6x Workflow Cost Advantages in LPV Product Line Over Competitors

**Value Proposition:** Solves all of your Video, Phone, SMS and Chat needs within the highly secure Salesforce Platform and powered by Twilio’s global communication platform.

**Company Background:** CloudCaller.io, Inc. created an industry leading Unified Communications as a Service (“UCaaS”), CloudCaller.io. The product was created by SND Software Inc., a software development staffing company. It was set up as a separate business on July 1, 2022, to provide communication services for Salesforce users in today’s distributed office, in a highly secure, easy to use and efficient basis with comprehensive record keeping as a native to Salesforce application.

**Leadership Team:**

**Dan Federman - CEO and Founder CloudCaller.io and CEO and Founder Software Next Door.** Dan is a seasoned executive with expertise in bringing new technologies into a company’s core operations to enhance product and service offerings, and to improve internal operations and customer service.

**Jeanie Bunker - Marketing Director – CloudCaller.io and Software Next Door.** Jeanie Bunker has more than 25 years of multi-channel marketing experience

**Hector Teran – CTO CloudCaller.io and Software Next Door.** Hector has more than 25 years of experience in the software development industry, many of them in telecommunications . He manages the development of the CloudCaller.io product.

**Rene Ayala - Director CloudCaller.io Product Development & Customer Support.** Rene has more than 10 years of experience in the Salesforce.com space architecting and developing SFDC applications, and leading development teams.

**Products/Services:** CloudCaller.io a cutting-edge cloud-based Unified Communication as a Service (UCaaS) Salesforce Application:

- One UI: Video, Phone, SMS and Chat, all on one phone line
- 100% Native to Salesforce, built within Secure Salesforce platform
- Twilio Secure Global Communication Platform
- Cloud-based rapid and low cost implementation and maintenance.

**Technologies/Special Know-How:** CloudCaller is 100% native to Salesforce, in the Salesforce Lightning Experience. It uses Twilio’s communication platform, as well as Salesforce’s OpenCTI. It interacts with Salesforce’s Heroku through REST web services using AES256 encryption. For video conferencing, CloudCaller uses a node-react application on Heroku.

**Market:** CloudCaller.io can be sold to any users of any Salesforce cloud. market size estimate is 24 million users for a market value of \$11.5 Billion. CloudCaller has a recurring annual subscription revenue model.

**Distribution Channels:** Partnerships with Salesforce, Twilio and Carahsoft, and Direct Sales supported by Marketing.

**Competition:** Most competitors are not native to Salesforce, so customer data is in two places, and is less secure than if it resided solely in Salesforce. CloudCaller.io is quite competitive with these products on features and functions. There are two other native to Salesforce products, however CloudCaller.io has more features and functions, and a more advanced infrastructure than both.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2025
<b>Total Gross Revenue</b>	106	4,504	13,844	29,278	58,215
<b>EBIT (dollars in thousands)</b>	-109%	7%	26%	39%	46%

**Quick Facts**

**Company Name:** CloudCaller.io Inc.

**Contact:** Dan Federman

**Address:** 25 Beach Road, Suite A  
Belvedere, CA 94920

**Phone:** 628-600-1630

**Email:** dan\_federman@cloudcaller.io

**Website:** <https://cloudcaller.io/>

**Industry:** Communication Software

**Domain:** Cloudcaller.io

**Bank:** First Republic Bank

**Law Firm:** Lagerlof LLC

**Patent Estate:** N/A

**Number of Employees:** 10

**Leadership Team:**

Dan Federman – CEO Founder

Jeanie Bunker – Dir. Marketing

Hector Teran - CTO

Rene Ayala - Dir. Prod Dev

**Amount of Financing Sought:** 1.25M

**Current Investors:** Dan Federman and Software Next Door.

**Use of Funds:** Direct Sales & Marketing

**Auditor:** TBD



### Value Proposition

**Company Background:** Cognitive Clarity Inc. (CCI) was founded in 2015 by two world-renowned neuroscientists (Dr. Alan Snow, Univ. of WA, Seattle; and Dr. Rudy Tanzi, Harvard/MGH) and experts in memory loss, brain aging and Alzheimer's disease. New patented dietary supplements for memory loss were developed based on Dr. Snow's discovery of a plant from the Amazon rain forest that hits all 3 main targets of memory loss- brain plaques, tangles, and inflammation. 5 products have been developed containing patented and exclusive dietary supplement ingredients (cat's claw and oolong tea extract) that no other memory-support supplement in the world includes. Over 15 years of scientific studies; 2 major papers published in *Nature -Scientific Reports* in 2019 and 2021; 34 patents (9 issued) including composition of matter patents for Percepta<sup>®</sup> issued in 2019 & 2021; Percepta Professional<sup>®</sup> in 2022 in USA.

### Leadership Team:

Founder and CEO, Dr. Alan Snow, 2<sup>nd</sup> biotech Company founded; developed single molecule drugs for Alzheimer's and Parkinson's disease; 18 NIH grants; \$3.5M LEAPS award from MJFox Fdn. for Parkinson's Research; inventor of 350+ patents for drugs, nutraceuticals, compositions and screening technologies. Chief Scientific Advisor – Dr. Rudy Tanzi -Harvard/MGH -Co-Director McCance Center for Brain Health; Concussion doctor for New England Patriots; Time Magazine 100 Most Influential People in World in 2015. Terrence Tormey – Board Member -35+ Years in Nutraceutical Industry -Biotech Experience; helped launch Flonase<sup>®</sup>, Prilosec<sup>®</sup>, Cipro<sup>®</sup> and Allegra<sup>®</sup>.

**Products/Services:** The world's first dietary supplements (Percepta<sup>®</sup> products) for memory loss that targets brain plaques, tangles and inflammation in the aging brain. Backed by 15 years+ of scientific studies and 2 major publications in *Nature - Scientific Reports* in 2019 and 2021.

**Technologies/Special Know-How:** 34 patents (9 issued and 25 pending); composition of matter patents for Percepta<sup>®</sup> issued in USA in 2019 and 2021; composition of matter patent for Percepta Professional<sup>®</sup> issued in 2022. Patent protection till at least 2039. Proprietary extraction process and exclusive ingredients; \$1M in patent infringement settlement fees obtained in 1<sup>st</sup> year of operations.

**Market:** Brain Health Supplements -\$8.30 billion global market in 2022; CAGR of 8.3% from 2020-2030; Memory enhancement USD \$1.2 billion.

**Distribution Channels:** Distribution-online sales on website; Amazon.com; Plan to enter retail in 2025.

### Competition:

Prevagen<sup>®</sup>, Neuriva<sup>®</sup>, Focus Factor<sup>®</sup>, Alpha Brain<sup>®</sup> and others. Percepta outperforms all of them by >50% in targeting brain plaques and tangles – published in 2021 paper in *Nature -Scientific Reports*

### Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	\$725,000	\$3.2M	\$9.5M	\$20M	\$32.5M

### Quick Facts

**Company Name:** Cognitive Clarity Inc.  
**Contact:** Dr. Alan Snow, CEO  
**Address:** 7500 212<sup>th</sup> St. SW, Suite 214, Edmonds, WA 98026  
**Phone:** 425-678-8485  
**Email:** dralansnow@cognitiveclarityinc.com  
**Website:** www.perceptabrain.com  
**Industry:** Dietary Supplements for Memory  
**Bank:** Union Bank, Mill Creek, WA  
**Law Firm:** Carney Badley Spellman (Corporate); Foley Lardner (Patents)

**Patent Estate:** 34 Patents (9 issued, 25 pending); 3 composition of matter patents

**Number of Employees:** 2

**Leadership Team:** Dr. Alan Snow, CEO; Terrence Tormey -Board Member; Dr. Rudy Tanzi-Chief Scientific Advisor

**Amount of Financing Sought:** \$3M

**Current Investors:** ~ 25 Accredited Investors; Raised \$4.5M to Date.

**Use of Funds:** Human Clinical Trial; Sales & Marketing; New Product Launches; Patents; Working Capital

**Accounting:** Affinity Group, Seattle

Value Proposition

**Company Background:** *Go Well Benefits simplifies the benefit enrollment process by starting with the Employee First. We are the first employee benefits platform to include setting up a site in as few as 5 minutes, Underwriting for health conditions for lower rates, enrolling ICHRA and all ancillaries on one platform, and adding a pay now function. This Insurtech is bringing Benefit Administration to the 21<sup>st</sup> century.*

**Leadership Team:** *Holly Adams- CEO Health Insurance Consultant focusing in Staffing and Franchises. 20+ Years experience in Healthcare  
Lynn Seng- COO Account Director for cases 300+ 30 years experience in Account Management  
Joe Markland: CSO 30+ years installing Benefit Administration Software  
Joseph Duckett: CMO 15 years in Ancillary Benefits, owner of VB Communication and Enrollment Company  
Meredith McGrath: CTO 20+ years in technology and Project Management  
Amanda Parness: Strategic Advisor 20+ years in mid market VC*

**Products/Services:** *Benefits are confusing, Time consuming. Go Well Benefits Benefit Enrollment System makes benefit Administration easier. Go Well benefits focuses on Employees as if you start with wo benefits are set up for first everything else becomes easier.*

**Technologies/Special Know-How:** *Trademark: Go Well Benefits. Our know how is decades of experience in the Benefit space. We have re-engineered the process to focus on employees. Meeting employees where they are makes benefits truly benefits.*

**Market:** *The market is vast. Benefits SaaS is a 30bn industry.*

**Distribution Channels:** *Our distribution channels are Brokers, Health Reimbursement Administrators, TPAs, Payroll Companies, and Insurance Companies.*

**Competition:** *Employee Navigator, Ease, Take Command, Bavy*

**Quick Facts**

**Company Name:** Go Well

**Contact:** Holly Adams

**Address:** 726 Bryn Mawr Ave  
Narberth, PA19072

**Phone:** 215-239-5120

**Fax:**

**Email:** holly@gowellbenefits.com

**Website:**

www.gowellbenefits.com

**Industry:** Insurtech

**Domain:**

www.gowellbenefits.com

**Bank:** Republic Bank

**Law Firm:** Royer Cooper Cohen  
Braunfeld

**Patent Estate:** Alex Summers

**Number of Employees:**

15

**Leadership Team:** 6

**Amount of Financing**

**Sought:** 1.2m

**Current Investors:** Ben franklin  
technology partners, Chloe  
Capital, Bill Daggett, Brian  
Dagget, Velocity, Michael  
Charles,

**Use of Funds:** Sales/Marketing  
Developing IP, and Building  
team

**Auditor:**

Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
Revenue	600	10m	22m	33m	44m
EBIT (dollars in thousands)	-750	1.3m	7m	12m	18m



**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
<b>Revenue</b>	\$51,952	\$2,250,583	\$10,709,617	\$25,176,875
<b>EBIT</b>	\$(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](http://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

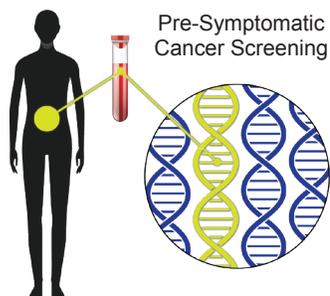


Hannah Parvaz  
Growth Lead



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



## Value Proposition

**Quantum PCR™**, NexGen's novel DNA sequence analysis method, can affordably **detect pre-symptomatic cancers** with a blood test. We focus on the undeveloped market of monitoring a specific high-cancer-risk population (**a \$1.4B market**) that requires biennial screening, but for which no testing methods are currently available to detect all the possible cancers. The early detection of cancer using our technology will enable health insurers to realize combined screening/treatment cost savings while improving patient outcomes. Additionally, our technology will enable pharmaceutical companies to develop novel drugs and vaccines for pre-symptomatic cancers by using **Quantum PCR™** to identify the patient cohorts for their clinical trials, to monitor cancer levels, and ultimately to serve as a companion diagnostic for successful new treatments.

**Company Background:** NexGen is a spin-out company from Johns Hopkins and Harvard University formed to commercialize ultra-high-accuracy single-DNA-molecule sequence analysis methods developed by company founders under DARPA, other DoD, and university funding.



**Executive Team:** NexGen's executive team has 125+ years of combined experience in innovation in biological sciences, diagnostic testing, engineering, management, and commercialization, as well as 75+ Patents issued to date. Our team has an extensive network of collaborators to support product manufacturing and clinical validation testing (Cornell Medical School, Tufts Medicine).

**Dr. Andrew Feldman** (CEO, former Johns Hopkins) is a proven innovator in clinical diagnostics development, with work cited by the Nobel Prize committee, and has a strong track record building and managing programs delivering high-impact solutions to federal agencies, philanthropy, and industry.

**Dr. David Weitz** (CTO, Professor, Harvard) is an internationally renowned pioneer in the droplet microfluidics field – the critical technology enabling **Quantum PCR™**; Founder of **24 startups** in US and China; **3 Exits** (e.g., GnuBio -> BioRad, **\$120M**).

**Mr. Peter McKenny** (CFO, Principal NorthStar Management Holdings) specializes supporting early-stage growth biotechnology companies and is a former CFO of an oncology-focused genomics testing company; **1 Exit**.

**Mr. Jeffrey Lin** (VP of Product Development) is a bioinformatics specialist and system integrator with 35+ years of experience.

**Products/Services:** NexGen will offer its products through clinical diagnostic laboratory channel partners. Our initial offering will screen for cancers in individuals with Lynch Syndrome (LS) – an inherited cancer syndrome with up to 80% lifetime cancer risk (1.2M individuals, US). Our method can **detect all LS-related cancers** and monitor for minimal residual disease to assess treatment efficacy. Other near-term products include serial blood testing to detect organ rejection in transplant medicine.

**Technologies/Special Know-How:** Our technology, **Quantum PCR™** uses drop microfluidic processing to achieve the highest signal-to-noise ratio in the industry to detect certain cancer mutations, substantially lowering DNA sequencing costs and achieving price points attractive to 3rd party payors. This will allow us to **uniquely grow the undeveloped LS cancer surveillance market**. NexGen has a dual technology approach that long-term can minimize expensive DNA sequencing, allowing us to grow our profit margins and enter new cancer and other markets competitively in the future.

**Market:** Early cancer detection in Lynch Syndrome patients (**\$1.4B**); Other near-term markets (**\$420M**). **Revenue model:** Test-specific licensing of **Quantum PCR™** to individual channel partners.

**Distribution Channels:** Our products will be offered to physicians and patients through clinical diagnostic laboratory channel partners.

**Competition:** Guardant Health, Grail, PGDx, Foundation Medicine. Our near-term competitive advantage is our lower DNA sequencing costs and ability to meet the price point for adoption by insurers in our target markets. Long-term, our sequencing-free methodology will allow us to attain a dominant position over sequencing-dependent competitors and enable us to compete directly with Grail (purchased by Illumina – the leading DNA sequencing system provider in the industry.)

**Financials:** LS cancer screening revenue (est.): **\$49M** (3.5% of Market) at 3.5 years post Series A round financing closure; **Exit:** Year 4.5 post Series A closure.

## Quick Facts

### Company Name

NexGen Forensic Sciences, Inc.

### Address

6751 Columbia Gateway Dr, S 348,  
Columbia, MD 21046

### Contact

Andrew Feldman, CEO  
Phone: 443-545-4777  
Email: nexgenPCR@gmail.com

### Industry

Diagnostic Testing

### Patents

2 patents (pending), 3 in process

### Amount of Financing Sought

Seed B: \$1.5 million, with off-ramps

### Current Investors

Equity:

- Founders (75%)
- Others (8%)
- Convertible Note (1.5%) – State of MD
- Universities (3.5%)

### Non-dilutive:

- Grants and Contracts (\$1.2M)

### Use of Funds

Technical performance validation,  
clinical testing, licensing

# PET METRICS

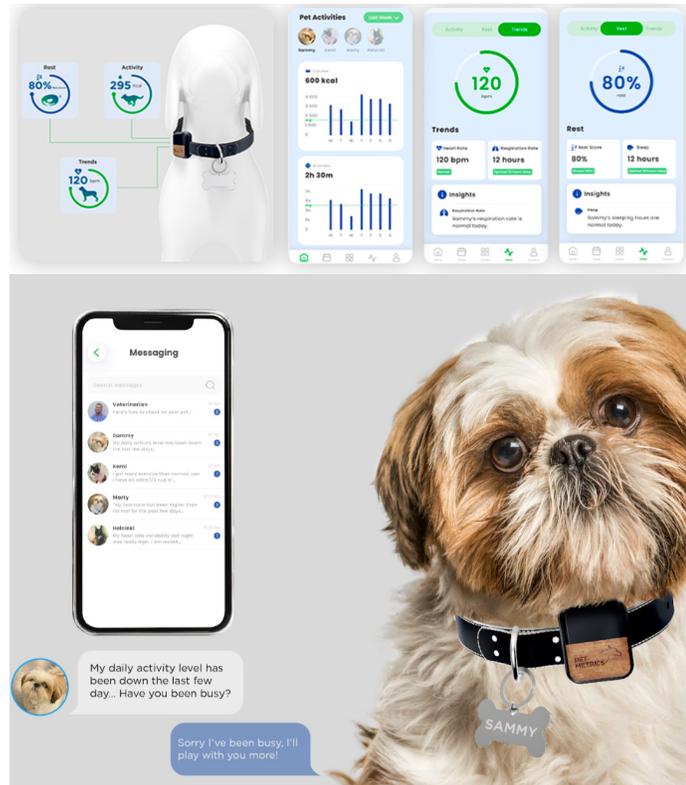
WEARABLE BIOMETRIC HEALTH MONITORING WITH AI DATA ANALYTICS ALLOWING PET PARENTS AND VETERINARIANS TO “LISTEN” TO WHAT PETS ARE TELLING US

## The Challenge

- ❖ Animals are non-verbal patients who instinctively hide signs of illness
- ❖ Late-stage diagnoses lead to poor treatment outcomes
- ❖ The greatest challenge in animal health is recognize when something is wrong BEFORE the animal outwardly looks sick

## The Solution: PetMetrics is developing non-contact broad-spectrum vital sign sensing platform

- Licensed technology from **NASA** designed to detect vital signs through clothing
- Simple- An easy-to-use wearable for pets linked to a cloud-based app to provide real time health information to pet owners and veterinarians
- Predictive- AI/ML systems will utilize the individual pet’s data and analytics from other animals to provide an alert at the earliest signs of illness



## Seed to Series A KPIs

- Prototype of Gen 1 Wearable
- R&D to incorporate non-contact vital sign sensing technology into the Gen 2 Wearable
- Launch MVP of the PetMetrics App
- Marketing and PR to generate massive interest prior to product launch

## Use Cases

- Pet parents who are proactive for their pet’s health
- Pet parents who embrace technology and wearables for themselves
- Owners of sick pets that will benefit from home monitoring
- Working dogs such as police, military, and search and rescue
- Veterinarians who take a proactive approach to patient care
- Large animals such as horses and cattle
- R&D for pharma and animal health products

## An Attractive Investment Opportunity

**Founder Investment:** Over \$100,000 in preparation for our seed round

**Seed Round:** \$1M SAFE note, \$8M valuation, 80% discount rate

**Market:** The US pet industry exceeds \$100B annually and the pet wearables market has a 22% CAGR

**Unique:** Non-contact wearable vital signs sensing is not currently available for animals

**Team:** Experienced team with decades of experience with AI, wearables, animal health, and business development

**Multiple Revenue Sources:** Wearable sales, SaaS, data packaging for B2B applications

Gary Richter, DVM- Founder and CEO

[Gary@PetMetrics.com](mailto:Gary@PetMetrics.com)

510-599-8586

# Phoenix PharmaLabs, Inc.

## EXECUTIVE SUMMARY

Phoenix PharmaLabs, Inc. (PPL) is a preclinical drug discovery company focused on the development of new potent, safe, non-addictive treatments for pain and addiction.

Opioids are the most powerful analgesics for treatment of moderate to severe pain. **Nothing is as effective as opioids for treatment of severe pain.** However, their use is plagued by serious side effects, including abuse and addiction, severe withdrawal, constipation, respiratory depression, and death from overdose. Millions of Americans (including our CEO's son) are seriously addicted to opioids and in 2021 more than 100,000 Americans died from opioid overdose. The CDC reports that, "This is a major public health problem that is getting worse, and getting worse rapidly."

All of the leading potent opioid analgesics in use today such as Morphine, Oxycodone, Hydrocodone, Fentanyl, etc. - as well as heroin - all bind to the mu receptor in the brain and then aggressively agonize that receptor, leading to a number of severe side effects including the release of dopamine, which produces a euphoric "high" (that often leads to abuse and addiction), severe withdrawal, constipation, respiratory depression, and death from overdose.

Our lead compound, PPL-138, partially activates the mu and NOP receptors. Activation of the mu receptor produces dopamine, which produces the euphoric "high" that leads to addiction. However, activation of the NOP receptor produces nociceptin, which blocks the production of dopamine. Both receptors produce pain relief, but since dopamine is blocked there is no euphoric high and therefore no abuse and addiction.

PPL-138 has advanced through various preclinical studies including a series of studies conducted in Non-Human Primates where it has clearly demonstrated that it has:

- Very high analgesic potency (>100 x morphine)
- Long duration of action (>24 hours) – important for treatment of chronic pain
- No euphoria - therefore no abuse and addiction potential
- No physical dependence / withdrawal
- No respiratory depression - which causes death from overdose
- No constipation

PPL-138 and other PPL compounds have also demonstrated that they can block relapse in addicted subjects, thus indicating promising potential as treatments for addiction as well as for pain. Recent research has also shown that PPL-138 has promising potential as a treatment for PTSD.

The market for opioids is projected to reach \$35 Billion by 2025. But the potential for PPL-138 goes beyond that because many people in the world are in severe pain without access to adequate pain control because of fears of addiction liability.

Phoenix has had discussions/diligence with most of the leading pharma companies that have a strategic focus on pain or addiction therapy. Most said that they would be interested in doing a deal (license or acquisition) after PPL-138 has entered Phase 1. We plan to advance 138 into Phase 1 trials and then continue to advance it to Phase 2a Proof of Concept (POC) in order to position it for optimal deal terms in about 3 years.

Funds raised to date include ~\$5M in direct investment, ~\$5M investments in kind, plus ~12.5M in grant funding (including recent grants from the NIH and DoD), for a total of ~\$22.5M.

Phoenix recently received an \$8.7 million grant from the NIH / NIDA (National Institute for Drug Abuse) to be matched with \$3 million in investment funding to advance PPL-138 into and through Phase 1 human clinical trials. **This deal will provide investors with approximately 3-to-1 leverage in non-dilutive funding** (not to mention the significant validation of our technology received from scientists at the NIH). An additional ~\$7M will need to be raised following Phase 1 from grants or investment to fund Phase 2a / POC.

## Value Proposition

**The wine industry's only purpose driven wine subscription program**

### Company Background:

**2016-** Developed first (and only) industry mobile-as-a-service platform for wineries

**2019- Pivot:** Developed ProofLoyalty luxury lifestyle marketplace

**2022-** introduced purpose-driven subscription program

### Leadership Team:

Chris Barnes-Founder/CEO

**1990-2001:** George Lithograph – Technical Documentation Printer

- Built \$50M business from scratch with Cisco and Compaq
- Led acquisition of GL from longtime owner
- Sold to Kohlberg Partners

### 2004-2012: Informed Publishing

- Purchased controlling interest
- Rebranded and expanded titles
- Mobilized content into apps in 2008-9
- Top 10 in app store
- Sold to Providence Equity company in 2012

### 2016-now ProofLoyalty

**Products/Services:** 1. We build private branded wine/lifestyle sites for organizations catering to young professionals to ultra high net worth clients. We do the same for charities and cause based organizations as well. All sites include in a Live Well Do Good subscription wine program that directs a percentage of revenues to causes selected by our Partner organizations- this is a one-of- kind in the industry. We are conducting the raise to expand available distribution channels.

**Technologies/Special Know-How:** We have built on our platform to allow for rapid expansion- both with clients and winery partners. We can readily build custom Partner sites and add 10's or hundreds of wineries- if needed. The platform is very flexible and allows us to customize programs around each corporate partner- both in terms of price points and services.

**Market:** Organizations wanting to provide luxury lifestyle and wine programs to their elite customer base and or all cause-based organizations and charities. Current clients include Financial Firms, Charities, International Concierge organizations

**Distribution Channels:** Celebrity influencers , credit card companies(purchase with points), Cause based organizations, wealth management firms, Hotel and concierge orgs, direct to consumer through ProofLoyalty public sites

**Competition:** No direct competition due to our market position as the only purpose-driven lifestyle platform, funding causes through wine sales ,and our model of building private sites for our Partners, However, we are part of the very large (\$70B) wine industry and therefore compete on some level with all DTC and ecommerce providers in this space. wine.com, Vivino, winery wine clubs, etc.

### Quick Facts

**Company Name:** ProofLoyalty, Inc

**Contact:** Chris Barnes

**Address:** 181 magee ave, Mill Valley, CA 94941

**Phone:** 415.297.0084

**Fax:**

**Email:** [cbarnes@proofloyalty.com](mailto:cbarnes@proofloyalty.com)

**Website:** [proofloyalty.com/pc](http://proofloyalty.com/pc)

[Proofloyalty.com/proof](http://Proofloyalty.com/proof)

**Industry:** Wine & Lifestyle

**Domain.** [proofloyalty.com](http://proofloyalty.com)

**Bank:** as needed

**Law Firm:** Fenwick & West

**Patent Estate:** N/A

**Number of Employees:** 4

**Leadership Team:**

Chris Barnes

Dave Waluk

**Amount of Financing Sought:** \$1M

**Current Investors:** As Needed

**Use of Funds:**

Expand team

Marketing & public relations

Platform enhancement

	2023	2024	2025
Revenue	\$8.6M	\$24.1M	\$57.6M

**Value Proposition**

**Company Background:** The Security Bulldog is an machine learning powered cybersecurity intelligence platform that automatically curates and organizes the firehose of content to help them, and their automated systems, process information quicker and more accurately

**Leadership Team:** Jeff Majka, CEO, Pete Fitzsimmons, COO and Craig Lovell, CTO. Jeff started two companies before and have been active in the cybersecurity space since 2003. Craig is a machine learning expert with experience in the intelligence community and fintech. Pete is a former CEO, CFO with over 30 years of experience.

**Products/Services:** Everyone in cybersecurity has the same problem. They wake up in the morning and have to figure out what broke, does it affect them and, if it does, how to fix it. Attack surfaces are increasing exponentially and the people tasked with managing them are not. The Security Bulldog gathers the largest collection of open source threat intelligence, customized for each user's role, team, and industry, to assist cybersecurity teams in understanding threats more quickly, making better decisions, and accelerating detection and response.

**Technologies/Special Know-How:** A proprietary machine learning Natural Language Processing (NLP) engine that: Saves 80% of customers' research time, distills and assimilates open source cyber intelligence, automatically filters for each user role, aggregates unstructured cybersecurity content and closes the gap in understanding attack surfaces

**Market:** The market for cybersecurity is huge. It is expected that \$1.75 trillion will be spent cumulatively for the five-year period from 2021 to 2025- CAGR of 11.6% from 2021-2030

**Distribution Channels:** We plan to end the year with \$17k in revenue. By the end of 2023 we will have ARR of \$1.3M from a combination of subscriptions, data sales and lead generation fees from 86 enterprises. We have a multiple revenue mode, each of which will be marketing directly to the enterprise buyer. Subscriptions are based on increasing numbers of collaboration and integration feature combinations. Data sales to complementary cyber tools of our content, customized to their customers' needs. Sponsored content and lead generation fees from cybersecurity products and services

**Competition:** Competitors include Anomoli, Recorded Future, Silobreakers Feedly, and more. However, The Security Bulldog uses a ML engine that is ingesting and filtering millions of documents every day that are critical to cybersecurity teams to understanding threats more quickly, making better decisions, and accelerating detection and response.

**Quick Facts**

**Company Name:** The Security Bulldog

**Contact:** Jeff Majka

**Address:** 2020 12<sup>th</sup> ST, NW, #310 Washington DC 20009

**Phone:** 202-497-8333

**Email:** jeff@securitybulldog.com

**Website:** www.securitybulldog.com

**Industry:** Cybersecurity

**Domain:**

**Bank:** Novo Bank

**Law Firm:** Potomac Law Group

**Patent Estate:**

**Number of Employees:** 0

**Leadership Team:** Jeff Majka, CEO

Pete Fitzsimmons, COO

Craig Lovell, CTO

**Amount of Financing Sought:** \$600k

**Current Investors:** Friends & Family, verbals from two angels

**Use of Funds:** Product development, user acquisition, hiring

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	\$17K	\$1.3M	\$22M	\$69M	\$152M
EBIT (dollars in thousands)	(109)	(903)	\$18,180	\$64,209	\$145,555

# PARTNERS



## **MODUS CREATE @ModusCreate**

Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.

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

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

## **NEXT powered by SHULMAN ROGERS**

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success. NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at [ShulmanRogers.com](http://ShulmanRogers.com).

## **ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS**

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage, and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur, and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund-raising process, and to address the legal issues faced by a startup. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban Us, a seed-stage VC firm. Contact Anthony at [amillin@shulmanrogers.com](mailto:amillin@shulmanrogers.com).



# PARTNERS



## **STELLAPOP @StellaPop**

We build better businesses. Helping organizations improve their operations, people and brand. Like the brain, StellaPop's capabilities are divided into two halves: management and creative consulting. We specialize in functions within each while maintaining a deep understanding of how one affects the other. We know that within every company, the two sides must work together seamlessly to drive success. We're in the "creating solutions for your business" business. With tailor-made answers, we accelerate growth, expand markets, streamline operations, leverage technology, and activate brands. Our marketing expertise serves a diverse range of industries including public, private, manufacturing, retail, financial, science, medical, pharmaceutical, engineering, aerospace, real estate, education, and not-for-profit.



## **ANGIE O'GRADY, COO, PARTNER, STELLAPOP @angieogrady**

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



## **AEG @enterprisegrowth**

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



## **MARK HAAS, CEO, AEG @MarkHaas**

Mark Haas is Co-founder and CEO of AEG (Association for Enterprise Growth), responsible for strategy, operations, and expansion of its communities to 30 cities nationally. He was previously President of ROM a strategy and operations management consulting firm, advising CEOs and boards to include 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 \$120 million nonprofit, merging two scientific associations, re-organizing a biomedical research agency, facilitating development of WWIV military strategy, and of facilitating a global R&D strategy for the US Navy.

# PARTNERS



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

The Northern Virginia Chamber of Commerce (Northern Virginia Chamber), the Voice of Business in Northern Virginia™, represents over 650 local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity. For 90-plus years, the Northern Virginia Chamber has been working hand-in-hand with companies in the region to build a strong business community.



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

Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence, and cultural change. She is President & CEO of the Northern Virginia Chamber of Commerce, the Voice of Business in Northern Virginia™, representing local employers with more than 500,000 regional employees. The Northern Virginia Chamber is the leader in advancing innovative solutions to the region's priorities in transportation, education, workforce, and economic opportunity.



## **TRUIST WEALTH MANAGEMENT**

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



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

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



## **REFRACTION @refractionpt**

Refraction is a leading innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 100 member companies have collectively raised over \$250 million in capital. Refraction's partners include Amazon, Cox, Cvent, Fairfax County, Arlington County, Loudoun County, CIT, Blu Ventures, Smart City Works, Virginia Tech, and George Mason University.

# PARTNERS



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

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies, responsible for economic development, job creation, innovation and entrepreneurship, small business, tourism, trade, housing, community development, and labor policies for the state. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).



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

The Maryland Tech Council Venture Mentoring Services (MTC VMS) program is one of the leading team mentoring services available in the state of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation while expanding financial and business opportunities for tech, cyber, and life science start-ups. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 75 ventures have enrolled & \$100MM has been raised in capital & grants.



ROBERT H. SMITH  
SCHOOL OF BUSINESS

DINGMAN CENTER  
for ENTREPRENEURSHIP

## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD\_Dingman**

The Dingman Center for Entrepreneurship is a top-tier entrepreneurial institute recognized around the world as a leader in enterprise creation. The Dingman Center is continuously pushing the boundaries of teaching and learning with its focus on practical entrepreneurship, global innovation, and international classroom experiences. The Center promotes opportunities that provide maximum resources to start-up businesses in terms of ideation, execution, and financing; and that support its mission to take entrepreneurs "from the back of a napkin to the first \$1 million in financing."

## **HOLLY DEARMOND, MANAGING DIRECTOR, DINGMAN CENTER FOR ENTREPRENEURSHIP**

Holly DeArmond joined the Dingman Center in September 2012 as Assistant Director, Events and Marketing and in 2018 was named Interim Director. She is currently leading the Dingman Center in support of its mission to build a community that discovers, equips, connects, and celebrates entrepreneurs.



# PARTNERS

KEIRETSU



## **KEIRETSU FORUM @KeiretsuAngels**

Keiretsu Forum is a global investment community of accredited private equity angel investors, venture capitalists, and corporate/institutional investors. Keiretsu Forum was founded in the San Francisco East Bay in California in 2000 by Randy Williams. Keiretsu Forum is a worldwide network of capital, resources, and deal flow with 53 chapters on 3 continents. Keiretsu Forum members invest in high-quality, diverse investment opportunities.



## **FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc**

The Frederick Innovative Technology Center, Inc. (FITCI) is a business incubator and accelerator designed to cultivate entrepreneurship in Frederick, Maryland. FITCI specializes in the strategic business support of local entrepreneurs in the early stages of mostly science and technology-based businesses: Biotechnology, Information Technology, Renewable Energy, and Cyber Security. FITCI currently has two locations in Fredrick, MD, and 52 client companies.



## **THE BALTIMORE ANGELS @baltimoreangels**

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early-stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region. A new generation of angel investing comes to Baltimore. If you are a tech entrepreneur or community-minded investor, please be in touch with Baltimore Angels. This is not your father's (or your uncle's) investment group.



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

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



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

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

# PARTNERS



## **INSTITUTE FOR EXCELLENCE IN SALES @IESBD**

The Institute for Excellence in Sales (IES) helps sales professionals worldwide and in the DMV crush their quotas. IES is your trusted partner for the best sales services, products, and training in the world. We have monthly programs in Tyson's Corner, VA for sales pros featuring presentations and workshops by some of the greatest sales thought leaders and authors on the planet, such as Neil Rackham, Challenger Sale author Matt Dixon, and The Referral Coach Bill Cates.



## **ANNUAL WHARTON DC INNOVATION SUMMIT**

The Annual Wharton DC Innovation Summit brings together investors, innovators in industry and government, policymakers, entrepreneurs, academic leaders, and others. The Summit has earned a reputation as a high-value, high-impact resource for entrepreneurs, business executives, government officials, and others dedicated to improving their organizations by leveraging the power of innovation and entrepreneurship. The DC Summit offers an interactive environment to help you find public and private sector partners with the resources and interest to help you succeed.

## **GEORGETOWN ENTREPRENEURSHIP INITIATIVE**

Entrepreneurship is one of the world's most powerful forces for positive change. Georgetown Entrepreneurship seeks to instill an entrepreneurial mindset in students, foster an entrepreneurial culture across the university, support the successful growth of alumni ventures, and leverage the power of entrepreneurship to make an impact in the world beyond Georgetown.

## **JEFF REID, FOUNDING DIRECTOR, GEORGETOWN ENTREPRENEURSHIP INITIATIVE, GEORGETOWN UNIVERSITY'S MCDONOUGH SCHOOL OF BUSINESS @Hoyapreneur**



Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community. Previously, Reid founded UNC's Center for Entrepreneurship and grew it to a No. 1 national ranking by Forbes & Princeton Review, and was chosen by his peers and Entrepreneur magazine as one of the top five entrepreneurship center directors in the United States.

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

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



# PARTNERS

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

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



## **ENTERPRISE TRANSFORMATION SOLUTIONS**

### **INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1**

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



## October 27th Attendees As of 10 27 22

### SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Chris	Nicosia	VP of Partnerships	Modus Create

### PRESENTERS

First Name	Last Name	Title	Company
Todd	McCann	CEO	<b>CamDo Solutions Inc.</b>
Zack	Molnar	Finance Director	<b>Caring Closures International</b>
Jeanie	Bunker	Director of Marketing	<b>CloudCaller.io, Inc.</b>
Alan	Snow	CEO	<b>Cognitive Clarity Inc.</b>
Holly	Adams	CEO	<b>Go Well Benefits</b>
Devina	Desai	CEO	<b>Kinometrix, Inc</b>
Terra	LaRock	Founder and CEO	<b>Mindful Mamas</b>
Andrew	Feldman	CEO	<b>NexGen Forensic Sciences, Inc.</b>
Gary	Richter	Founder and CEO	<b>PetMetrics</b>
Bill	Crossman	President & CEO	<b>Phoenix PharmaLabs, Inc.</b>
Chris	Barnes	Founder and CEO	<b>ProofLoyalty, Inc</b>
Jeff	Majka	Founder	<b>The Security Bulldog</b>

### ATTENDEES

First Name	Last Name	Title	Company
Daria	Abbaei	Director of Investor Relations	Naples Technology Ventures
Tarek	Abousalem	Managing Partner	ElementOne Digital
Dennis	Ackerman	CEO	Decision Time, LLC
Akinjide	Adewoye	CEO	Treasure Health System
Manish	Agarwal	Managing Partner	Attain Nextgen
Arshita	Aggarwal		Hult International Business School
John	Aggrey	CEO	The Unicorn Group, LLC
Sameer	Ahirrao	CEO	Ardent Privacy
Adeola	Ajani	CEO	Fem Equity
Nelson	Ajulo	CEO and Founder	Zarttech
Scott	Alford	COO	Veritas Collegiate Academy
Vincent	Alimi	Founder	Fintech 4 Good
WD	Allen	Adjunct Professor	University of Missouri
Bill	Anderson	President	Generations Advisors
Paul	Armijo	President & CEO	Armijo Innovations LLC
Julia	Asoni	Chief Operating Officer	Growth Engine AI
AJ	Attavar	CEO	Neptune Products & Services, Inc
Darrin	Auito	Partner	HEA Law PLLC
Bevely	Awuor		Georgetown University
Justin	Ayars	Founder & CEO	EqualityMD
Tracy	Baez	Owner	A Star Quality Cleaning Service Llc
Rebekah	Bakker	Business Development Partner	DISHER
Cristal	Balk	Chief Marketing Officer	JV Marketing Technologies LLC
Daniel	Balkin	Investor	
Dan	Ballin	Chief Executive	Ideas Crucible
Riko	Banardi	Investor	Robin Hood Ventures
Alina	Banasyak	Project Director	USPAACC
Bhavana	Barhate	Director	Pro Org Enterprises
Josh	Barnes	Owner	Harbor Designs & Manufacturing
Todd	Batchelor	Partner	Cherry Bekaert LLP
Fernando	Batista	COO	InvestUSC

Kyle	Bayliss	Managing Director	SBDC UMD
James	Beals	COO	CoolWaters Technology
Jay	Beam	Managing Director	Adasel Global Partners, LLC
Linda	Beatty	Graphic Designer	Linda Beatty Graphic Design
Jeff	Beck	President	PidjCo, LLC
Laura	Beldin	SVP	BOA
Mark	Beliczky	CEO	The Glenwood Group
Chris	Bennett	Founder / Attorney	T-I-L(R) Technology-Innovation-Law
Lauren	Bigelow	CEO	GCN
Nan	Bing	CEO	D2M Biotherapeutics
Ben	Blaine		UMD
Eduardo	Bocock	CEO	Daily Diner Technologies
Philip	Bogdanov		Stanford University
Hepsie	Bohman	Agent	New York Life
Larry	Boodin	Agent	New York Life
Ted	Bosse	Financial Advisor	Ted Bosse
Roosevelt	Boursiquot	Chairman and CEO	NoayoTech
Henry	Brier	Speechwriter	StemwindersByHenry.com
Doug	Brown	Principal	DAB Holdings LLC
Daniel	Bryan	CEO	Blockchain.voyage
Sean	Buchanan		Saint Mary's University
John	Busch	Startup Advisor	
Christian	Camarce	Partner (Intellectual Property)	Sterne, Kessler, Goldstein & Fox PLLC
Intera	Cap	Director	Intera
Mighty	Capital		Mighty Capital
Kaitlin	Capobianco	Senior Manager	Halcyon
Joe	Carlin	Principal	Joirre Capital
Sue	Carr	President	CarrTech Corp
David	Castor	Managing Partner / Angel Investor	Castor Easton LLP
Nicole	Cederblom	Founder/CEO	LoopAging
Marisol	Centellas		
Michael	Cerceo	Global Accounts	Cogent Communications
Sam	Chan	SVP	US-ASIA LINKS, LLC
Mike	Chan	Venture Scout	Deep Ventures
Connie	Chang	Board Chair & Treasurer	Lever Fund
Dennis	Chapham	Director, Growth & Partnerships	Thankz
Daniel	Chatelain	Managing Director	BayPay Forum
George	Chen	Principal	Nautilus Venture Partners
Daniel	Chen	Manager	AIG
Chris	Chen		
Michelle	Chen	Partner	Key2China/Convergence Partners
Anthony	Chernykh	Investor Relations	Finance With Tony
Pierre-Jean	Cherret	VP	Items International
Nelson	Chick	CAO	Foil Flyer
Marlena	Chmal	Business Manager	Unbabel
Elizabeth	Cho-Fertikh	Cofounder	MEDA Angels
June	Choi	Managing Partner	Serval Ventures
Nico	Choksi	COO	Epitel
Eason	Chong	Manager	Octopustech Global Berhad
Ruslan	Chyrva	Investor	MD Alliance
Joseph	Clayborne II	Entrepreneur/IT professional/ Sub-Agent	
K.	Coleman	President	Content CHUNK LLC
Robert	Colorina	Director	AIAC Group
Brian	Colsell	CEO	Cheqbook
James	Colthart	COO	C3 Global Technologies, Inc
Dan	Conley	Active Angel	Angels + Life.Sci Investors NJAngels.net
Christopher	Conner	Owner	US Payments
William	Connolly		Georgetown University
Jim	Cook	GM	Cook's Outsourcing Network LLC
Camilo	Correa	Co-founder & CEO	Water Adventures
Clive	Courtenay	Founder	Klivemax
Jean-Baptiste	Couzy	Product Manager	
Marie	Crivaro	Financial Services Professional	MassMutual
Jane	Crozier	Consultant	None
Luis	Cuneo	CEO	Mojavié Inc
William Michael	Cunningham	Economist	Creative Investment Research
M	D		Witan partners
Lubna	Dajani	Managing Director	Allnetnet
Jennifer	Darquea	Guest Service's Check-In Agent	Intercruises Shoreside & Port Services
Godwin	David	Business intelligence analyst	Hult Business School
Hunter	Dean	VC Scout	Funden
John "JP"	DeGross	Senior Sales Advisor	Fiserv
Francisco	Delgadillo	CEO	BeO
Ryan	DePirri	Junior Associate	Corstone Capital

Greg	Desantis	Partner	Design Alliance
George	DeVaux	President	DEVCO
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems srl
Maria Victoria	Dias		Georgetown University
Izuo-Ere	Digifa	CEO	Flolango
Ada	Dildar	Venture Analyst Lead	Newchip
Kiley	Doll	Chief Growth Officer	Angel Investor Network
Kiley	Doll	Chief Growth Officer / Partner	Angel Investor Network
Juliette	Donohue	Founder	Cascading Light
Michael	Doyle	Managing Director	Goldin Ventures
Danny	Duong	Investor	Cross Ocean Ventures
John	Dvorak	Investor	New Dominion Angels
Mark	Eaton	CEO	Stellarray, Inc.
Craig	Elias	EiR	Bow Valley College
Tolu	Emmanuel	CEO/Founder	GEM INC.
Eric	Enig	President	Enig Associates, Inc.
Martin	Erim	CEO	First Renaissance Ventures
Chris	Esposito	Vice President Sales and Marketing	StudioLabs
Idong	Essiet-Gibson	Principal	The Idyeas Group
Christopher	Faranetta	Vice President	NearStar Fusion Inc.
Daniel	Federman	President & CEO	CloudCaller.io, Inc
Jim	Ferrante	Vice President	Corporate Capital Group Inc.
Shannon	Fields	Consultant & Photographer	Social Shadow Consulting, LLC
Alan	Fine	CEO	Alentic Microscience
Ethan	Finkelstein		Georgetown
Stephanie	Fischer	Software Engineer	
Matthew	Fitzgerald	Chief Technology Officer	WaveTech Group, Inc.
Peter	Fitzsimmons	Principal	Jetrise Ventures
Will	Flick	Associate	Independence Alternative Investments
Derek	Footer	CEO	ExtraVallis
Billie	Forbes	Coach	Bound By Bliss
Kandra	Frane	Client Coordinator	Xceptional
Nathan	Fu	Engineer	The Human Diagnosis Project
Dorothy	Fulop	Camp Director	Pitchcamp Agency
Robert	Gahagan	Chief Success Officer & Founder	CCSI - Corporate Consulting Service, Inc.
Mindy	Gaines	Founder	Safetyfish innovations
William	Galle	Principal	DPS
Joely	Gardner	CEO	Human Factors Research
Mark	Geoghegan	CEO	Bamboozlers Spirits, Inc.
Haluk	Germeyan	CEO	Genoplexus Inc.
Gregory	Giammittorio	Partner / Angel Investor	Potomac Law Group PLLC
Edith	Gibson	President & CEO	InCommunities Consulting LLC
Ellie	Giles	CEO	Virtual Apprentice
Pierre	Girgis	Business Development Manager	Aladdinhub
Christopher	Giusti	CFO	
Peter	Gladis	President	Peter Gladis Consulting, LLC
Simon	Godwin	Partner	Transfirm
Rachel	Gogos	CEO	brandiD
Douglas	Goldstein	Managing Director	Douglas Goldstein
Nilay	Goyal	Partner	Nuvis Capital & Good News Ventures
Gene	Goziker	Capturer	BMI Securities
Jeff	Grabber	Researcher	Mitre
Mike	Grachev	Head Of Investment	Alfa Bank
David	Grafton	COO	Ectobox
Isabelle	Granahan-Field	Investor	Camber Creek
Cai	Greeff	Senior Associate, Venture	SeedInvest
Richard	Greene	CEO	RGA Israel/U.S. Funding
Adam	Greenspan	President & CEO	Trace Orthopedics
Harpal Singh	Grewal	Chairman	Heavenly Farms
Yulia	Gufranova	CEO	Kiddy School
Virginie	Guignard Legros	Founder	REGENERATION MATRIX Group
Fred	Gumbinner	Managing Partner	G2 GEM Finance
Dahai	Guo	Chairman & CEO	Zennova Pharmaceutical Group
Anita	Gupta	Founder & CEO	Hulchull
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC
Ahmed	Hailat	CEO	Neon
Fizie	Haleem	Manager, Business Solutions	Montgomery College Workforce Development
Tiffany	Hamilton	President & CEO	Victor Wear LLC
Liu	Han	President	Leader Funding, Inc.
Malcolm	Handelsman	ED	DIR
Patrick	Hansen	Managing Partner	Integritas Partners
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Tawanna	Hardy-Ventress	Small Business Coach	GO.BE.
Edgar	Harrell	President	Edgar c Harrell Associates

Qaizar	Hassonjee	President	Hass Tech Associates, LLC
Chris	Havener	President/Americas	Richmond Liquidity Management
Kerry	Hawk Lessard	Operations Manager	VijoGeo, LLC
Claude	Hayn	CEO	AdJumps
Thomas	Henry	COO	Eunike Ventures Inc
Browning	Herbert	Managing Director	Ringbolt Capital
Geelyn	Herrero	Investor	Angel to Exit
Stephanie	Hessler	Principal	Stephanie Hessler Coaching
Robert	Hinaman	Managing Principal	Pepper Run Capital
Joe	Hipple	CEO	F.E.A.   Strategies Group
Joy	Hoffman	Project Manager	Maryland Tech Council
Alyse	Holstein	CEO	HPG Partners, LLC
Klaas	Homan	Director	RVUK
Guanghui	Hu	Venture Partner	Viva Biolnnovator
Raja	Hundal	Financial Consultant	Wfg
Paul	Iacovacci	CEO	Enascor Capital
Uchenna	Ibekwe	Founder	Communal Impact Corporation
Ramzy	Ismail	VP	EQL Finance
Dhan	Iyer	Special Projects Director	SGPMCS
Oumayma	Izm	Partnership Associate	FutureFounder
Dave	Izuka	Consultant	Venture Acceleration Services
K	J	Partner Success Manager	Piesoft
Linda	Jackson	President	IAS
Benjamin	Jakabcsin	Marketing Intern	CNA Simulations
Malgorzata	Jaremko	Founder & CEO	Gosia Genomics
Sam	Jazzo	Board Member	Kinometrix
Anica	Jestratijevic	Project Coordinator	Entrepreneurship Centre at Saint Mary's University
Zhen	Jiang	Associate Professor	Boston University school of Medicine
Hubin	Jiang	CEO	WioWise, LLC.
Michael	Johnson	Mortgage Agent	Michael Johnson
Alfred	Jordan	Chief Serf	Akaciadigital
James	Joseph	CEO	ELATED, INC.
Keynan	Jubran		Northeastern University
Maureen	Jurgelas	Founder	The Cool Cast Company
Nina	Kamanova	Investor Relation & Partnership Management	Danube Angels
Julian	Kamil	CTO	Data Fusion Specialists
Konstantinos	Karakadas		American University
Doug	Karr	Director	Vizer
Barbara	Keating	CEO	Computer Frontiers, Inc.
Alvin	Kersting	CEO	Portfolio Operating Partners
Joe	Kessler	Managing Partner / Investor	Next-Stage Development Group
Muhammad	Khan	CEO	Delsys Technologies Pvt Ltd
Bernard	Klocman	CEO	Emergent Healthcare
Ted	Koblick	Business Development	SJ Technologies
Martin	Koev	Manager	Koev Brothers
Stephanie	Komsa		
Carlos	Kondratowicz	Business Developer	Indussoftware
Anna	Kozina	Analyst	MOODYS
Sathish	Kumar	Partner	SBSS & Associates
Prakash	Kushwaha	Co founder	Insideroot
Frederic	Lafleur-Parfaite	FIR	Antler VC
Norman	Lai	Board Member	US Medigene
Robert	Laidlaw	Vice President	First Person Solutions
Katherine	Langston	Research Associate	Arv Technologies
Vern	Larson	Director of Accounts	Capital Q Ventures
Jeremy	Latchana	VP	VTMember
Phuong	Le		Northeastern University
Terry	Leach	Founder & Architect	Astrolytes
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Aquila	Lee	Senior Associate	Chenel Capital
Sean	Lee	COO	Arra Networks
Jack	Lee	Managing Director	Marketing Integration
Phil	Lees	Founder	Philease ltd
Steven	Lehat	Principal	Regulatory World
Cheng	Lei		American University
Damien	Leon	Associate	Capital Q Ventures
George	Letscher	Principal	Swish IP
Christoph	Leuze	CEO	Nakamir
Jeffrey	Lin	VP Product Development	Nexgen Forensic Sciences, Inc.
Barry	Lipsy	Principal	Bnlipsy & Associates
Jane	Lobo	Executive Assistant	Workplace As A Service
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Wendy	Loh	Associate	Style
Craig	Lovell	CTO	The Security Bulldog

Andy	Lower	Founder	ADAP Capital LLC
Dennis	Lucey	Vice President / Angel	AKIMA
Jackie	Luo	Partner / Angel Investor	TCV Growth Partners
Gary	Iwg Robinson	CEO	PhaseDesignResearch
Nick	Madahar	CEO	Shine Logistics LLC
Vikrant	Mahajan	CEO	JobTwine Inc
Holly	Majka	Chief of Staff	Declaration
Denton	Malcolm	Chairman, Ceo-Founder & Celebrity Chef	D.A.M Companies, LLC
Dan	Malks	CTO	Agile Software Technologies
Patrick	Manning	CEO	Diagnostox
Stacy	Manvitz	Impact Angel Investor / Board Member	Pipeline Angels
Omar	Maratouk	Co-founder	Loop International Corporation
Harrison	Marick	Lead Data Scientist	Tiber Solutions LLC
Tom	Marotta	CEO and Founder	The Spaceport Company
Coleman	Martinis	Analyst / Investor	Pax Momentum
TJ	Master	Technology Mentor	Virginia Innovation Commercialization
Aditya	Maurya	Co-founder	Zelox Entertainment
Thomas	McCabe	CEO	
Tim	McCaffrey	Chief Scientific Officer	True Bearing Diagnostics, Inc.
Therese	McCarry	Founder	RYSE Initiative
Teresa	McDonald	CEO	Ultimate Restoration Unlimited, URU Inc.
Conor	McManus	Principal	Scrappy Crab
Mac	McMurray	Director of Business Development	SYNECTIC Product Development
Robert	McNiece	President	Lucere
Regina	Mead	Member	Mb4
Peter	Melley	Manager, Business and Innovation Development	Maryland Department of Commerce
Morgan	Mercer	CEO	Vantage Point
William	Milby	CEO	ReDoos.com
Keith	Miller	Founder	Vibe Consultancy
Loren	Minkus	Consultant	Concept Equity Group
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Kay	Mok	Managing Partner	Gobi Partners
Zach	Monzo	Associate	Independence Alternative Investments
Mike	Moore	CEO	MedWatch Technologies, Inc.
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
Alvaro	Moraza	Founder	Dairus
John	Morgan	Managing Partner	Morgan Global
Stephanie	Mou	Research Associate	Advanced RNA Vaccine Technologies
Soujanya	Mukka	Founder	MyB2BNetwork
Kevin	Mullenex	AVP	
Alex	Murphy	CEO	JobSync
Forrest	Murray	Co-Founder	Volo Technology Group
Joy	Na		Northeastern University
Charles	Nahabedian	CEO	VK Digital Health
Eta	Nahapetian	Manager, Smart Community and Strategy	Dept of Economic Initiatives, Fairfax County, VA
Kevin	Neal	CEO	P3iD Technologies Inc.
Nik	Nesbitt	Chairman	CryptoSasa
Scott	Nevens	Principal	Bernstein Private Wealth Management
Fong	Ng	Manager	Cognitive Clarity
Doug	Nguyen	Founder	HUSTLR INC
Michael	Niggel	CEO	Advanced Concepts and Technologies International
Eyal	Nir	Cofounder	4D2C
Nicole	Nixon	Founder & CEO	Listing Central LLC
Paul	Nolde	Executive Managing Director	Lighthouse Labs
Mike	OGrady	CEO	StellaPop
Francisco	Oliva	CEO	Plaintext Capital
Joseph	Oniyama	President	Appspitality
Godwin	Onochie	CEO	Pascal and Palmus Enterprises
Sean	OReilly	CEO	New Columbia Capital LLC
Bob	Oros	President	Business Development Resources, Inc.
Ali	Osman	CEO	AOTEX S.A.L. (O.S.)
Jess	Owens	Founder + CEO	Greenlist
Hakan	Ozsancak	Entrepreneur	HRO Consulting LLC
Lee	Pablo	Founder	WypWise Tech
Virgil	Pain On Hip	Founder	VijoGeo, LLC
Jason	Parikh	Managing Member	CirlceDrive Partners LLC
George	Parrish	Head Deal Flow	Bay Angels
Tangina	Parvez	Co-founder	Calico
Samir	Patel	Data Architect	Amazon Web Services
Mansi	Patel	Analyst	Cortado Ventures
Tracy	Paulsen	Professional Supervised Visitation Monitor	Child Care One
Matthew	Philistine	Business Mentor and Investment Adviser	
Dr. Ulwyn	Pierre	Founder and CEO	Embracing Freedom Global
Polina	Pinchevsky	Co-Founder & CEO	Unit Co

Nicolas	Piuma	Investment Analyst	Starlight Ventures
William	Podd	President/Executive Director	Landmark Family Office/Landmark Angels
Silas	Poel	CFO	WaveTech Group, Inc.
Mark	Poidomani	CEO	SUREPASS
Jay	Polaki	Founder & CEO	HR Geckos
Natasha	Popovych		
Zyg	Porada	CEO	Evoke Medical, LLC
Atin	Pothiraj		University of North Carolina at Chapel Hill
Joel	Price	Director of Product Innovation	Core Source Technologies, LLC
Gabrielle	Quinn	Director	Mental Health Marketplace
David	Radin	CEO	Confirmed
George	Radmilovic	CFO	Zimmersive4u
Soheil	Raissi	CEO	Maptics
A	Raj	President	Arar Technology
Saurabh	Rajwade	VP	JEF
Shay	Rapaport	CEO	The Human Connection Venture Studio
Michael	Rauh	President/CEO	Chelsea Groton Bank
Stephen	Rauh	Founder	Rauh Co
Sylvester	Raymond	President	JV Marketing Technologies LLC
Haftom	Redda	Senior Net Developer	Northtech
Joe	Reddix	President and CEO	The Reddix Group
Ricardo A.	Reyes	Co-Founder	CibosMenu.com
Victor	Rhoder	VP of Channels and Strategic Partnerships	AtWork Systems, LLC
Tate	Ringer	Chief Strategy Officer	Metrocare
Jaden	Risner	CEO	Family Proud
Michelle	Robinson	CEO	JHS
Patrick	Rockhill	Developer	Doyle-Logan Systems
Dean	Rodionoff	General Manager Technology	Artezio
Carlos	Romero	President	Romero Investment Mgmt
John	Rood	Board Member	WaveTech Group
Patrick	Rooney	CEO	High Street Funding
Robert	Rosenberg	President	S M C
Larry	Rosenfeld	Investor	McLean Partners
Thomas	Ross	Pres. PB Chapter	Keiretsu Forum
Darlene	Ross	Founder	Dees Unlimited LLC
Todd	Rowley	President	Old Dominion National Bank
Jaipradeep	S	Tech Evangelist	Tringapps
Pablo	Salcido	COO	BeO
Art	Salindong	Managing Director	Trabus Technologies
Laura	Saputra		L'SPACE interior
Bill	Sareen	Co-Founder & Investor	Cyberforce and Startup Consultant & Investor
Anurodh	Saxena	Engineer	HYC
Ryan	Schauer	Partner Success Manager	Acceleration
Candy	Schibli	CEO/ Founder	Southeastern Roastery Coffee
Gerhard	Schwandt	Coach for Business and Life concerns	Gerhard Schwandt
Tina	Scott	Owner	White Tail Real Estate Investors
Richard	Scott	CEO	Pi Omni Media
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Brian	Selander	CEO	GovSourcing
Pothiraj	Selvaraj	CEO	St Jardins Inc
Dima	Seregin	Co-Founder, CBDO	Subty
Sergios	Sergiou	Owner	North London Hardware and Software Support
Vincent	Serpico	Owner	Founders Workshop
Amit	Shah	Founder	Orage Digital Pvt Ltd
Jonathan	Shames	Investor	Retired
Stephen	Shapiro	US Partner	eHealth Ventures
Vincent	Sharps	EVP	Mindgrub
Bobby	Sheppard	CEO	S3 Global Security Group LLC
Scott	Shore	Managing Director	Grimley Capital
Evan	Shubin	President and Director of Investments	Candlelight Partners
Sydney	Simpkins	Principal	Sydney Simpkins Associates
Cara	Simpson	Manager	Sandbox
Les	Simpson	CEO	Wellness Tech Plus, Inc
Karl	Sjogren	Author	Fairshare Model
Gordon	Skene	CFO	CamDo Solutions Inc.
Mike	Smith	CEO / Angel Investor	MSBD, Inc. and Greensmith PR
Collin	Smith	CEO & Co-Founder	Stealth
Stanley	Smith	Director	University of Maryland
Scott	Smouse	President	Enerconnex Global, LLC
Selena	Sodhi		American University
Neal	Sofian	CEO	Tuzag
Brian	Sparkes	Head of Global Marketing & Comunication	Bay Angels
Ajay	Srivastava	President	eKuber Ventures Inc
Laura	Stein	Vice President	Ballast Point Ventures

Michael	Steiner	Executive	BEST Robotics Inc
Ernest	Stern	Partner	Culhane Meadows PLLC
Wayne	Sternberger	CTO	BLOCKsynop, Inc.
Jillian Lee	Stout	CPO & Operations, Co-Founder	Mindful Mamas
Bob	Stratton	Venture Partner	NextGen Venture Partners
Rajat	Sud	Analyst	EITP
Mike	Sulava	Territory Manager	Camber Road
Michael	Sullivan	Founder	Spark Visions, Inc
Dilip	Sundaram	Chief Global Business Officer	Arcimoto
Sean	Sutherland	Chief Marketing Officer	Kapowza
Tom	Swanson	President	TJSwanson Co.
Andrew	Szabo	CEO	Athena Active Advisors Inc.
Liam	Szczepiorkowski		Georgetown University
Andrew	Szurley	CMO	GivGo
Aksaraphak	T.	Owner	Real estate business
Nobu	Takanuma	Partner	Joyance Partners
Sravasti	Talukdar	Managing Partner	SB Ventures Partners LLC
Satish	Tamboli	Director	Mtech Ventures
Darryle	Taylor	Business Manager	CollabTech Biotech Incubator-GSU
Manquel	Tejeda	Co Founder	YPV International
Kunal P.	Tewani	CEO	Our Love Visa
Lowery	Thomas	Investment Director	Lighter Capital
Dave	Tilley	CEO	Living Canopies
Joseph	Titlebaum	Founder	BlackLab Venture Studio
Jenny	Toole	President & CEO	Fresh Eyes Consulting
Jefferson	Tout	Chairman	Globo Co.
Thong	Tran	Project Developer	Sati
Alex	Trick	CEO	Prompt Diagnostics LLC
Natasha	Triplett	Claims Examiner	USVA
Nicole	Tripodi	Principal	FEDinform LLC
Stefanie	Trop	Senior Manager, Business Development	Maryland Department of Commerce
Wai	Tsang	Principal	I/E/I
Steve	Tsuruda	Founder	GeminidT
Marvin	Turner	Director	Federal
Howard	Ulep	Managing Member	Lease Advisory Group LLC
Carla	Uyeda	Principal Investigator	VictusX
Joe	Van Cleve	VP	Van Cleve & Associates, Inc.
Grant	Van Cleve	Managing Partner	Hangar 75 Ventures
Nina	Vann	Strategy Consultant	EY-P
Karl	Varner	Managing Director	Varner Group
Carlos	Vassallo	COO	Planetm
Jacob	Vcelik	Owner	Bonheur Social
Roy	Vella	Managing Director	Vella Ventures
Jim	Voeller	Patent Counsel	Maier & Maier
Tom	Vogelsong	Director of Deal Flow	Kyto Technology and Life Science
Igor	Volovich	Chief Strategist	Cyber Strategy Partners
Eric	Wachtel	CEO	SmartMD Systems
Carl	Wallace	Managing Director	Corpscore, LLC
Courtney	Walsh	Founder/CEO	Avisely
Ladedra	Walthall	HR Coordinator	Airgas
Dave	Waluk	COO / Advisor	ProofLoyalty Inc.
Chris	Wang	Member	Three W Partners, Ltd.
Gary	Wang		
Keith	Warren	Strategic Advisor	LS Power
Shawe	Watkins	Analyst	New Chip
David	Weaver	President	Great Lakes Angels Fund and Birmingham Angels
Giana	Weed		Northeastern University
Barry	Weinbaum	Financial Services Professional	New York Life
Steve	Welker	Operating Partner	Lewis & Clark AgriFood
Skip	West	President	MAXSA Innovations LLC
Zack	Whitacre	Chief of Staff and Head of Operations	Greenlist
Rob	Williams	Managing Director	RSM Capital Partners
Will	Williams	Federal Government Growth Strategist	
Amy	Wood	Program Manager	Pepperdine University
Gary	Woolfson	President and CEO	SPH
Carl	Wooten	CEO/Founder	GivGo
Vennard	Wright	President	Wave Welcome
Tian	Wu	Investor	37 Angels
Sam	Wyman	Managing Director	Bluepointe Consultants Group, LLC
Randy	Xu	CEO	ARV Technologies, Inc.
Yigang	Yang	Managing Partner	WaterStar Capital
Tomo	Yoshida	Managing Director	SCV X SBI Fund
Jon	Zaikowski	Assistant Director	New York Angels
Valerio	Zanini	CEO	5D Vision

Niv  
Bella  
Edward  
Jeff  
Kristi  
Raymond  
Alena  
Admin

Zarfati  
Zhang  
Zhao  
Zika  
Zobel  
Zoeller  
Zv

Associate  
Investment Manager  
Managing Director  
CEO  
Principal  
Investor and Advisor  
Lawyer  
Vice President

Moneta VC  
Fenbushi Capital  
Synergen Lab  
AirGO.Ai  
Morgan Business Consulting  
Kyto Technology and Life Science Inc.  
AZ  
First Person Solutions

# THANK YOU TO OUR PREP TEAM



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



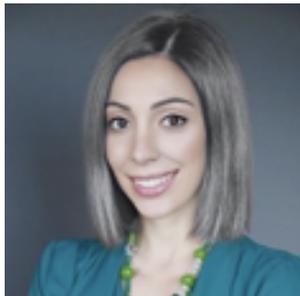
**INES LEBOW**  
CEO  
Enterprise  
Transformation Solutions



**JACKIE LUO**  
Principal  
BAM Advisory LLC



**EVAN SHUBIN**  
Pres. and Founder  
Results.now, Inc. and  
Candlelight Partners



**LAURA HILL**  
SVP  
Equifi



**BOB LONDON**  
CEO  
Chief Listening  
Officers



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**JET LU**  
Customer Solutions  
Amazon Web  
Services



**ESTEFANIA  
PALOMINO**  
CEO  
Aleph Leadership

# SPONSORS



Angels + Life.Sci Investors



# Want to Present or Sponsor at our Virtual Events?

Email Skylar Rallison at  
[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2022 Calendar

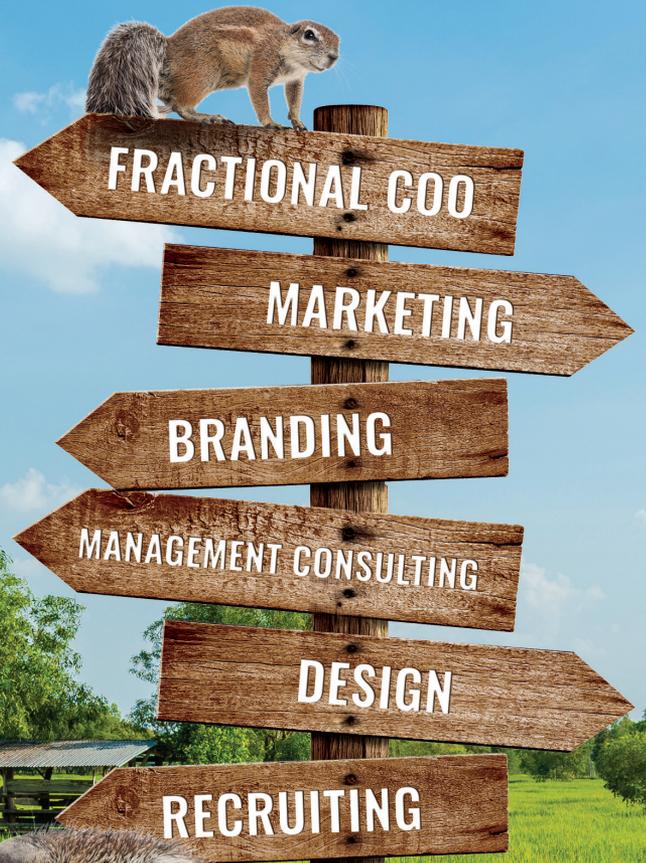
<b>Nov. 22</b>	<b>Dec. 21</b>
----------------	----------------

## 2023 Calendar

<b>Jan. 26</b>	<b>Feb. 23</b>	<b>Mar. 30</b>
<b>Apr. 27</b>	<b>May 31</b>	<b>June 29</b>

# OH NUTS!

Time – something business owners don't get enough of. Let StellaPop give you back the luxury of focus. **You can't thrive without it.**



Say no to squirrel time!  
Call us today: 703-956-3022



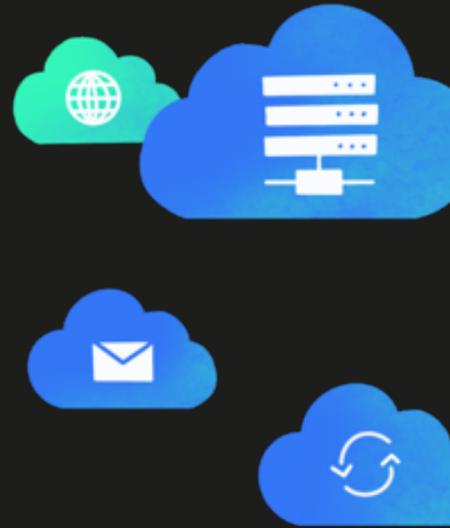
Management + Creative Consulting  
Management | Branding | Marketing | HR | Workplace Services

 StellaPop

stellapop.com | 703-956-3022

# SUCCEED IN THE DIGITAL WORLD

Put beautiful digital experiences in the hands of your customers and change the way your business works.



## DevOps & Security

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



## Customer experience

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



## Atlassian

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



## Product strategy

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



## Agile software delivery

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