

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

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

**September 29, 2022**

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

# AGENDA

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

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

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

**- PATRICK SHERIDAN, Co-Founder and Managing Partner,  
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)**

**September 29, 2022**

**CONNECTpreneur.org**

# PRESENTING COMPANIES

**Accidental Entertainment - Adam Moseley**

**Aclipse Therapeutics - Raymond Houck**

**AseptiScope - Scott Mader**

**Channel Program - Kevin Lancaster**

**CityVest Capital - Alan Donenfeld**

**DNA Analytics - Raymond Peterson, PhD**

**Heritas - Marius Calmet**

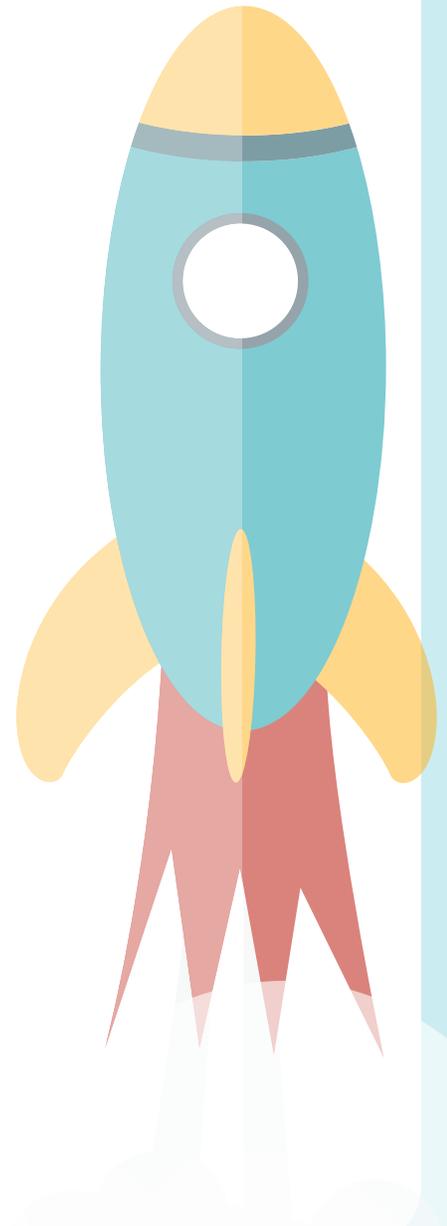
**OXbyEL Technologies - Edward Ricci**

**Pneumeric, Inc. - John Aho MD, PdD**

**Snapfeet - Naor Adno**

**V-Glass, Inc. - Michael Petit**

**WaveTech Group, Inc. - Silas Poel**



# SPEAKERS



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

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

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



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

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

## ACCIDENTAL ENTERTAINMENT, INC – EXECUTIVE SUMMARY

### Introduction

Accidental Entertainment is a unique, independent, music sync and artist company, deeply focused on Music Licensing and Sync, Music Supervision, Music Publishing, Music Production & Artist Development.

**Accidental bridges the gap between the music supervisors (who are looking for music) and the artists (who create that music).**

**Accidental delivers the artist's music directly to the hands & ears of the creative decision makers.**

**The Problem: The music industry is an old, broken Goliath.** There are huge gaps where the artists and creative decision makers do not connect. Most sync companies offer an admin role and approach and do not actively discover or promote new talent. They offer a 'search engine' and do not pitch music.

**The Solution: Accidental bridges the gap** between music supervisors and artists. We have an outstanding team, with credibility, experience and credibility. We have 'feet on the ground' and provide unique services, with a fresh approach and energy to place artists and music in the huge sync market.

**Company, Product and Opportunity:** Accidental was formed in 2019 by legendary music producer, executive and educator, Adam Moseley. All visual media uses music. Accidental places music in tv, film, commercials, video games, trailers and other media and earns revenue on the upfront licensing fee. By co-owning the publishing copyright, in perpetuity, we earn considerable **recurring revenue** on the residuals generated with each replay. The recurring revenues can be **10x or 15x** the upfront fees. This creates a **long term annuity** and builds a catalog of music copyright ownership that's perfect for future acquisition. In fact, music publishing catalog ownership is the hottest space in the entertainment industry for **M&A's**.

**Market:** The US music publishing market alone rose to **\$4+bn** in 2020, an increase of 9.6% on 2019. Music sync is 6.6% of the industry, with **\$1.1bn** in 2020, up 11%. Vibrant competition between streaming services builds demand for music. Music publishing is the hottest place in entertainment for M&A's, with **\$25MM to \$440MM** paid to acquire song catalogs, at **20x, 30x or 40x** the current catalog valuation.

**The Competition:** There are many players in the sync and publishing space, both independent & major, but most have a "passive" approach. Very few have our team's expertise, credibility, passion or focus to offer the same specific, unique and personalized services to artists and clients. Every song that we pitch and represent is **100% pre-cleared** and 'ready to go'. If they want it, they got it, with no legal risk or wait.

**Our Clients** include **Disney+, Disney Music Group, HBO, Showtime, Hulu, Apple tv+, CW, Fox, TNT, ESPN, Lionsgate Films, Paramount, CBS (MTV, Nick, BET), Ogilvy, DDG, Saatchi, the BBC** and more. We have 'favoured' status with **Netflix** and receive the passwords to access their in-house production schedules and pitch music for shows and films, sometimes 6 to 10 months before production even starts.

**Traction:** Placements include **Monarch, Good Girls, The Equalizer, Kung Fu, Sistas, Big Shot, ESPN/MLB, Pivoting, League of Legends, The L Word, Black Lightning, 911 Lonestar, The Kardashians, East NY.**

**Team:** Our team has combined industry experience of 75 years in all areas of music production and sync. **Adam Moseley**, CEO, A&R: 45 years as music producer, executive and also educator at UCLA and Berklee. Music/film credits incl: **KISS, The Cure, Lenny Kravitz/Prince, U2, Roxette, Spike Jonze, The Americans**

**Esther Key**, Senior Licensing Manager: 10 years project management, major digital & creative marketing agencies, Web3 and new wave tech. Artist, songwriter and music producer. Music video director/editor.

**Tarik Bradford**, Associate Licensing Manager. 20 years as Head of Licensing & Sync at EMI Music Publishing, Universal Music Group, Warner Music Group, Urban Promotions at Virgin Music.

**Alice Townsend** is our artist and licensing manager and **Emma Kehl** handles our PR & Social Media. Alice and Emma came through our **mentorship program** with **UCLA's Herb Alpert School of Music**.

**Financials:** *Artists > Syncs > Revenue > Publishing Rights > Recurring Revenue > Annuity > Catalog > M&A.* Accidental has revenue, projected to grow in the next **5 years to \$12MM USD** in 2026, with a projected **ROI of 68.25%**. Acquisition of Music Publishing Copyright Catalogs is the hottest space in the industry.

**Investment and Use of Funds:** Accidental has raised **\$350k** and the ask is **\$3MM**. Funds will be utilized to acquire artist's song catalogs and to add specialists to the team, in publishing and commercials. No additional resources are required beyond funding and all sums raised will be deployed effectively.



## Acclipse Therapeutics Executive Summary

170 N. Radnor Chester Road, Suite 350  
Radnor, PA 19087 USA  
www.acclipsetherapeutics.com

Raymond K. Houck, CEO  
+1-412-606-7214  
rhouck@acclipsetherapeutics.com

### Biotechnology and Healthcare

Two Product Candidates:

- M107 for gastroparesis: poised to enter Phase 2 human trials
- M102 for amyotrophic lateral sclerosis (ALS): in late-stage IND-enabling studies

### Experienced Management

- Raymond K. Houck MS, CEO; 4-time serial entrepreneur, Thar Pharmaceuticals (Grunenthal): Automated Cell, Suprex
- Ning Shan PhD, Chief Scientific Officer; Thar, MIT, Cambridge Univ.
- Ira Kalfus MD, Chief Medical Officer; Thar, Redhill, Lev
- H. Joseph Reiser PhD, Chairman; Strongbridge, Cytogen, Berlex, Bayer

### M107 Key Opinion Leaders (KOLs)

- Linda Nguyen MD, Stanford
- Jochen Reiser MD, Rush Univ.
- Howard Trachtman MD, U. Michigan
- Continuing to build advisory team

### M102 KOLs – 5 of the top ALS scientists in the world<sup>1</sup>

- Dame Pamela Shaw MD, Acclipse founding scientist, U. Sheffield (UK)
- Merit E. Cudkowicz MD, Harvard
- Leonard H. van den Berg MD, PhD, U. Utrecht (Netherlands), ENCALS
- Orla Hardiman MD, Trinity (Ireland)
- Hiroshi Mitsumoto MD, Columbia

### Intellectual Property (IP)

- M107: Exclusive worldwide (WW) option to drug, two methods-of-use patent families with pending patent life to 2043. Additional patents to be filed.
- M102: Exclusive WW license to drug, four patent families including composition-of-matter patent (allowed) with pending patent life to 2040.

### Funding to Date

- \$8.4M raised to date, including \$5.1M in non-dilutive grants from FightMND, MRC, DOD for M102.

### Seeking \$3M to:

- Advance M107 to Phase 2-ready
- Advance M102 to Phase 1-ready using non-dilutive grants
- **Position Acclipse for next major valuation inflection points**
- **First closing conducted**

### Problems, solutions and opportunities

Acclipse Therapeutics develops novel and highly differentiated drugs for diseases with significant unmet medical needs. Acclipse has two products poised to enter human trials.

- **M107 is the first potential disease-modifying drug for the treatment of gastroparesis** and will be entering a Phase 2 human trial.
    - Gastroparesis (GP) is the delayed gastric (i.e., stomach) emptying of foods in the absence of mechanical obstruction. GP is a chronic, poorly managed disease where all approved and developmental drugs only treat symptoms of the disease. GP afflicts ~600,000 US patients with a market estimated at \$5.9 billion.<sup>2</sup>
    - M107 treats the underlying biology of the disease. M107's mechanism is to switch the M1 pro-inflammatory macrophage phenotype to the M2 anti-inflammatory macrophage phenotype.<sup>3</sup> The body's over-production of M1 macrophages is believed to be the main cause of GP.<sup>4</sup>
    - M107 is an oral small molecule that has been approved in South Korea for diabetes, has a history of safety in over 3,600 patients, is the most potent PPAR $\gamma$  agonist, and is a New Chemical Entity (NCE) in the US, EU, Japan, and China.
    - We have met with FDA who supports advancing M107 into a Phase 2 trial.
    - M107 is a \$1+ billion peak sales opportunity.
    - M107 is protected by two methods-of-use patent applications with pending patent life to 2043. Acclipse plans an aggressive patent strategy to generate additional IP.
  - **M102 is the first potential targeted medicine for the treatment of sporadic amyotrophic lateral sclerosis (ALS).** M102 is in late-stage IND-enabling studies before it enters a Phase 1 human trial in mid-2023.
    - ALS (or Lou Gehrig's disease) is a 100% fatal disease and is characterized by increasing muscle weakness due to decreasing muscle size, and eventual patient death in 2 to 5 years. ALS afflicts ~25,000 US patients. Current ALS therapies are only marginally effective. The US spends \$4.5 billion on ALS patients every year.<sup>5</sup>
    - M102's biology and unique targeted medicine approach has resulted in **\$5.1M of non-dilutive grants** that pay for all expenses to advance M102 into its Phase 1 trial.
    - M102 is an oral small molecule, dual activator of the Nrf2 and HSF1 pathways (shown to be dysregulated in ALS) that effects multiple ALS disease pathomechanisms.
    - **M102 stopped disease progression and reverted animals toward healthy state in a TDP-43 mouse model.** Four sets of translational data all indicate efficacy.
    - We can identify (using specific genetic markers) those ALS patients that will most likely respond to M102. Industry data show targeted medicines that treat only drug responders have a 2- to 3-fold increase in the probability of product approval.<sup>6</sup> Our data indicate that ~60% of all ALS patients are M102 responders.
    - M102 is a \$1+ billion peak sales opportunity.
    - M102 is protected by four pending patent families including composition-of-matter (allowed), method-of-use and biology, PK and formulation patents; pending patent life to 2040.
- ### Experienced R&D team to advance Acclipse to multiple value inflection points
- Experienced R&D and management team that exited Thar Pharmaceuticals (acquired by Grünenthal GmbH) coupled with disease-specific Key Opinion Leader clinical teams. Collectively, Acclipse management has worked on 22 drug development programs.
- ### Value inflections and exit
- Our business model is to advance our drug candidates through clinical trials and value inflection points and then monetize via the selling our drugs to a strategic acquirer(s).
  - This \$3M use-of-funds is to complete all tasks to advance M107 to Phase 2 while we use the non-dilutive grants to advance M102 to Phase 1.
  - Our subsequent financing round, planned to be \$25M, will drive M107 through its Phase 2 proof-of-concept trial and M102 through its Phase 1 trial.
  - **Based upon comparables, Acclipse could be valued at \$400 to \$600M after these trials.**
  - After Phase 2 results, we plan to conduct parallel high-valued M&A and IPO processes to partner/sell one or both assets. Potential acquirers are those large and medium pharma companies with a sales franchise in gastrointestinal and/or central nervous system markets.

#### References:

1. As measured by number of scientific publications
2. <https://www.imarcgroup.com/gastroparesis-drugs-market>
3. Jeong et al., Biomedicines (2021) 9,1432

4. Grover et al., BMC Medical Genomics (2018) 11: 62
5. Santaniello B, Am J Manag Care (2018) 24, S336-S341
6. BIO Biotechnology Industry Org, Clinical Development Success Rates 2011-2020

# COMMERCIALIZATION OF THE DISKCOVER SYSTEM UNDERWAY



## AseptiScope: Corporate Profile:

- Category: Class 1 Medical Device
- Focus: Healthcare Associated Infection (HAI)
- Founded: Delaware C Corp. 2016
- Prior A-Round funding: \$8M
- Status: Commercial launch, Q2, 2022
- Flagship: The DiskCover System
- First patent issued 2020, CIP in 2022
- Global Commercialization: Yes
- Product Portfolio: Yes

## Executive Leadership:



Scott Mader

Chief Executive Officer



W. Frank Peacock, MD

Chief Medical Officer



Kelly Powers

Chief Operating Officer



Steve Daly

Chief Commercial Officer



Tom Watlington

Chief Strategy Officer



Kathleen Winer

Chief Financial Officer

## Healthcare Associated Infection (HAI):

## The Stethoscope is Weakness in Infection Control

### HAI in the US by the numbers:

- Annual Patients Infected: 2 Million
- Annual Total Costs: \$40 Billion
- Annual HAI Mortality: 400,000



### The Stethoscope is a Potent Vector

- Touches US patients >5B X/Year
- Identical contamination as hands
- Hygiene compliance <4%

## Introducing: The First Touch-Free, Aseptic Barrier Dispensing System



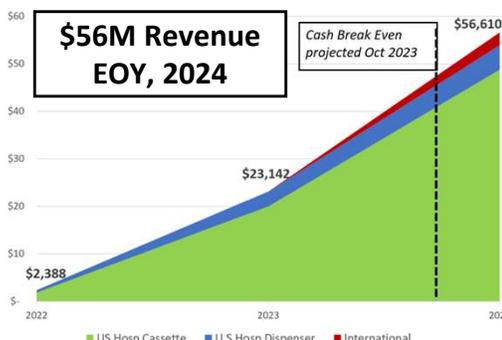
### Easy to Use - Immediate - Highly Effective

- Protects patients from pathogen exposure
- "Acoustically invisible"; does not impair exam
- Workflow compatible for high compliance
- Proven superiority to current standard of care



## Launching The DiskCover System, Bridge Investment to Drive Growth

### LAUNCH FORECAST



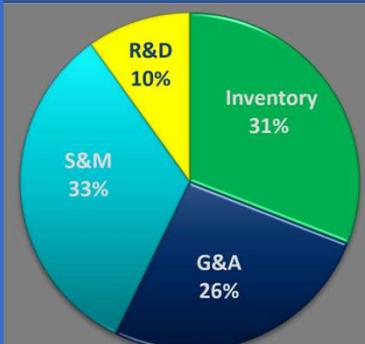
### BRIDGE (NOTE) TERMS



#### TERMS FOR CONVERTIBLE NOTE:

- 20% Discount To Future Round
- 5% Interest
- 36 Month Maturity
- \$28M Valuation Cap

### USE OF FUNDS





## CONNECTpreneur

## Investor Highlights

### Value Proposition

**Company Background:** Launched 10 months ago (November 2021), Channel Program is the fastest growing, Channel-focused marketplace built to do the following:

- Help **35,000+** Technology Vendors (SaaS, Hardware, and Services) grow in the Global IT Channel
- Help IT Services Providers find and partner with leading Technology Vendors
- Help VCs, PE, Investors, and strategic buyers make better investment and M&A decisions through exclusive market research.

#### Leadership Team:

**Kevin Lancaster – Chief Executive Officer:** *Serial Tech Founder, Advisor, and Investor with multiple Exits, EVP Go-To-Market - Kaseya*

**Matt Solomon – Chief Business Development Officer:** *Award winning Channel Executive, Channel Chief at ID Agent & Kaseya*

**Garrett Browne – Chief Product Officer:** *IT Services Provider founder and CEO, Product Owner at Kaseya*

**Joe Williamson – Vice President of Sales:** *High-growth sales leader at Red River*

**Caitlyn Jopp – Vice President of Marketing:** *Recognized Channel Marketing Leader at Leading Channel Vendors Auvik & ITGlue, 3X CompTIA Women of the Channel honoree*

**Team Highlights:** The core team worked together previously at 2 channel-focused companies. The team has 4 Exits that include \$50 Million+ in Channel Exits since 2018.

#### Products/Services:

*Channel Pitch - Vendor Lead Generation and Channel Feedback*  
*ChannelCharts - Real-time data and market research and reporting*  
*Channel Explorer - Product Reviews and Vendor lead generation*

#### Market:

**35,000+** Initial Sales Targets: Technology Vendors (SaaS, Hardware, and Services)  
**1,100,000** IT Service Providers (MSPs, MSSPs, VARs, Systems Integrators, VARs & IT Consultants)  
**110,000** VCs, PEs, Institutional and Private Investors & Strategic Buyers

**Distribution Channels:** Our Go-To-Market motions are clearly defined. We have built and will continue to scale and inside sales team focused on converting Technology Vendors to paying customers. In 2023, we will turn our attention to scaling sales directly to PE, VC and Investors and monetize community of thousands of members.

**Competition:** Primary competitors including Gartner, G2, Software Advice & Capterra built business models around a focus on Enterprise, B2B-direct & B2C, not focused on the \$2.2 Trillion Global IT Channel.

#### Financial Projections (Unaudited):

	Nov/ Dec 21	2022 EOY	2023	2024
<b>Booked Revenue</b>	\$330,000	\$1,850,000	\$4,900,000	\$11,100,000
<b>EBIT (dollars in thousands)</b>	(\$741,376)	(\$1,480,000)	\$196,000	\$3,400,000

#### Quick Facts

##### Company Name:

**Channel Program LLC**  
3168 Braverton Street, Suite 400  
Edgewater, MD 21037

##### Contact: Kevin Lancaster

Phone: 410-903-8266

Email: [kevin@channelprogram.com](mailto:kevin@channelprogram.com)

Website: [www.channelprogram.com](http://www.channelprogram.com)

Industry: Technology

Domain: Marketplaces & Market Intelligence

Bank: PNC

Law Firm: Whiteford Taylor

vCFO: FinStrat (Annapolis, MD)

Number of Employees: 17

Amount of Financing Sought:  
\$1,275,000

##### Current Investors:

Founder Funds - \$1.2 Million

Convertible Note Holders - \$725,000

##### Use of Funds:

65% Sales & Marketing

30% Product Dev

5% Infrastructure & Administrative

**Company Background:** CityVest is an online alternative investment marketplace providing individual investors with unique access to invest in institutional real estate private equity funds. CityVest's special capability is to create feeder funds into which we aggregate investors' capital into \$5 million pools. Given the size of our investment, CityVest is able to negotiate preferred access to the institutional fund and on enhanced investment terms. Importantly, CityVest allows its investors to invest as little as \$25,000, while the underlying institutional fund may be financially inaccessible to individual investors due to a \$1 million minimum investment amount. CityVest has completed 15 feeder funds, that we call Access Funds, and we have over \$60 million in assets under management. Given CityVest's 40,000 investor registrations and investment management administration technology, we are targeting \$500 million in assets under management by 2026.

**Leadership Team:** CityVest is led by CEO and founder Alan Donenfeld, who is the founder of a private equity fund, founder of a FINRA broker dealer, and worked for over a decade with large investment banking firms. He has completed several billion dollars worth of private equity, real estate and other investments throughout his 40+ year career. Chris Pisano has 20 years of experience developing software and web-based applications. Dan Sullivan has over 20 years of experience in internet marketing strategies. Dan has worked for Blue Fountain Media and Sony. Steve Katchur is CFO and has worked for Tiger Management and Land and Buildings.

**Products/Services:** CityVest's online platform provides unique access to institutional real estate private equity funds. Due to CityVest's pooling of capital to become institutional size, CityVest is able to negotiate enhanced investment terms. CityVest searches over 700 fund investment targets per year and selects only those that pass a series of due diligence requirements such as the use of an auditor and administrators and greater than 20% historical realized IRR. All CityVest investments are verified through a third-party due diligence report.

**Technologies/Special Know-How:** CityVest deploys internet and fintech technologies to streamline investment administration. CityVest's state-of-the-art technologies provides a safe and easy investment management experience through integration of digital marketing, DocuSign, investor relations and investment administration.

**Market:** There are 15 million accredited investors with a total net worth over \$50 trillion that are just beginning to understand alternative investments. There are over 1,000 real estate private equity funds that are seeking to raise capital. Current individual allocation to commercial real estate investments is less than 3% of their portfolios vs. 10% for institutional investors. Real estate private equity fundraising is forecasted to reach \$163 billion by Prequin in 2026.

**Distribution Channels:** CityVest sells through digital marketing and email methods using our unique databases. The capital being raised will allow for the development of an RIA and wealth manager sales team.

**Competition:** Real estate crowdfunders including CrowdStreet and RealtyMogul target individual property investments and syndications, as compared to CityVest's focus on institutional real estate private equity funds. Other online platforms such as iCapital and CAIS that target private equity funds only sell through broker-dealers and RIAs and have high investment minimums.

#### Quick Facts

**Company:** CityVest Capital

**Contact:** Alan Donenfeld

**Address:** 110 East 59<sup>th</sup> Street  
New York, NY  
10022

**Phone:** 212-593-1600

**Email:** alan@CityVest.com

**Website:** www.CityVest.com

**Industry:** Fintech

**Bank:** First Republic

**Number of Employees:** 6

**Leadership Team:**  
Alan Donenfeld  
Christopher Pisano  
Dan Sullivan  
Steve Katchur  
David Geldart  
Jack Donenfeld

**Amount of Financing Sought:**  
\$2.5 million

**Current Investors:**  
Cornelius B. Prior  
Warren Lichtenstein  
Shawn Carpenter  
E. Michael Fung

**Use of Funds:**  
Marketing & Growth in Operations

**Auditor:** Berkower LLC

#### Financial Projections (Unaudited)

	2022	2023	2024	2025	2025
Revenue	\$1,200,000	\$2,500,000	\$4,500,000	\$7,000,000	\$10,200,000
EBIT	\$150,000	\$500,000	\$1,500,000	\$3,150,000	\$5,600,000

### -- Value Proposition --

**DNA Analytics'** patent pending artificial intelligence algorithm, **AccuMatch™**, for drug and diagnostic development, shortens go-to-market time by 3 to 18 months, which results in lower cost and higher revenue. The unmet medical need is gene therapy and gene editing for cancer, neurological diseases, hepatological diseases, retinal diseases, and rare genetic disorders. The algorithm operates by predicting the match strength of chemical gene probes to genes. DNA is made up of four chemical letters: A, C, G, & T. Humans have 3.2 billion of these chemicals ordered in sequence along our chromosomes, which makes for quite a challenge when developing a gene probe. The challenge is that there are almost as many chromosome match locations as there are chemical letters, which means 3.2 billion possible matches. Our algorithms better predict gene match, which weeds out candidates that are destined to fail due to poor match or toxicity.

**Company Background:** The co-founders have spent their careers in gene probe design and know full well that gene probe design fails 17% of the time. And studies show 65% of these failures are due to bad gene matches. These failures lead to an expensive revision process of making more probes and testing them in the laboratory. To address this, we have developed a platform algorithm for scientists that predicts how strongly a chemical gene probe will match its target gene.

**Products/Services:** **AccuMatch™** is a powerful AI platform that matches gene probes to genes. The algorithms can be delivered as a web service, to seamlessly fit into a pharmaceutical company's existing development software pipeline, or the Company may act as a vital partner in the drug or diagnostic development process.

**Technologies/Special Know-How:** Our patent pending methods and algorithms are the first to apply modern gene technologies and big data to gene match algorithms. This opens new drug possibilities, weeds out candidates that are destined to fail, and greatly advances the ability to predict toxic side effects.

**Market:** The markets are large and growing. Gene testing, \$17B; gene therapy, \$5B; and gene vaccines, \$8B.

**Competition:** The match algorithms in use today are from studies published between 1995 and 2005, making them 15 to 25 years old. The current benchmark, from 1998, improved the prior benchmark of predictive accuracy by 0.5° C. **Our algorithms improve prediction by up to 7.0° C.**

**Distribution Channels:** Direct sales to the research and development management of gene diagnostics companies (Exact Sciences, Invitae, Fulgent); gene therapies companies (Secarna, RgenXBio, Spark Therapeutics); gene vaccines companies (Pfizer, Merck, GSK); DNA manufacturers (Biosearch Technologies, Integrated DNA Technologies; Eurofins; and biotech vendors (ThermoFisher, Millipore Sigma, Roche).

#### Quick Facts

**Website:**

www.dnaanalytics.com

**Headquarters Office:**

10 Lakeview Circle  
Greenbelt, MD 20770

**Industry:** Biotech

**Domain:** Gene therapies, gene vaccines, gene diagnostics.

**Leadership Team:**

**CEO:** Raymond Peterson, PhD

**Strategic Advisor:** Ines LeBow

**Business Development:** Marc Beal, MBA

**Scientific Advisor:** Jason Kahn, PhD

**Academic Collaborator:** David H. Mathews, MD, PhD

**Scientific Advisor:** Dennis Drayna, PhD

**Bank:** Silicon Valley Bank

**Law Firm:** Shulman Rogers

**Patent Estate:** Kasha Law

**Number of Employees:** 4

**Contact:**

Raymond J. Peterson, PhD

**Phone:**

301.318.5121

**Email:**

Raymond.Peterson@  
DnaAnalytics.com

### Value Proposition

Improving people’s wellbeing and health through services, products, and information based on precision medicine

#### Company Background:

Heritas is a precision medicine company founded in 2016 that offers genetic testing services to consumers to improve their nutrition and wellbeing, and clinical diagnostic testing services to laboratories. The company is a spin-off from CIBIC, one of the top-tier clinical diagnostics laboratories in Argentina, and Bioceres (NASDAQ: BIOX), a biotechnology company.

#### Leadership Team:

Marius Calmet, CEO: +14 years’ experience in entrepreneurship, strategy, finance, project development and innovation. Kellogg MBA.

Martin Vazquez, CSO: +30 years’ experience in genomic sequencing, bioinformatics, and biotechnology. Ph.D in Molecular Biology.

Luis Felipe Inurritegui, CDO: +14 years’ experience in product, marketing, innovation, digital strategy, and data analytics. Duke MBA.

#### Products/Services:

Rewell is our genetics testing wellness service powered by Heritas’ genetic sequencing technology. Rewell is designed to provide people with genetic and gut health information based on validated scientific biomarkers so they can improve their diets and/or lifestyle to achieve a specific weight, increase physical performance, improve digestion, and even decrease the probability of developing a chronic disease. We provide licensed nutritionists to interpret our user’s results and promote habit/lifestyle change to improve long-term health.

#### Technologies/Special Know-How:

Proprietary algorithms that combine genetic and microbiome biomarkers to deliver more valuable data for the users, proprietary microbiome database of high-quality curated data from control individuals, and proprietary algorithm using wearable devices to validate microbiome samples from our users. There are no end-to-end genetic testing services in Latin America, allowing us to set up entry barriers and obtain regional data for attractive long-term plays.

#### Market:

Rewell is designed for health enthusiasts, who invest in wellness products and need specific genetic information and people who have certain conditions (i.e.: fatigue) and need specific diets, all who aim to improve their wellbeing. We offer standalone tests and coaching services, and biannual subscriptions to continue our program. Our SAM in LatAm is 26 million people, valued at US\$10.7 billion. Precision Medicine in LatAm grows at a rate of US\$9.35% per annum.

#### Distribution Channels:

Rewell is a direct-to-consumer product, delivering our product directly to our customers. Our GTM is focused on digital marketing, including brand building, influencers, user-generated content, and providing an enhanced UI/UX experience. We are partnering with nutritionists, sports centers, groups of interest, and wellness centers.

#### Competition:

Market is fragmented, with several players entering the space. Competitors usually offer genetic or microbiome tests, not both, without a complete service that includes coaching sessions. In LatAm there are competitors present in Brazil and Argentina, named Genera and Bitgenia, respectively. Well known competitors include 23andMe, Viome, and Zoe, but these specialize in either DNA or Microbiome testing, with a different value proposition.

#### Financial Projections (Unaudited):

	2022	2023	2024	2025	2026
<b>Revenue</b>	\$1.3M	\$8.8M	\$15.2M	\$25.8M	\$47.8M
<b>EBIT</b>	-\$0.6M	\$2.3M	\$8.3M	\$16.3M	\$31.0M

#### Quick Facts

**Company Name:** Heritas

**Contact:** Marius Calmet, CEO

**Address:** Ocampo 210 bis, 2000, Rosario, Argentina

**Phone:** +1 (512) 550-0867

**Email:**  
marius.calmet@heritascorp.com

**Website:** www.getrewell.com

**Industry:** Genetics, Life Sciences, Biotechnology, Wellness.

**Bank:** Silicon Valley Bank

**Law Firm:** NEXT Legal

**Number of Employees:** 43

**Leadership Team:**  
Marius Calmet, CEO  
Martin Vazquez, CSO  
Luis Felipe Inurritegui, CDO

**Amount of Financing Sought:**  
US\$15 million

**Current Investors:** Theo I

**Use of Funds:**  
Product, Technology, Science, Equipment, Marketing and Sales

## Value Proposition

**OXbyEL Technologies provides a one- step, economical water treatment process that completely mineralizes the harmful chemicals PFAS in water. No competitor has produced our results nor has our know-how.**

**Company Background:** OXbyEL (“Oxidation by Electrochemistry”) is a C-Corp founded in 2018. We have unlocked the water treatment process to destroy PFAS in water and wastewater. PFAS (per- and poly- fluoroalkyl substances) are a family of 10,000 compounds causing cancer and organ dysfunction, and are found in the water of 200M Americans. We have contracted \$2.1M in federal work and for a Fortune 100 manufacturer.

**Leadership Team:** Ed Ricci- Pres/CEO- 36 years in environmental consulting business leadership; 22 years with Brown and Caldwell to 2016; grew last practice in remediation/ industrial water treat from \$20M to \$100M  
 Dr. Colleen Legzdins- VP Technology- Ph.D. in metallurgy engineering/ mass transfer; veteran of the fuel cell and power industry; founded electrochemical water treat firm Axine water and took through Series A. Nine patents filed.

**Products/Services:** The incumbent carbon/ resin filtration technology merely filters the PFAS out of water, has multiple steps, and is expensive. The filtered media then needs to be incinerated or landfilled and PFAS is not completely destroyed. Regulations are becoming onerous. This causes the customer great cost, time, and liability. An economical and destructive process for PFAS in water is highly sought. OXbyEL Technologies is commercializing a one- step, cost-effective, sustainable, and scalable electrochemical process destroying PFAS and co-pollutants in water and wastewater. OXbyEL is scaling its proven prototypes to revenue- generating pilots as we move towards full commercialization. With \$2.1M in federal contracts won (EPA, DoD, NSF), OXbyEL is placing its field pilot at Davis Monthan AFB in early 2023.

**Technologies/Special Know-How:**“OXbyEL’s cell architecture, process and results are unmatched compared to any competitor”

- Completely mineralizes all PFAS, long- and short-chains; and co-pollutants
- One step, continuous flow-through process, on-site treatment
- Uses no chemicals; generates no harmful waste; design our own electrodes
- Cap-Ex and Op-Ex costs (6X lower than incumbents)

**Market:** The American Water Works Association says the PFAS clean-up market is \$300B in the US alone. After 110 customer interviews via the NSF I-Corps program, OXbyEL has focused on the groundwater remediation market as its early commercialization target. We conservatively estimate a bottoms up Beachhead market of \$16B based on number of highly contaminated PFAS sites contributing to drinking water contamination in three US geographic foci.

**Distribution Channels:** OXbyEL will achieve ARR through B to C and B to B means. We have an initial dual-use commercialization plan- selling to DoD and commercial customers. Consultants serving customers represent both channel partners and decision- makers..

**Competitors:** Incumbents are discussed above. Emerging technologies are super critical water oxidation, plasma, photocatalysis, and electrochemical. We have benchmarked all competitors. We will win. Noone knows what we know.

## Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	\$1,293,936	\$1,679,009	\$2,407,254	\$7,904,000	\$14,632,500
EBIT	\$666,959	\$402,709	\$296,751	\$2,496,457	\$5,264,035

## Quick Facts

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

**Contact:** Ed Ricci, CEO

**Address:** 2518 West Medina Ave., Mesa, Az. 85202

**Phone:** 602-819-0622

**Email:** edricci@oxbyel.com

**Website:** www.oxbyel.com

**Industry:** CleanTech

**Domain:** Water Treatment

**Bank:** Wells Fargo

**Law Firm:** Millen, White, Zelano, Brannigan

**Patent Estate:** Patent pending- 16/458,608; Added Provisional being filed

**Number of Employees:** 5

**Leadership Team:** Ed Ricci- Pres./ CEO; Dr. Colleen Legzdins- VP of Technology

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

**Current Investors:** Chemical Angels Network

**Use of Funds:** advanced commercialization

**Value Proposition**

**Company Background:** Pneumeric, Inc is a one-year-old medical device company aimed at improving care in trauma for those affected by pneumothorax. The company’s Capnospot product was designed, developed, tested and patented at Mayo Clinic. Capnospot is a visual detection device to confirm correct needle placement during thoracostomy procedures in the pre-clinical setting.

**Leadership Team:**

- John Aho, MD, PhD – CEO & Chief Medical Officer: Inventor, general trauma surgeon and engineer. 20+ patents and 90+ manuscripts in medical devices. KOL in trauma space and pneumothorax care.
- Todd Wiltshire – CFO: 30+ years of finance experience at Morgan Stanley, UBS and Fidelity Investments.
- Jonathan Sackner-Bernstein, MD – Chief Regulatory Officer: Former senior official at U.S. FDA.
- Sasha Gentling, CFA – EVP, Business Development: Formerly at Mayo Clinic Treasury Services.

**Products/Services:** There is no known clinical methodology for needle efficacy in the pre-hospital space. Two methods (ultrasound and a water seal-based device) exist in the hospital space. Neither method is practical in a pre-hospital setting due to bulky technology and time needed to deploy. Capnospot is a lightweight, portable, disposable device that provides immediate visual confirmation of correct needle placement vs. the existing auditory standard of care used in loud, chaotic trauma settings.

**Technologies/Special Know-How:** The Capnospot device is protected by two issued U.S. Utility patents covering the qualitative detection of CO2 after chest decompression and the quantitative measurement of CO2 and the pressure of gas coming out of the chest. A U.S. Provisional patent has been issued related to device design as well as a PCT patent.

**Market:** The primary market for Capnospot is providers of pre-hospital medical services in the U.S. and EU. This includes both military and civilian markets. Civilian markets, inclusive of all EMS providers represents the initial market. The TAM is estimated at ~5 million units. It is assumed that 85% of revenue will be generated by wholesale orders @ \$15 per unit and 15% will be direct sales @ \$25 per unit.

**Distribution Channels:** The primary distribution channels for Capnospot will be established medical device distributors. In the civilian market segment these include but are not limited to: Bound Tree, Rescue Essentials and North American Rescue. Military distributors include Red One Medical and Maclean Health. Additional distribution opportunities exist with OEM trauma kit suppliers. Pneumeric does not plan to establish a direct sales force for the Capnospot.

**Competition:** Pneumeric is unaware of any competing product in the pre-hospital space, save for the existing standard of care. Given the required regulatory clearances and existing patent protection it is highly unlikely that a competing product would emerge.

**Quick Facts**

Company Name: Pneumeric, Inc.

Contact: John Aho MD PhD

Address: Rochester, MN 55902

Phone: 507-206-1942

Fax: NA

Email: john.aho@pneumeric-medical.com

Website: <https://www.pneumeric-medical.com/>

Industry: MedTech

Domain: Trauma

Bank: Minnwest Bank

Law Firm: Fredrikson + Byron

Patent Estate:

Mayo Foundation

Number of Employees:  
5

Amount of Financing Sought:  
\$1.5 million

Current Investors

Angel Groups, Trauma and Thoracic Surgeons

Use of Funds:

Manufacturing and Regulatory

Auditor: Eide Bailly

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	0	\$248,000	\$1,240,000	\$3,279,000	\$8,695,000
EBIT (dollars in thousands)	0	(\$196,000)	\$475,000	\$2,083,000	\$6,435,000

**Value Proposition**

**Company Background:**

*Snapfeet is a University of Cambridge spin-off company dedicated to the footwear and fashion industry.*

*The company is born in Italy the very heart of the worlds luxury footwear area named Veneto, to satisfy the needs of fashion brands and consumers alike in reducing returns and make the on-line shopping experience easy for everyone*

**Leadership Team:**

**-Giorgio Raccanelli - Founder**

R&D & Computer vision researcher at UTDallas with expertise in technology transfer

**-Prof.Roberto Cipolla-FRS, FREng - Co-founder and scientific advisor**

[https://en.wikipedia.org/wiki/Roberto\\_Cipolla](https://en.wikipedia.org/wiki/Roberto_Cipolla)

**-Natale Consonni - Entrepreneur, angel and CEO**

Experienced entrepreneur,  
Started his career at P&G,Funded ICQ global, a multinational company  
Exited in 2012

**-Naor Adno**

**Co-founder**

Senior business developer with international experience in Hospitality, Luxury, Finance, real estate and Charity industries for High net worth individuals and holding companies

**Products/Services:**

*Shopping habits have changed in recent years.The free return policy cost companies 35 billion euros last year, spending between 10\$ and 50 \$ per single return.*

*We're entering a huge market with endless possibilities that will grow by 45% in the next five years.*

**Technologies/Special Know-How:**

Snapfeet is the only app that combine AR try-on and foot scanning together with the most accurate size suggestion algorithm on the market

We do not use floor reference or sensors that proved to be unsuccessful on a large scale, we instead have Computer vision and Machine learning approach and currently have 2 years technological advantage to any competitor worldwide.

**Market:**

*\$80 billion Footwear online target market out of a \$365 Billion global market.*

*The revenue model: SaaS*

**Distribution Channels:**

*Our software is SaaS and is distributed via direct sales and partners*

*Fashion brands and footwear companies join Snapfeet platform and the service is given to consumers via Snapfeet app or white label apps*

**Competition:**

*No competitor is able today to merge both AR and fitting together and provide a easy 3D foot mobile scanning experience Our competitors are: Sizing: Xesto, Volumental, Neatsy AR: Vyking , Wanna*

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026
Revenue	\$250'000	\$1'400'000	\$10'600'000	\$31'500'000	\$149'100'000

**Quick Facts**  
**Company Name:Snapfeet**

**Contact: Naor Adno**

**Address: Via Fabio Filzi n.27  
20124 Milano Italy**

**Phone: +39/031.225.3861**

**Fax:**

**Email: naor@snapfeet.io**

**Website: snapfeet.io**

**Industry: Deep tech**

**Bank: Credit Agricole**

**Law Firm: IPG Lex&Tax**

**Patent Estate:**

**Number of Employees:10**

**Leadership Team:**

**Giorgio Raccanelli - Founder**

**Naor Adno - Co-founder**

**Natale Consonni - CEO**

**Amount of Financing Sought:  
\$ 1.2M**

**Current Investors**

**-V&C Holding**

**-Felix Zhang (Envision energy owner)**

**-Moonlight Holdings**

**Our next generation platform technology makes low-cost, ultra-high efficiency windows a reality in the residential and commercial insulated glass (“IG”) markets globally, estimated at \$67B annually.**

**Company Background:** V-Glass, an R&D firm largely funded by federal, state, and local SBIR grants, has developed next generation platform technologies that enable the low-cost production of vacuum insulated glass (“VIG”) having 2-3x the thermal performance of conventional argon filled windows, 2x longer life, and costing no more to manufacture. In 2018, the Company was selected by the Department of Energy’s ARPA-E as a finalist in NASA’s annual iTech Energy competition. V-Glass’s high efficiency VIGs are currently being tested by 3<sup>rd</sup> parties, including the DOE’s National Renewable Energy Laboratory (“NREL”). Passing these tests will trigger significant interest from potential strategic partners in market testing V-Glass, thus pacing the next round of funding for our pilot plant.

**Leadership Team:** V-Glass has assembled an experienced team of engineers, scientists and business leaders with relevant technical expertise, industry experience and startup success. Our founder and the technical team around him are highly creative and innovative problem solvers, named inventors on more than 200 patents. V-Glass expands and extends its technical capabilities through its DOE relationships and collaborative partners, most notably at the University of Sydney (“USyd”) where 1st gen VIG technology was developed and originally commercialized by NSG in the late 1990s. These collaborative relationships allow V-Glass to make a disproportionately large impact from a relatively small footprint (see [Link](#) for Team details).

**Problem:** More than 3% of the world’s energy is wasted due to the thermal inefficiency of today’s windows. And while 1st gen VIGs have been commercially available for more than two decades, they remain too expensive to achieve mass market penetration; sold only in countries with ultra-high energy costs or government incentives/mandates.

**Solution:** V-Glass’s proprietary next-gen technology enables: 1) the highest thermal efficiency of any glazing product on the market or in development, and 2) VIG production at the same cost as conventional IG units, which will be a 50-75% reduction from the manufactured cost of 1st gen VIGs. It is this cost reduction, coupled with V-Glass’s superior thermal performance and long life, which will finally drive broad penetration of VIGs in the global IG market.

**Market:** The global IG market is estimated at \$67B annually with a 3% CAGR. The 1st gen VIG market, focused primarily on Asia, is estimated at \$4.5B annually with a 4% CAGR. V-Glass will generate revenue primarily by licensing its IP to leading IG manufacturers and window OEMs.

**Distribution Channels:** V-Glass will bring its VIG product and technology to market by leveraging existing industry supply chains in residential and commercial IG markets where the Company has established relationships.

**Competition:** The predominant IG technology deployed today involves argon filled dual pane IG units (“IGUs”) with low-e coatings. Higher efficiency windows, consisting primarily of triple pane IGUs and 1st gen VIGs, which are progressively more expensive, comprise less than 10% of the total market. Triple panes also have the added negative of increased thickness and weight, which can add to installation costs, particularly in larger glazing applications. V-Glass offers end-users an affordable, ultra-high efficiency window glazing that can reduce monthly operating costs and CapEx investment as their HVAC equipment can now be downsized.

**Quick Facts**

**Company Name:** V-Glass, Inc.

**Contact:** Mike Petit - CEO

**Address:** 238N1690 Rockwood Dr  
Waukesha, WI 53188

**Phone:** 757.619.9843

**Email:** mike.petit@v-glass.com

**Website:** www.v-glass.com

**Industry:** Cleantech | Energy Efficiency | Building Products

**Bank:** Chase Bank

**Law Firm:** Michael Best

**Accountant:** Walkowicz, Boczkiewicz & Co.

**Patents:** 17 awarded, 8 pending

**Number of Employees:** 5

**Leadership Team:** Mike Petit – CEO | Peter Petit – Founder & President | Chris Kubicek – CTO | Dr. Sorin Manolache – Scientist | Dr. Cenk Kocer – DOE Subawardee & USyd VIG Group Leader

**Funding to Date:** \$5.5M | Public funding of \$4M, with more to come.

**Funding Ask:** \$1.5M Seed Round

**Current Investors:** Founders, angels, and accredited investors.

**Use of Funds:** 1) Expand technical team; 2) Accelerate product development; and 3) Early automation collaboration.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2026	2027
<b>Non-Grant Revenue</b>	\$30	\$1,075	\$1,650	\$4,418	\$16,662	\$23,657
<b>EBITDA (\$'000)</b>	(\$1,216)	(\$2,176)	(\$3,314)	(\$2,142)	\$8,724	\$14,643

**Value Proposition**

**Company Background:** WaveTech upgrades, monitors and automates critical energy backup systems to increase cost-efficiency, visibility and security. WaveTech has observed a 2x increase in battery life, a 3x increase in lifetime energy throughput, highly automated operations, a decrease in maintenance expenses, and more through the use of the patented Crystal Control Technology®.

**Leadership Team:** **Dag Arild Valand (CEO & Founder):** Over 25 years of international experience in the battery industry and successful entrepreneur. Personally invested \$5M and \$1.5M in the current round. **Aasmund Erlandsen (COO):** Proven and successful international operator of companies. Responsible for revenues in excess of \$1BN and raised funding of more than \$1BN with several very successful exits. **Silas Poel (CFO):** Broad international experience in cleantech, having established and developed a number of companies in the industry. **Dr. Boris Monahov (Chief Scientific Officer):** 40 years of experience in battery science, technology, manufacturing and international R&D project management. Holds three patents and is a winner of the Gaston Plante medal for contribution to lead acid batteries. **Matthew Fitzgerald:** 36 years of experience as an engineer and company executive focused on the development, manufacturing and technical sales of critical systems products.

**Products/Services:** WaveTech has two product lines with industry-changing outcomes.

A hardware solution that contains the patented Crystal Control Technology® that is integrated into WaveTech's proprietary BEAT product. A device that improves battery performance and a software solution that automates and digitises the use of batteries.

**Technologies/Special Know-How:** WaveTech holds more than 85 patents for its Crystal Control Technology and recently filed 2 more patents and is expected to file more IP in the next 12 months.

**Market:** Customers in large scale energy storage, telecommunications, data centre/UPS systems and utilities, need WaveTech's solution to reduce battery and operational cost. This small fraction of the overall market is a \$50BN annual revenue potential for WaveTech.

**Distribution Channels:** Own sales force, agents & partners.

**Competition:** No direct competitors on the battery technology part but indirect competitors in power monitoring and automation systems e.g. Vertiv, Btech, Generex etc.

**Quick Facts**

**Company Name:** WaveTech Group, Inc.

**Contact:** Silas Poel

**Address:**  
N Zaragoza Rd Apt 1507, El Paso, TX 79938

**Phone:** +1 484 713 9741

**Email:** [s.poel@wavetech.com](mailto:s.poel@wavetech.com)

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

**Industry:** Battery Technology

**Law Firm:** Pryor Cashman & Doerner Saunders Daniel & Anderson

**Patent Estate:** Alston & Bird LLP

**Number of Employees:** 62

**Leadership Team:**  
Dag Arild Valand (CEO)  
Silas Poel (CFO)  
Aasmund Erlandsen (COO)  
Dr. Boris Monahov (CSO)  
Matthew Fitzgerald (CTO)

**Amount of Financing Sought:** \$10,000,000 (+\$8M already paid in)

**Use of Funds:** Accelerating sales and marketing & new product development.

**Financial Projections (Unaudited):**

	2022	2023	2024	2025	2025
<b>Revenue</b>	\$16.2M	\$30.3M	\$70.9M	\$140.7M	\$240.2M
<b>EBITDA</b>	\$1.1M	\$5.6M	\$28.6M	\$67.8M	\$119.3M

# PARTNERS



## **MODUS CREATE**

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

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

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



## **NEXT powered by SHULMAN ROGERS**

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



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

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



# PARTNERS



## STELLAPOP

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



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

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



## AEG

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



## MARK HAAS, CEO, AEG

Mark Haas is 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**

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



## **JULIE COONS, PRESIDENT & CEO, NORTHERN VIRGINIA CHAMBER OF COMMERCE**

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



## **TRUIST WEALTH MANAGEMENT**

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



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

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



## **REFRACTION**

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

# PARTNERS



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

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



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

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



**ROBERT H. SMITH**  
SCHOOL OF BUSINESS

**DINGMAN CENTER**  
for **ENTREPRENEURSHIP**

## **DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND**

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



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

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

# PARTNERS

KEIRETSU



## KEIRETSU FORUM

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



## FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC

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



## THE BALTIMORE ANGELS

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



## STARTUP GRIND-COLUMBIA, MD

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



## ANGELS + LIFE.SCI INVESTORS

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

# 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**

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

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

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



# PARTNERS

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

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



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

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



## September 29th Attendees As of 09 29 22

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.

Patrick	Sheridan	Co-Founder and Managing Partner	Modus Create
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PRESENTERS			
First Name	Last Name	Title	Company

Adam	Moseley	CEO	Accidental Entertainment
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Raymond	Houck	CEO	Aclipse Therapeutics
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Scott	Mader	CEO and Founder	AseptiScope
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Kevin	Lancaster	CEO & Co-Founder	Channel Program
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Alan	Donenfeld	CEO	CityVest Capital
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Raymond	Peterson, PhD	CEO	DNA Analytics
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Marius	Calmet	CEO	Heritas
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Edward	Ricci	CEO	OXbyEL Technologies
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John	Aho MD PhD	CEO and CMO	Pneumeric, Inc.
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Naor	Adno	Co-founder	Snapfeet
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Michael	Petit	CEO	V-Glass, Inc.
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Silas	Poel	CFO & Board Member	WaveTech Group, Inc.
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ATTENDEES			
First Name	Last Name	Title	Company

Daria	Abbaei	Director of Investor Relations	Naples Technology Ventures
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Tarek	Abousalem	Managing Partner	ElementOne Digital
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Peter	Adams	Chief Business Officer	TikTalk 2 me Ltd.
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Naor	Adno	Co-founder	Snapfeet
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Nayyar	Afridi	Senior Manager, Strategic Partnerships	KiwiTech LLC
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Ana	Aguilar	Investments	AC Ventures
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John	Aho	CEO	Pneumeric Inc
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Nelson T.	Ajulo	CEO	Zarttech
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Jacob	Aladejobi	CEO	Alade LLC
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Scott	Alford	Chief Operations Officer	Oraclum Capital LLC
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WD	Allen	Adjunct Professor	University of Missouri
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Patrick	Anderson	Sr. Associate	Churchill
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Christopher	Antonopoulos	CEO	Measured Results Marketing
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Mikhail	Antonov	Co-founder	8.Finance
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Paul	Armijo	CTO	Avalanche Technology
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Allen	Ashourian	CEO	Visore Security Solutions
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Ons	Askri	Founder	ForMeDable
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Julia	Asoni	COO	Growth Engine AI
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AJ	Attavar	CEO	NPS, Inc
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Larry	Augustin	Managing Director	Augustin Ventures
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Darrin	Auito	Partner	HEA Law PLLC
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Marco	Avila	Chairman of the Board	MDHCC
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Bevely	Awuor	Graduate Student	Georgetown University
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Andrea	Bacon	Founder	Witty Butterfly LLC
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Arun	Bahl	Founder	Aloe
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Rick	Bain	Principal	ReCreation
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Dan	Ballin	Chief Executive	Ideas Crucible
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Riko	Banardi	Investor	Robin Hood Ventures
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Marie	Bardin	Director of Business Development	Airgility Inc
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Josh	Barnes	Owner	Harbor Designs & Manufacturing
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Michal	Barski	Director/CEO	Reciprocal Space
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Reid	Bartholomew	Marketing Associate	Tippins Foods
Fernando	Batista	COO	InvestUSC
Jay	Beam	Managing Director	Adasel Global Partners
Laura	Beldin	SVP	BOA
Mitchel	Bell	AE	Mab Sales Group
Bruce	Berkoff	CMO	BA LLC
Gustavo	Bessalel	President	Spectrum Partners, Inc.
Lauren	Bigelow	CEO	GCN
Randy	Blake	Principal	Duncaster Investments
Ray	Blanchard	Assoc. Dir., Corporate BD	QIAGEN
Eduardo	Bocock	CEO	Daily Diner Technologies
Richard	Bodson	President & CEO	SysNet Technologies, Inc.
James	Boggie	Event Planner	
Hepsie	Bohman	Agent	New York Life
Larry	Boodin	Agent	New York Life
Balazs	Borbely de Roff	Founder	Balazs Borbely
Roosevelt	Boursiquot	Physician	RB Medical Practice, PC
Duncan	Bowden	Vice President	Blue Marlin Partners
Jorge	Bracer	CIO	Verra
Cathy	Bradley	CEO	CBE
Richard	Bristol	President	Bristol Advisory LLC
Lora	Brown	Owner	ODAA Virtual Assistant
Daniel	Bryan	CEO	Internet.ceo
Nick	Buchanan	General Partner, Founder	Blockperfect.io
Rob	Buller	CEO/Founder	Pahu
Bethany	Burk	Chief of Staff	American Academy of Family Physicians
Kathie	Callahan Brady	CEO	FITCI
Marius	Calmet	CEO	Heritas
Lena	Camara	CEO	Gaming
Christian	Camarca	Partner	Sterne, Kessler, Goldstein & Fox PLLC
Mighty	Capital		Mighty Capital
Kaitlin	Capobianco	Senior Manager	Halcyon
Eric	Carlson	CEO	Blue Sky Cyber Inc
Doug	Carney	Manager, DARPA Program Development	Northrop Grumman
Sue	Carr	President	CarrTech Corp
Marshall	Cartwright	Co-Founder	MiBi
John	Casey	Adjunct Instructor	George Mason University
Julio	Casillas	CEO	ARTIFEX
Alex	Castelli	Partner	CohnReznick LLP
Michael	Cerceo	Global Sales	Cogent Communications
Sam	Chan	SVP	US-ASIA LINKS, LLC
Tahjia	Chapman	Editor-in-Chief	TDK Media Publishers
Manoj	Chaudhary	CEO	Rankriders tech
Rene	Chaze	Partner	Tiny Orange Capital
George	Chen	Principal	Nautilus Venture Partners
Michelle	Chen	Partner	Key2China/Convergence Partners
Chris	Chen		
Xianglong	Chen		Northeastern University
Daniel	Chen	Modeler	AIG
Nelson	Chick	CAO	Foil Flyer
Aloor	Chinmaya Sai Ganesh	Founder	Sharada's Facilitators
Scott	Christensen	Fund Manager	Chesapeake Bay Seed Capital Fund / Mtech Ventures
Sambath	Chung	Founder	SRCHUNG
William	Classen	AVP	Colliers International
Paul	Claxton	Founder	Reciprocity ROI LLC
Orin	Clay	Managing Director	JBOR Group, LLC
Joseph	Clayborne II	Entrepreneur	Startup (name pending)
Jeffrey	Cohen	CEO	MyLifeID Inc
Kylie	Cole	Sales and Marketing Specialist	Measured Results Marketing
Kasem	Coleman	President	Content Chunk, LLC
Kasem	Coleman	President	Content CHUNK LLC
Bill	Collins	Chairman & CEO	The Collins Companies
Robert	Colorina	Director	AIAC Group
Ivan	Comerma	Partner	Systema Capital
Christopher	Conner	Owner	US Payments
Jim	Cook	GM	Cook's Outsourcing Network LLC
Lucio	Corsini	Director of Operations	Digicon Corporation
Clive	Courtenay	Founder	Klivemax
Jean-Baptiste	Couzy		
Marie	Crivaro	Financial Services Professional	MassMutual
Kristy	Dalton	Founder	Government Social Media LLC

Anish	Das		
Jeronimo	De Leon	CPO/CTO	Our Love Visa
Hunter	Dean	VC Scout	Funden
Hank	Dearden	Principal	Group 3D
Stephen	Deese	Principal, Technology Transfer	The Mitre Corporation
John	DeGross	Senior Sales Advisor	Fiserv
Rod	Deluhery	Network Engineer	RD& Sons
Luis	Derechin	Computer Sciences	Nir-Yu
Devina	Desai	CEO	Kinometrix, Inc
Shantanu	Dev	Co Founder	Examd Inc.
George	DeVaux	COO	DEVCO
Prashant	Dhumal	Founder & CEO	Naishtika AVs LLP
Cosmo	Di Tucci	Founder & CEO	AbleOne Systems
Talabiou	Diallo	Tech Consultant	EY
Aniruddh	Doki	Software Engineer	NeoCharge
Kiley	Doll	Chief Growth Officer - Partner	Angel Investor Network
Julia	Donato		Northeastern University
Alan	Donenfeld	CEO	Cityvest Capital Inc.
Juliette	Donohue	Founder	Cascadinglight
Max	Donsky	Analyst	Impression Ventures
Eran	Dor	CFO	TikTalk To Me
Sahil	Doshi	Vice-President	Allied Pharma
Brandon	Dottin-Haley	Chief Business Development Officer	Sonavi Labs
Michael	Doyle	Managing Director	Goldin Ventures
George	Dubec	Consultant	The Room Club
Amy	Dunn	Director	Ryan & Wetmore PC
Danny	Duong	GP	Cross Ocean Ventures
Stan	Dushko	VP Product management	Culman
Mark	Eaton	CEO	Stellarray, Inc.
Yaniv	Efi	Investor Relations Managaer	Trecapital
Alan	Ehrlich	President	Ehrlich & Assiates,Ltd
Sveinung	Eidissen	CEO	Securiful
Martin	Erim	CEO	First Renaissance Ventures
Tom	Ervin	CEO	Sunset Technologies, Inc. dba Noni
Chris	Esposito	Vice President Sales and Marketing	StudioLabs
Idong	Essiet-Gibson	Principal	The Idyeas Group LLC
Herb	Ezrin	President	Potomac Business Group
Judy	Fabillar	Executive Assistant	Vtmember
Roberto	Farruggio	Founder	Sprout Chat
John	Fazzio	Consultant	WinningAdvantage, Inc.
Andrew	Feldman	Chief Executive Officer	NexGen Forensic Sciences, Inc.
Zachary	Feldman	CEO	Volo Technology Group
Alan	Fine	CEO	Alentic Microscience Inc.
Mark	Fling	Founder / Senior Consultant	Tech Infinity Consulting
Denny	Flueck	Co Founder	Next Level Innovations
Amaury	Fonseca	Partner	Vision Brazil Investments
Derek	Footer	CEO	ExtraVallis
Scott	Fox	CEO	OCSC
Kandra	Frane	Business Development Manager	Xceptional
Joel	Franklin		
Nathan	Fu	Engineer	The Human Diagnosis Project
Dorothy	Fulop	Lead Strategist	Pitchcamp
Robert	Gahagan	Chief Success Officer & Founder	Corporate Consulting Service, Inc.
William	Galle	Principal	DPS
Settu	Ganesh	Founder	Beamin XR
Sasha	Gentling	EVP + CoFounder	Pneumeric Inc
Haluk	Germeyan	CEO	Genoplexus Inc.
Ben	Gharbia	Architect	
Gregory	Giammittorio	Partner / Angel Investor	Potomac Law Group PLLC
Ellie	Giles	Founder/CEO	Virtual Apprentice
Jeff	Gitlin	Owner	Xsette Technology, Inc.
Peter	Gladis	President	Peter Gladis Consulting, LLC
Simon	Godwin	Partner	transfirm, llc
Dinesh	Goel	Partner	Siana Capital
Rachel	Gogos	CEO	BrandiD
Douglas	Goldstein	Managing Director / Investor	Salt Flats
Laura	Gomez	Senior VC Analyst	Healthworx Ventures
Yuying	Gosser	Research Assistant Professor	The City College of the City University of New York
Inish	Goswami	Chief Operating Officer	Stellar8
Denise	Grant	Entrepreneur	It Takes A Village Group Home
Tyler	Gray	Principal	Gray Street Solutions

Richard Adam	Greene	CEO	RGA Israel/U.S. Venture Funding & Growth
Fredric	Grill	CEO and Group President	Odyssey Group
Jeff	Gumbinner	Managing Partner, Investor	G2 GEM Finance
Jim	Guzy	CEO	CoJax Oil and Gas Corporation
Fizie	Hadley	Founder and CEO	Tiber Solutions
Tiffany	Haleem	Manager, Business Solutions	Montgomery College
Christopher	Hamilton	President & CEO	Victor Wear LLC
Qaizar	Hamoen	Consultant	LevelUp HQ
Kerry	Hassonjee	Managing Partner	Angel Star Ventures
Thomas	Hawk Lessard	Operations Manager	VijoGeo, LLC
Browning	Henry	COO	Eunike Ventures Inc
Geelyn	Herbert	Managing Director	Ringbolt Capital
Stephanie	Herrero	Investor	A2E
Steve	Hessler	Principal	Stephanie Hessler Coaching
Dean	Hiegel	President	JustCollegeFootball
Cheryl	Hill	Sustainability Consultant	Living Canopies
Robert	Hill-Lavalle	Empowerment Facilitator	
Thomas	Hinaman	Managing Principal	Pepper Run Capital
Clair	Hitchcock	CSO	Crown
Kayne	Hoang	AM	CMC Global
Joy	Hobson	Director	Next Level Innovations
Douglas	Hoffman	Project Manager	Maryland Tech Council
Patrick	Holly	Principal	Eagle Management Group
Raymond	Hosty	COO	Dynamhex
Roslyn	Houck	CEO	Aclipse Therapeutics
Carry Michael	Houston	Co-Founder & CEO	ULO ENTERPRISES LLC
Bill	Howell	CEO	ROCKIT Industries LLC
Drew	Huber	CEO	Moneta LLC
Paul	Hunt	Associate	Dreamit Ventures
Dhan	Iacovacci	CEO	Enascor Capital
Dave	Iyer	Special Projects Director	SGPMCS
Ariel	Izuka	Consultant	Venture Acceleration Services
Erica	Jaluf	Advisor	
Yujin	Jeanine	Serial Entrepreneur	TH.LH. Inc.
Gregory	Jo		American University
Suby	Johnson	President	TECBOMO Limited Liability Company
Britany	Joseph	Principal	Brandywine Insights
Keynan	Juarez		American University
Patrick	Jubran		Northeastern University
Venroy	Judge	Managing Partner	Camber Road Partners
Maureen	July	Partner	Dickinson Wright PLLC
Peter	Jurgelas	Founder	The Cool Cast Company
George	Justen	CEO	The Cascades Group
Marcel	Kafouros	BD	International Accelerator
Madelle	Kaminstein	Sr. Manager Intl Relations	Biotechnology Industry Org.
Alexandra	Kangha	Founder	Jumpstart Academy Africa
Doug	Kapelos-Peters	Founder	Cansulta
Lori	Karr	Managing Partner	Vizer
Mokhtar	Kavle	Managing Partner	BD/M Collective
John	Kazzalbach	CEO	Mk enterprise technologies
Anita	Kealey	Private Investor	
Joe	Kelava	CEO & Co-Founder	+Life
Muhammad	Kessler	Managing Partner	Next-Stage Development Group
Manav	Khan	CEO	Delsys Technologies Pvt. Ltd.
Daniel	Kher	CTO	FusionSpan
Scarlett	Kimani	Founder	Ohospital
Darren	King	Sr Director	Bayhill Group
Charles	King	GP	Unbridled Ventures
Devorah	Kiser	Founder	Matewan Digital Holdings
Bernard	Klar	Founder	Simpli-city.com
Ted	Klocman	CEO	Emergent Healthcare
Tom	Koblick	Business Development Executive	SJ Technologies
Anat	Komuro	Industry Analyst	SVInnovations
Leon	Kornberg	Executive coach	Anat kornberg coaching
Ina	Kotovich	CEO	TerraManta
David	Kovacheva	Founder	ARCH DASH
Kay Mok	Kratochvil	Managing Partner	Vista Capital Advisors, LLC
Sathish	Ku	Managing Partner	Gobi Partners
Neeraj	Kumar	Partner	SBSS & Associates
Xhulia	Kurti	Founder	Babson College
			Decimali

Michelino Norman	Kwkumba Lai	Founder, Chairman-CEO BOD	WCom Data USMediGene
Corie	Lalonde		Funky mushrooms
Byron	Lambert	CEO	AngelFire Inc.
Vern	Larson	Director of Accounts	Capital Q Ventures
Vernon	Larson	Director of Accounts	Capital Q Ventures
Jeremy	Latchana	VP	Virtual Team Member
Tony	Lau	Managing Director / Angel.Investor	Detente Group
Kiana	Laurin	Growth Leader	Born to Lead
Shana	Lawlor	Managing Partner	2raze
Bob	Leach	Business Advisor	Braintree Business Development Center
Paul	Leamon	Founder/CEO	V.DEV
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions
Aquila	Lee	Senior Associate	Chenel Capital
Phil	Lees	Founder	phileease.com
Colleen	Legzdins	VP of Technology	OXbyEL Technologies, Inc.
Steven	Lehat	Principal	Regulatory World
Cheng	Lei		American University
Kristie	Lemauga	Scrum Master	
Cheng	Leu		American University
Joy	Levin	President	Allium Research and Analytics
Catherine	Li	Manager	Great Texas Fund
Mike	Liu	Director	Ex-Pharmatech
Jane	Lobo	Executive Assistant to CEO	CosH Consulting GmbH
Michael	Loconto	Counsel	Fenway Law LLC
Jacob	Lonsway	Event Manager	PeopleConnect
Dennis	Lucey	Vice President / Angel Investor	AKIMA
Jackie	Luo	Partner / Angel Investor	TCV Growth Partners
Bei	Ma	Founder and CEO	The Pinea Group
Nick	Madahar	CEO	Shine Logistics LLC
Scott	Mader	CEO	AseptiScope
David	Manners	Editor	Emap
Patrick	Manning	CEO	Diagnostox
Harrison	Marick	Lead Data Scientist	Tiber Solutions LLC
Coleman	Martinis	Analyst	PAX Momentum
TJ	Master	Technology Mentor	Virginia Innovation Commercialization Assist. Prog.
Aditya	Maurya	CEO	Zelox Entertainment
Michael	McColl	Managing Member	Trusted Business Advisors
Marnie	McCoy	Program Director	BioAdvance
Timothy	McDonald	Partner	Guidon Partners
Tim	McGuckin	Partner	GeoToll, Inc.
Mark	McMahon	CEO	AudioOne
Robert	McNiece	President	Lucere
Brian	Mehnert	Operating Partner	Connected Ventures
Prakash	Melvani	Chief Business Officer/Chief Financial Officer	Genoplexus, Inc.
William	Milby	CEO	ReDoos Inc
Keith	Miller	Founder	Vibe Consultancy
Loren	Minkus	Consultant	Concept Equity Group
Mike	Moore	CEO	MedWatch Technologies, Inc.
Godwin	Mordi	CES	GMF
John	Morgan	Managing Partner	Morgan Global
Hans	Morris	CFO	FSM
Bobby	Mozumder	Owner	Melashops
Soujanya	Mukka	Founder	MyB2BNetwork
Nakul	Munjal	Product Management	Cowbell
Rehan	Munsiff		Northeastern
Ron	Murphy	Owner	Cart Rack, Inc.
Jen	Murray	CEO	JGS Group LLC
Forrest	Murray	CTO	Volo Technology Group
Natalia	Mykhaylova	CEO	WeavAir
Joy	Na		Northeastern University
Phil	Nadel	Managing Director	Forefront Venture Partners
Charles	Nahabedian	CEO	VK Digital Health
Rohit	Nandi	GAM	IntersoftKK
Attila	Nas	Chief Executive Officer	East Howell Enterprises LLC
Raphael	Nassi	Founder & CEO	TikTalk To Me
Kevin	Neal	CEO	P3iD Technologies Inc.
Nicholas	Nesbitt	Chairman	CryptoSasa Ltd
Scott	Nevins	Principal	Bernstein Private Wealth Management
Charlie	Ngan	COO	Progene
Kenneth	Nguyen	Owner	LongTerm CPA

Huu Loc	Nguyen		UMD
Mike	Niggel	CEO / Angel Investor	ACT1
Eyal	Nir	Co Founder	4D2C
Denise	Nixon	CAO	DAHA Hyperautomation
Paul	Nolde	Managing Director	Lighthouse Labs
Robbie	O Donoghue		Plus Promotions
Michael	O'Brien	Founder & Principal	MOB Advocacy
Robbie	O'Donoghue	Project Manager	PlusPromotions
Sean	O'Reilly	CEO	New Columbia Capital
Olatunde	Ogungbade	Senior Advisor	Hartman Executive Advisors
Bukky	Ogungbade	Senior Advisor	Hartman
Kellie	OHara	Co-founder	Empire Headhunters
Yannick	Olimbo	Analista	SYSTEMA CAPITAL
Favour	Onabanjo	Director	Talentsbrand Ltd
Sertac	Oral	Founding Partner	GVI Turkey
Bob	Oros	President	Business Development Resources inc
Pablo	Ortiz	Founder	Aurora Market
Roland	Oruche	Analyst	Allen Angel Capital Education
Ayodeji	Osho	CEO	Betafans
Guc	Ozenci	Managing Director	Founder Institute, Washington DC
Hakan	Ozsancak	Entrepreneur	
Julide	Oztap	Director	LoanStreet
Lee	Pablo	Founder/CEO	WypWise Tech
Fred	Paez	Owner	PCDeals915
Virgil	Pain On Hip	Founder	VIJOGEO
Jean-Luc	Park	Director	TEDCO (MD.Technology Dev. Corp.)
George	Parrish	Head Deal Flow	Bay Angels
Mansi	Patel	Analyst	Cortado Ventures
Antoine	Patterson	System Analyst	DBH
John	Paty	Principal	Geostrategic LLC
Alejandra	Pedraza	B2B Partnership	Teilur
David	Perez	Intern	Ac ventures
Raymond	Peterson	CEO	DNA Analytics
Michael	Petit	CEO	V-Glass, Inc.
Alia	Phelps		Northeastern University
Yves	Philippe	Customer Success Manager	Harbor Designs
Matthew	Philistine	Investment Adviser and Business Mentor	CPR Investments, Inc.
Stan	Pickett	None	None
Polina	Pinchevsky	Co-Founder and CEO	Unit Benefit LLC
Nicolas	Piuma	Investment Analyst	Starlight Ventures
William	Podd	President/Executive Director	Landmark Family Office/Landmark Angels
Eric	Polster	Owner	GAlA Systems
Atin	Pothiraj		University of North Carolina at Chapel Hill
Brad	Poulin	Project Manager	Harbor Designs and Manufacturing.
Noah	Pusey	President	Ripple Analytics Inc.
Oded	Puzis	Co-Founder & CEO	Trecapital
Giorgio	Raccanelli	Founder	Snapfeet
Mercy	Radithupa	Global BD Director	G&G Capital
George	Radmilovic	CFO	2immersiv4u
Soheil	Raissi	CEO	Maptics
Anitha	Raj	President	ARAR Technology
Mark	Raker	Principal	RDS
Michael	Rauh	President/CEO	Chelsea Groton Bank
Vishvak	Ravichandran		University of North Carolina at Chapel Hill
Suzanne	Reade	President	Chicago ArchAngels
Rod	Reasen	Founder, Executive Chairman	Springbuk, Inc
Joe	Reddix	President and CEO	The Reddix Group
Divya	Reddy	Product Mgr / Investor	Pyrium
Mark	Reece	CEO	LCMGroup
James	Reed	Senior Managing Partner	SWAN Venture Group LLC
Ervin	Reeves	CEO	NGO 1 Stop Corporation
Catherine	Rhee		
John	Ricci	Managing Director	US Angels
Edward	Ricci	CEO	OXbyEL Technologies, Inc.
John	Rieckman	President	Rieckman Eng Product
Chris	Risey	Vice President	Decathlon Capital Partners
Gary	Robinson	CEO	PhaseDesign Research
Felix	Robinson		Pet Trust Uk
Dean	Rodionoff	General Manager Technology	Artezio
Elton	Rodrigues	Founder	Sociiofy
Alex	Rojas	Recruiter	T21

Patrick	Rooney	CEO	HELPFit, Inc.
Mary	Rose	Technology Transfer	George Washington University
Robert	Rosenberg	President	S M C
Anne	Rosenblum	Business Investment Manager	Fairfax County EDA
Larry	Rosenfeld	Partner / Angel Investor	McLean Partners
Darlene	Ross	President & Founder	Dees Unlimited, LLC
Thomas	Ross	Palm Beach Chapter Pres	Keiretsu Forum
Kimberly	Royster	CFO	Kimberly Services LLC
Paul	Ruppert	President	Global Point View Ltd.
Jaipradeep	S	Tech Evangelist	Tringapps
Sagit	Sade Attia	Cosnutlatnt	Sagit Sade Attia
Nicolas	Safford	Director	New Layer Capital
Matthew	Sagers	Head of membership	Bay Angels
Mahesh	Saladi	CEO	Private Equity CFO, LLC
Nafis	Salauddin	CEO	Deal Bazaar
Raychelle	Santos	Growth Associate	10pearls
Bill	Sareen	Co-Founder	Agria
Patricia Ann	Sarmiento	Consultant	Communitas Founders
Adrian	Sasine	CMO & Co-Founder	Nolodex
Rosemarie	Savino	COO	AEG
Anurodh	Saxena	Engineer	
Mark	Schacknies	CEO	NFTYDoor
Jack	Schammel	Director	TEDCO
Ryan	Schauer	Director of Partner Success	Accelerance
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Joshua	Schoen	Angel Investor	
Mindi	Schools	Outreach & Training Coordinator	SBDC at CBP
Pothiraj	Selvaraj	CEO	St Jardins Inc
Tithi	Sengupta	Founder	TesseractEd Limited
Jonathan	Shames	Investor	
Ning	Shan	CSO	Aclipse Therapeutics
Stephen	Shapiro	US Partner	eHealth Ventures
Scott	Shore	Managing Director	Grimley Capital
Evan	Shubin	President and Director of Investments	Candlelight Partners LLC
Edward	Siew	Principal Innovator	MITRE Engenuity
Cameron	Simmons		
Sydney	Simpkins	President	Sydney Simpkins
Eli	Singer	CMO	TikTalk To Me
Manpreet	Singh	Chief Investment Officer	Singh Capital
Ravi	Singh	CEO	Realcoderz
Ralph	Sklarew	Principal	Form and Substance
Kristi	Slack Leisinger	VP Strategy & Business Development	Copperleaf Consulting Group
Mlke	Smith	Strategic Partnerships	Wolters Kluwer
Stanley	Smith	Director Venture Investments	University of Maryland
Navneet	Sodhi	CEO	Nackina
Selena	Sodhi		American University
Matt	Solomom	Co-Founder	Channel Program
Martin	Sørnes	Founder Audiologist	Horselsinfo
Darby	Spitzer	Program & Admin Specialist	Mtech Ventures
Roselia	St. Louis	Senior Partner	Aspira Capital
Alexander	Starchenko	Managing Partner	First Imagine! Ventures
Ernest	Stern	Partner	Culhane Meadows PLLC
Robin	Stonesifer	CoS	PeopleConnect Staffing
Abhilash	Subhash	CEO	UROLIME
Sulaiman	Sulaimani	Managing Director	Tristate Capital Financial
Patrick	Sullivan	Founder	Charm Bracelet
Rabia	Sultana	Producer	Sultana Films
Rama	Suresh	Director	Info Soft Systems, Inc
Sean	Sutherland	Chief Marketing Officer	Kapowza
Thomas	Swanson	Strategic Business Development	Endera
Christopher	Swarbrick	Vice President	Blue Marlin Partners
Aksaraphak	T.	Owner	Real estate business
Venkat	Tadakamalla	President	ITSYS Inc
Karen	Tai	Vice President	Neuberger Berman
Nobu	Takanuma	Partner	Joyance Partners
Sravasti	Talukdar	Managing Partner	SB Ventures Partners LLC
Sebastian	Tello	Founder and CEO	Mexicrafts
Kunal P.	Tewani	CEO	Our Love Visa
Swayam	Thacker	VP	GS
Chris	Thomas	CEO	Reach High Production
Brad	Thompson	CEO	Cause Media Marketing LLCr

Sam	Thompson		American University
Denise	Thomsen		Let's Learn English
Dave	Tilley	CEO	Living Canopies Ltd
Greg	Tinch	Partner	Tinch Law Firm, P.C.
Nathan	Tipton	Research & Development	BuddoBot
Rachel	Tomlinson	COO	Dropped
Jim	Treleaven	CEO	Via Strategy Group, LLC
Wai	Tsang	Principal	I/E/I
Andrew	Tsintsiruk	VP of Product Development	Tout Audio
Marvin	Turner	Director	HUD
Howard	Ulep	Managing Member	Lease Advisory Group LLC
Mayank	Upadhyay	CCO	ASM Global
Jacqueline	Ussher		USC
Grant	Van Cleve	Managing Partner	Hangar 75
Joe	Van Cleve	VP	Van Cleve & Associates, Inc.
Phoebe	Van Duinen	Investment Manager	Halcyon
Lyall	Vanatta	CEO	AR Intentions
Martin	Vazquez	CSO	Heritas
Chris	veator	Investor	
Roy	Vella	Managing Director	Vella Ventures
Jim	Voeller	Patent Counsel	Maier & Maier
Tom	Vogelsong	Director of Deal Flow	Kyto Technology and Life Science
Amarendran	Vummidi	MD	Vummidi Bangaru Jewellers
Robert	Waddington	Consultant	TapRoot
Yohanes	Wahyudi	Vice President	Moelis & Company
Michael	Walsh	CEO	WorldCitizen.One
Chris	Wang	Member	Three W Partners, Ltd.
Gary	Wang		
Dong	Wang	CEO	Enrich Therapeutics Inc.
Barry	Weinbaum	Financial Services Professional	New York Life
Tom	Weithman	Managing Director	Virginia Venture Partners
Ellington	West	CEO & Co-Founder	Sonavi Labs
Skip	West	President	MAXSA Innovations LLC
Albert	Whale	CEO	IT Security Solutions
Tommy	White	Director	AU Center for Innovation
Kent	Wicklund	Co Founder	Next Level Innovations
Rob	Williams	Managing Director	RSM Capital Partners
Will	Williams	Chief Growth Strategist	Self-employed
Joseph	Williamson	Vice President of Sales	Channel Program
Todd	Wiltshire	CFO	Pneumeric, Inc.
Michael	Wolk	Principal	Expense Reduction Analysts Inc
Darren	Womer	CEO	National Capital
Angeline	Wong	CEO	Inspire Capital Partners
Gary	Woolfson	President and CEO	Flow Metrix
Dan	Woolley	Entrepreneur in Residence	MITRE
Carl	Wooten	CEO/Founder	GivGo
Morris	Wray	Founder/CEO	Fourth Option
Vennard	Wright	President	Wave Welcome
Paul	Wronkiewicz	Multi-State Manager	Treasury Title Insurance Co.
Tian	Wu	Investor	37 Angels
Sam	Wyman	Managing Director	BluePointe Consultants Group, LLC
Yigang	Yang	Managing Partner	WaterStar Capital LLC
Olga	Yermolenko	Partner	OY Group
Chris	Yoko	President	Yoko Co // Carbon Off
Tomo	Yoshida	Director	SBI FTF SPC II Inc.
Randell	Young	General Partner	VentureNet Partners
Jon	Zaikowski	Assistant Director	New York Angels
Seif	Zaki		American University
Josue	Zelada	Sales and Marketing Director	Zelada's Painting
Jeff	Zika	CEO	AirGO.Ai
Dan	Zipper	SVP of Solutions & Sales	10pearls

# THANK YOU TO OUR PREP TEAM



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



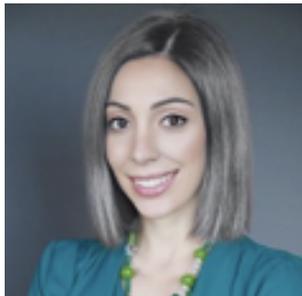
**INES LEBOW**  
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Enterprise  
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**JACKIE LUO**  
Principal  
BAM Advisory LLC



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



**LAURA HILL**  
SVP  
Equifi



**BOB LONDON**  
CEO  
Chief Listening  
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**MARISSA LEVIN**  
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[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2022 Calendar

<b>Oct. 27</b>	<b>Nov. 22</b>	<b>Dec. 21</b>
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## 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>

FLAVORS FOR THE REFINED PALATE

Chili Mango | Rosemary Lemon | Balsamic Raspberry | Chamoy Watermelon

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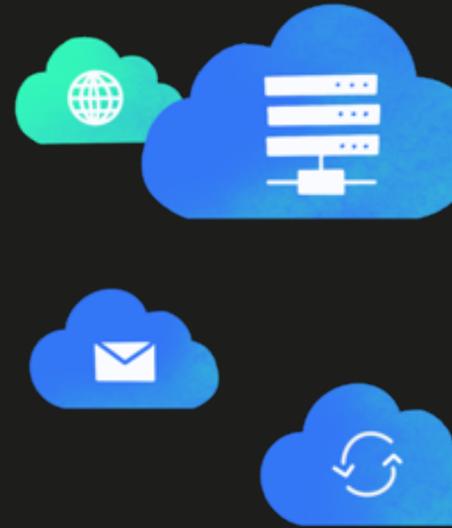
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- + Migration
- + DevOps
- + CI/CD
- + Risk assessment & remediation



## 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