

Washington, DC
April 20, 2023

The Big Idea
CONNECTpreneur-
Networking &
Pitch
Extravaganza!



TISHMAN SPEYER



GOLDEN TRIANGLE



Business

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#connectpreneur

SCHEDULE

Thursday, April 20th, 2023

REGISTRATION AND NETWORKING

8:00am – 9:20am

WELCOME REMARKS

9:20am - 10:00am

- S. TIEN WONG - CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum
- DAN DOOLEY - Managing Director, Tishman Speyer
- LEONA AGOURIDIS - Executive Director, Golden Triangle Business Improvement District
- PATRICK BRYANT, Co-Founder, CODE+/TRUST; Chapter Director, Startup Grind DC
- KEITH ANDERSON - Interim Deputy Mayor for Planning and Economic Development, District of Columbia
- JIM CHUNG, Associate Vice President for Research, Innovation and Entrepreneurship, George Washington University
- Dr. XIMENA HARTSOCK, Co-Founder, BuildWithin; Founder, Phone2Action

COMPANY SHOWCASE / ROCKET PITCH

10:00am - 10:45am

Intros By:

MARK HAAS, CEO, Association for Enterprise Growth

SARA CLASPER, Associate, NEXT, powered by Shulman Rogers

Barometer XP – Alexandra Suchman

BlueStar Telehealth – Robert Wray

OpalHTM – Connor Roberts

Social Currant – Ashwath Narayanan

True Bearing Diagnostics – Tisha Jepson

WheelTug – Isaiah Cox

NETWORKING

10:45am - 12:00pm

OUR SPEAKERS



TIEN WONG, CEO, OPUS8, INC.

Tien is Chairman and CEO of Opus8, an investment and advisory firm which helps technology companies and alternative investment fund managers raise capital. He is also Chairman of Lumious, an international leader in learning analytics, as well as Chairman of Lore Systems, a cloud services provider. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by Affiliated Computer Services. CyberRep was one of the largest privately held CRM outsourcing companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business is one of the world's largest CRM operations, with \$3 billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society, Virginia Investment Partnership Investment Advisory Board, Junior Achievement, Association for Enterprise Growth, and Refraction. He was appointed by Governor Martin O'Mally to the 9-member Maryland Venture Fund Authority which allocates and manages \$84 million into VC funds and companies. He is an Entrepreneur in Residence at Georgetown University's McDonough School of Business, and a graduate of Dartmouth College.



LEONA AGOURIDIS, EXECUTIVE DIRECTOR, GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT

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



KEITH ANDERSON - INTERIM DEPUTY MAYOR FOR PLANNING AND ECONOMIC DEVELOPMENT, DISTRICT OF COLUMBIA

Keith Anderson is appointed Interim Deputy Mayor for Planning and Economic Development. Deputy Mayor Anderson previously served as the Director of the DC Department of General Services (DGS), a government agency with a mission to build, maintain, and sustain the District of Columbia's real estate portfolio, which includes more than 157 million square feet of land and 35.7 million square feet of state-of-the-art facilities. This work has allowed the agency to foster economic viability, environmental stewardship, and equity across all eight wards of the city. With a workforce of just under 600, DGS is responsible for maintaining 844 buildings, including educational, municipal and recreational locations. Prior to DGS, Mr. Anderson was the Director of the DC Department of Parks and Recreation (DPR). He served as Director of the DC Department of Energy and Environment (DDOE) prior to DPR. During his tenure at DPR, Mr. Anderson oversaw the construction and or modernization of 79 recreation projects including recreation facilities, fitness center renovations, and facility security upgrades.



PATRICK BRYANT, CO-FOUNDER, CODE+/TRUST; CHAPTER DIRECTOR, STARTUP GRIND DC

Patrick's biography has been a steady stream of launching new businesses in media, rolling papers, and software. As a serial entrepreneur, Patrick has now launched 6 (& counting) multi-million dollar companies, some in less than 2 years time, including CODE+/TRUST (software development firm), Teamphoria (HR engagement software), Event.gives (fundraising event software), CrewMama (crew production directory software), Go To Team (the largest staff video crew provider in the US), and Shine Rolling Papers (24k gold rolling papers).

After years as a serial entrepreneur, Patrick founded the Harbor Entrepreneur Center to provide a place to help others launch companies and create collision among other entrepreneurs in the region. The keys to his entrepreneurial success are now the founding principles taught to startup founders in the Harbor Accelerator, a 14-week program offered to 16 companies a year in Charleston, SC.

OUR SPEAKERS



DAN DOOLEY, MANAGING DIRECTOR, TISHMAN SPEYER

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



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.



JIM CHUNG, ASSOCIATE VICE PRESIDENT FOR RESEARCH, INNOVATION AND ENTREPRENEURSHIP, GWU

Jim Chung is the Assoc. VP for Research, Innovation & Entrepreneurship at GW, and a principal investigator in the NSF I-Corps Hub: Mid-Atlantic Region. He was previously the Director of both the Mtech VentureAccelerator and Chesapeake Bay Seed Capital Fund at the University of Maryland. He started his private sector career as an early stage venture capital investor, and has done private equity and M&A for a public company.

Before becoming an investor, Jim was an academic researcher at MIT, Harvard, and the University of Tokyo (Fulbright Fellow). He was named in both 2015 and 2017 by Washingtonian Magazine as one of the Top 100 Tech Titans in DC and by HotTopics.ht as one of the Top 100 Entrepreneurship Professors worldwide in 2015. Jim received his Bachelor's and Master's degrees from Stanford University and was a Ph.D. candidate at MIT.



DR. XIMENA HARTSOCK, CO-FOUNDER, BUILDWITHIN; FOUNDER, PHONE2ACTION

Dr. Ximena Hartsock is the co-founder of BuildWithin. Dr. Hartsock has been involved in education and civic advocacy since 2010, when she began her role as the national director of StudentsFirst. Dr. Hartsock went on to found the advocacy software platform Phone2Action in 2012, which was acquired and is now known as Capitol Canary. She has a Ph.D. in administration and policy from the George Washington University.



SARA CLASPER, ASSOCIATE, NEXT POWERED BY SHULMAN ROGERS

Through the NEXT platform, she typically represents early-stage seed and emerging growth companies and helps position them for success. Sara advises local and national companies on private equity, venture capital transactions, mergers and acquisitions, compliance issues, capital raises, equity compensation and other general corporate matters.

Sara effectively balances efficiency with risk mitigation in her deal transactions. Prior to her work with NEXT, Sara spent 6 years as a persuasive litigator, honing her problem solving and negotiation skills and deepening her understanding of the type of contractual provisions that can eventually lead to disputes. This unique background for a transactional attorney enables her to anticipate the potential hurdles that a business transaction may encounter and foresee the importance and implications of each element of a deal during negotiations.

Presenting Companies

Barometer XP – Alexandra Suchman

BlueStar Telehealth – Robert Wray

OpalHTM – Connor Roberts

Social Currant – Ashwath Narayanan

True Bearing Diagnostics – Tisha Jepson

WheelTug – Isaiah Cox



Problem

3 in every 4 employees are not engaged at work, resulting in trillions of dollars in lost productivity, high turnover, and health interventions. Poor workplace cultures often suffer from the lack of time and safe space to fully explore team strengths and pressure points. This perpetuates a cycle of dysfunction.

Company Background

Barometer XP is a Public Benefit Corporation born out of the pandemic that offers a scientific game-based approach to workplace culture and development. The company has offered direct services to teams since 2021, and now seeks to package its insights into a SaaS product that empowers other facilitators and leaders with the power of play.

Management

Alex Suchman is a seasoned facilitator, organizational development consultant, and play-based learning designer. Peter Williamson is a game designer with a track record of producing high-quality, engaging games that promote learning and positive change. Roddy McKenzie is a business development and sales expert with experience in both the corporate and nonprofit sectors.

Market Size

Global learning and development (TAM) is estimated to be around \$370B and growing at a rate of 10% annually. US team and culture practitioners (SOM) is \$8B, early adopters for new platforms (SAM) is \$800M, and independent consultants (beachhead) is \$40M.

Competition & Differentiation

There are a handful of companies (i.e. Playmeo, SessionLab) at the intersection of experiential learning and practitioner-focused software, as well as businesses that focus on client-facing and team bonding solutions. None of them provide the same level of diagnostic assessment and partner integrations to customize game learning.

Product Solution

SaaS product is an assessment-powered database of curated games and play-based resources. It is filterable by dozens of categories, built on top of a robust community of practice, and connected to popular facilitation tools, methods, and programs.

Distribution

Go-to-market strategy begins with a platform membership for external practitioners (Consultants). Then the company targets in-house professionals (HR, People Officers, Team Leaders) for enterprise subscription value.

Traction

Completed a 4-week beta test with 40 engaged target users in March 2023. Finished a 16-week accelerator from September to January. Barometer continues to balance its pre-revenue product with service contracts and training programs. \$100K earned to date, plus \$100K in bootstrapped capital.

Founder Team

Alex Suchman, CEO
Peter Williamson, CPO
Roddy McKenzie, CBDO

info@barometerxp.com
202-643-5688

Supporting Team

Tricia Dyer & Melanie
Hardcastle (marketing), 20+
industry pros (advisory)

Legal

Skyler Showell (advisory)
Weber Law (governing docs)

Financial

CST CPA (accounting)
Mercury (banking)

Industry

Workplace Culture
Learning & Development

Financing Target

\$850,000 seed round from
aligned angels and HNWI
yields an 18 month runway

Use of Funds

Leadership & Admin (40%)
Software Dev (35%)
Sales & Marketing (25%)



TeleHealth Firm Tripled Rev in 2022; Seeks Growth Equity/Conv Debt

Company:

BlueStar TeleHealth
7654 Standish Place, Rockville, MD
www.bluestartelehealth.com

Contact: Robert Wray, CEO
800-441-0730 / 401-474-7079
robert.wray@bluestartelehealth.com

BlueStar connects caregivers to remote patients:

- Remote Patient Monitoring
- Chronic Condition Mgt
- Maternal Health
- Population Health support
- Senior in-home Technologies

The RPM/CCM Market:

- Telemedicine a \$90B mkt
- 30M people need RPM; est at \$16B mkt by 2025; 25% CAGR
- 132M Americans are medically eligible for CCM

Channel Partners in Progress:

- Vizient (largest GPO in US)
- Nat'l Assoc of Health Ctrs
- Veterans Administration
- United Health

Clients:

- Payors/Healthcare Insurers
- Hospitals / IDNs
- Fed Qual Health Ctr (FQHC)

Veteran Owned and Operated:

- CEO/COO/CMO former military
- Advisory Board: 14 generals & admirals, including MDs, RN
- 44 general/admiral shareholders
- Certified by VA as SDVOSB

Awards Won:

- SBA Small Business of Year
- Better Business Bureau
- Governor of Maryland

Value Prop: Why Clients Buy

- Full-Service: the total solution
- No risk, no financial obligation
- Hardware/software agnostic
- Trusted senior military mgt
- Customized service plans

"Telehealth is exploding, and RPM is exploding faster. The space is white hot—the pandemic broke down all the barriers. It's all about trust in delivery, which is why caregivers are looking for a trusted player like BlueStar."

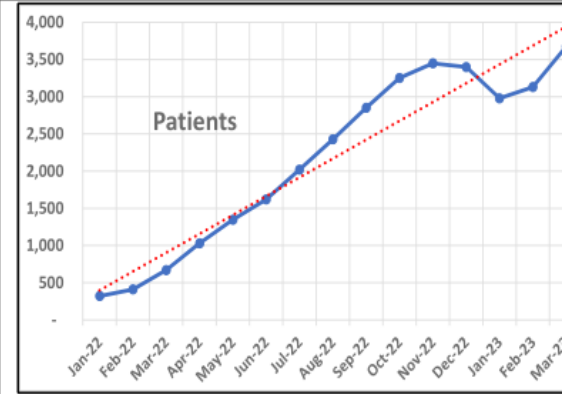
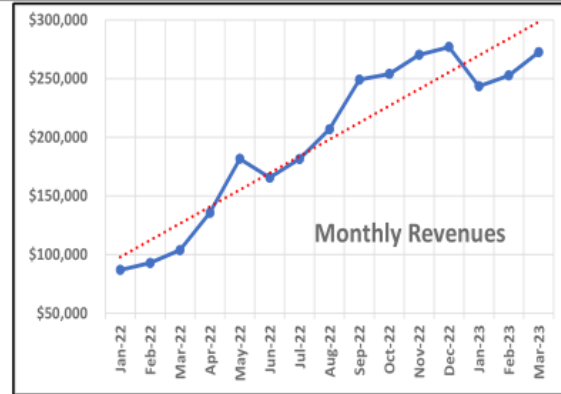
— Grant Chamberlain, Managing Director, Ziegler Healthcare Investment Banking, Chicago

Bottom Line Up Front:

- We enable telehealth into the home
- We've found what FQHC, Hospitals, and Payors want, need, and will pay for
- We're successfully delivering it; we can't keep up with demand
- We tripled revenues in 2022, and expect to at least double again in 2023.
- We're looking for value-added capital to accelerate that growth

What BlueStar Does:

BlueStar provides everything a caregiving organization needs to connect with remote patients to deliver RPM, CCM, TCM, Maternal Health, Population Health, including hardware, software, care plans, nurse monitoring, logistics, tech support, customer service, patient recruitment and onboarding, patient training, equipment retrieval and refurb. BlueStar delivers the last mile of telehealth into the home, and allows the caregiver to focus on clinical care.



Financial: BlueStar has signed backlog in hand sufficient to meet 2023 goals.

	2021	2022	2023	2024
Telehealth Patients at Year End	300	3,800	13,000	26,000
Revenues	\$ 1.27	\$ 2.21	\$ 6.17	\$ 14.01
Annual Run Rate at Year End	\$ 1.11	\$ 3.30	\$ 8.72	\$ 18.84

Team:

CEO: Rob Wray PE, retired admiral, author, engineer, startup and Fortune 100 experience
 COO: David Sween, 25 years logistics/ops, GM at Amazon and Golden State Foods
 CMO: Michael Rolli MD, West Point graduate, neurosurgeon, ran Army PTSD telehealth
 SVP/Growth: David Coakley, 30 years marketing, two successful startups and exits
 CFO: Glenn Klein, 30 years exp in accounting and finance for mid-level businesses
 CNO: Sarah Flanders, RN, MSN, 25 years in emergency department nursing
 CTO: Preston Weir, 10 years experience in multiple softwares, hardwares, RPM, PERS
 Dir of Clinical Care: Jennifer Michaels, MS Healthcare, 10 years managing care teams
 Board Chair: Dave Rich, Accenture senior partner, IPO, multiple exits, including to Microsoft

Traction:

Company has signed deals with clients who have 50,000 hypertensive patients, of which perhaps 12,000 can be enrolled and billable. These existing clients represent ARR of approx \$6 M. Our team has been short-listed by the VA for one of four \$250M awards for RPM; if our team wins, would mean \$20M+/year to BlueStar for the next 8 years. We have approved deals with payor United Healthcare and with Highmark—implementation in progress.

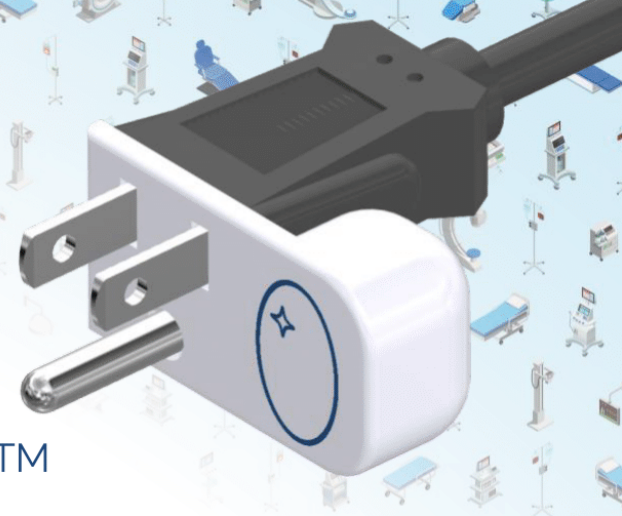
Ask: Investment Event Planned for 2023

The company plans an \$8M growth A Round in late 2023. In the meantime, BlueStar is raising \$1M in convertible debt as a bridge to breakeven in summer 2023. \$500k has been raised already. Investors include Driehaus Private Equity, Ziegler Link-Age Fund, Composite Capital, multiple family offices, and 78 veterans, including 44 generals and admirals.



Improving hospital efficiency by transforming medical equipment management and upkeep

info@opalhtm.com | OpalHTM.com | 1-844-OPAL HTM



Problem: A Crisis of Excess

Bloated equipment inventories and **inefficient maintenance** are draining hospital budgets

\$93 Billion

spent yearly on medical equipment and upkeep

58% Idle

over the course of equipment lifespan

25% Redundant

equipment suitable for capital recapture

Solution: Tracking Utilization

Opal HTM tracks **where, when, and how often** medical equipment is used, arming hospitals with the insights needed to **reduce equipment-related expenditures** without cutting corners on patient care.



Usage is 30% below expectations, **delay maintenance by four months**

No usage observed in 200 days, **consider reducing inventory**



Our **patented system of sensor modules and data analytics** transforms healthcare technology management, creating value for hospitals through:

- Streamlined Inventory
- Data-Driven Maintenance
- Informed Lifecycle Planning
- Efficient Workflows
- Improved Patient Safety
- Optimized Rental Contracts

Technological Advantage

- Works with virtually **all equipment**, not just networked devices
- Collects **accurate, device-level utilization data** rather than depending on unreliable proxies like location and network traffic

Accomplishments

- ✓ Patent protected
- ✓ Investments
 - mHUB Product Impact Fund
 - Launch Lane accelerator
 - Accelerate Baltimore
 - TEDCO RBII and RUBRIC
- ✓ 200+ stakeholder interviews
- ✓ Ongoing data collaboration with **over 30 hospitals**
- ✓ Functional prototype

Market Opportunity

\$23 Billion

Potential commercial impact

30% CAGR

Projected from 2023-2028

\$5 Million

Annual savings for average hospital

Team



Connor Roberts

Background in electrical engineering & healthcare logistics research



Dr. Ekundayo Shittu

Expertise in systems engineering and supply chain logistics



Susan McHale

Experience managing equipment & personnel for hospital systems

currant.

Management Team

Ashwath Narayanan (CEO) | Vidyut Ghuwalewala (COO) | Ellie Artone (CAO) | Jasmine McCarton (CDO) | William Cheshier (CTO)

Advisors

Sam Sterling (AKQA) | Sean Sutherland (Kapowza) | Shripal Shah (Left Hook Strategy) | Anthony Shop (Social Driver)

About Us

Social Currant is a platform that matches impact orgs, nonprofits and CSR initiatives with the right influencers.

Founded

September 2020

YTD Revenue

\$80,000

Social Media

@socialcurrant

Key Milestones

- Q1 2023: Hit 20K MRR, signed up first 500 creators.
- Q2 2023: Finish end to end platform build.
- EOY 2023: Integrate data and analytics into the matching algorithm.

Connect



Problem

In over 200 conversations with nonprofits and impact startups, we discovered that impact brands and progressive nonprofits struggle with finding the right, mission aligned creators. It often takes them hours to identify them and even more time to reach out, pay them and more.

Solution

Brands sign up, outline their campaign, get matched with the right creators in minutes through our algorithm and can execute a campaign. Our platform provides them with everything from campaign management to contracts and payments, allowing them to save time and build better campaigns.

Market

Our target customer is a nonprofit or an impact organization with over \$1M in operating budget. There are 100,000 of these organizations in the United States. Our average contract value is \$6000 (Avg package: \$499, Avg LTV: 1 year) Additional verticals include CSR initiatives and B-corps. We are starting in the advocacy & political nonprofit space.

Go to Market

We currently acquire these clients through a combination of tactics: PR, outbound sales, conferences and community building activities like our Signal group chat with 25 ideal clients. We aim on doubling down on these efforts and investing more actively in content and SEO in 2023.

Business Model

We charge the brand a monthly subscription ranging from \$499 to \$3000 depending on the number of creators they work for per month.

Competition

There exist other platforms in the market, however we separate ourselves by:

- Building for mission aligned collaborations.
- Building for the creator and prioritizing the creator relationship.

In conversation with hundreds of creators, they've expressed that the platforms don't work for them either and we're aiming to fix that.

Traction

- 80K in revenue to date this year, 20K MRR.
- First 500 creators signed up, network through managers and agents is more than 10,000.
- Featured in NYT and focusing on election get out the vote work. In the 2022 cycle, we helped clients spend over \$500,000 on creators as an agency and we believe this will increase massively for the 2024 election cycle.

Management Team

Our team has experience working with our target customers and creators for the last 4 years. Through our consulting work, we have facilitated over 1M in payments to creators, have been profiled in the New York Times & Business Insider and have been recognized by the White House.



TRUE BEARING DIAGNOSTICS, INC.

Executive Summary

April 2023

Company -

True Bearing Diagnostics is developing *TruNAV* and *CyBIS*, the world's first highly accurate blood-test based diagnostic tools designed for infection detection and for triage based early-detection of future pandemics like COVID 19. In addition to detecting the specific disease, will offer an agnostic approach diagnosing all bacterial and viral infections including biofilm.

True Bearing was founded in 2015 to extend and commercialize certain research breakthroughs developed by the St. Laurent Institute and George Washington University's Center for Genomic Medicine. The Company's mission is to introduce a collection of RNA-based blood tests that will drastically decrease the costs associated with the early-detection and treatment of multiple diseases and infections. For example, True Bearing is developing biomarker panels that, it believes, will revolutionize the diagnosis of infection, pandemics (ie – COVID), biofilm, appendicitis, pneumonia... (*TruNAV* and *CyBIS*), coronary artery disease (*TruCAD*), and other diseases, in addition to building a point of care clinical diagnostic instrument which will change the face of diagnostics making earlier detection and preventative care possible – *offering increased accuracy, delivered faster and cheaper.*

Highlights –

- **Binary Decision and Magnitude of infection**
Doctors lack a clear non-invasive tool to determine if infection is present or not and, if present, what is the magnitude? Our 97% accurate test allows for more effective, efficient results, along with a correct diagnosis enabling faster paths to addressing patient needs.
- **Solid scientific basis –**
We have three publications with three separate research studies' confirmed data sets and patent coverage.
- **Over \$100 billion potential savings** in the US alone by reducing unnecessary economic slowdown resulting from a pandemic or generalized infection. (Chronic Abdominal Pain, Chronic Sinus Pain, Hospital derived infection, Orthopedic parts, Appendicitis, Urinary tract infections, Biofilm...)
- **Population Scale Triage Diagnostic –**
Immediate diagnostic response allows identification and quarantine of sick people allowing for more efficient and effective treatment with minimal impact on economies.
- **Competitive Landscape –**
Currently available tools include white blood cell count (50% accurate), CT Scan (expensive), exploratory

surgery (expensive and invasive). **We are offering a better test within an already existing market.**

Business Model -

- Generate early revenues with CLIA lab sales within partnering strategics following conclusion of current clinical study.
- Leverage our partnerships with hospital groups, and Key Opinion Leaders participating in *TruNAV* FDA clearance validation study.

Investment Opportunity

Building upon True Bearing's lead investor's initial contributions and with next round participation committed, the Company seeks to raise ~ \$40M in additional funding. With this infusion, True Bearing will be enabled to rapidly complete *TruNAV's* FDA Clearance study, set up CLIA lab, begin in-hospital & concierge medicine sales, and run parallel US and international studies.

Infection Diagnostic - *TruNAV* – Assist with diagnosis of Chronic abdominal pain - \$5 Billion is the current addressable market for this initial focus area.
5 year estimated trajectory - (using real test sales ramp numbers from Veracyte - Afirma, Genomic Health - Oncotype DX, and Vermillion - Ova1)

(\$ in Millions)	year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$2.50	\$6.47	\$12.22	\$24.66	\$75.83

Total Raise of \$40 million. \$25M will be used to finalize FDA Clearance and for current pipeline revenue generation push (ie - initial commercialization) and \$15 will be for R&D of expanded pipeline.

Large Addressable Markets –

- The global infectious disease in-vitro diagnostics market size in 2020 was \$56.1 billion annually in USD and is expected to grow by 3.9% (CAGR) annually through 2028. Growth is attributed to growing elderly population, technology advancements and increased funding for R&D in addition to increased public awareness and the push for PoC testing, lower cost solutions, and automation.

Risks –

- Risk - FDA Clearance process may take longer than expected. Answer - CLIA/LTD sales can be in place ahead of clearance. Risk - CPT and insurance coverage may take longer than expected. Answer – Generic CPT code can be utilized and Concierge medicine for cash business to ramp forward while achieving adoption through Insurance companies and CMS/ AMA.



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Executive Investor Summary

Videos: www.wheeltug.com
 Contact: exec@wheeltug.com

WheelTug Description

- WheelTug is an electric taxi system installed on the aircraft
- WheelTug allows aircraft to maneuver in gate areas without tow tugs or jet engines
- **Major components are a cockpit control panel, electronics in the avionics bay, and a new nose landing wheel assembly with high-torque electric motors mounted inside**
- Retrofit in just 1-2 overnights; also removable



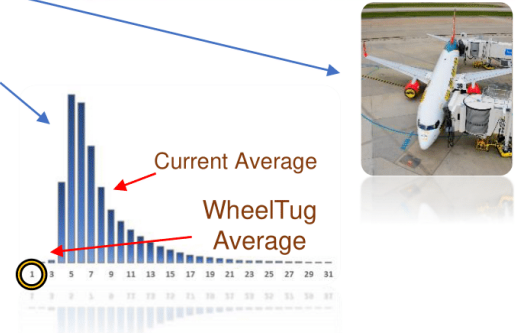
Ease of Operation

- The pilot operates WheelTug, very easy to use
- **Optional cameras – WheelTug Vision™ – provide excellent situational awareness**
- WheelTug greatly streamlines the pushback process – faster and safer
- **As airports adapt, WT aircraft can park parallel to the terminal (dual-jet bridge loading)**



System Benefits

- **No tug needed! WheelTug saves time at the gate; estimated 7 minutes/flight by year 5**
- Pushback time is not just reduced, it is more predictable – fewer unexpected delays
- Reduced ground time increases aircraft utilization rates, enables tighter schedules
- WheelTug reduces fuel burn and emissions, safer and quieter for crews/passengers



Financial Impact

- WheelTug is leased to airlines for a percentage of agreed savings
- First-year savings estimated at US\$1 MM/aircraft, growing to \$2+ MM in 5 years
- System reduces engine maintenance costs, FOD damage, and brake wear
- **WheelTug cuts fuel expenses and can lower insurance premiums (no tug accidents)**

Entry Into Service

- The FAA has accepted certification plans for the 737NG family
- WheelTug expects FAA approval and entry into service 1H 2024
- **25 airlines worldwide representing 2,000+ aircraft have already reserved systems**
- **ESTIMATED 1,000 UNITS IN SERVICE BY 2026**



Investment Opportunity

- WheelTug is raising funds to finish certification and roll out 737NG production units
- Flexibility regarding deal size and structure – let's discuss
- **SEE SUCCESSFUL GROUND OPERATION TESTS (SEPTEMBER 2020) AT WHEELTUG.COM**
- Funding enables other aircraft models to be developed and certificated



April 20 Attendees

As of 04 19 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	Founder and CEO	CONNECTpreneur
Keith	Anderson	Interim Deputy Mayor for Planning and Economic Development	DMPED
Leona	Agouridis	President and CEO	Golden Triangle Business Improvement District
Patrick	Bryant	Co-Founder	CODE+/TRUST
Sara	Clasper	Associate	NEXT, powered by Shulman Rogers
Jim	Chung	Associate Vice President for Research	George Washington University
Dan	Dooley	Managing Director	Tishman Speyer
Mark	Haas	CEO	Association for Enterprise Growth
Dr. Ximena	Hartsock	Co-Founder	BuildWithin

PRESENTERS

First Name	Last Name	Title	Company
Alexandra	Suchman	CEO and Co-Founder	Barometer XP
Robert	Wray	CEO	BlueStar Telehealth
Connor	Roberts	Founder	Opal HTM
Ashwath	Narayanan	Founder & CEO	Social Currant
Tisha	Jepson	CEO & Co-Founder	True Bearing Diagnostics
Isaiah	Cox	CEO	WheelTug

ATTENDEES

First Name	Last Name	Title	Company
Joseph	A Zaloom	President	E3 Analytics
Paul	Aiyetan	Director - Research, Development, and Translation	Neopathology Corp.
Scott	Alford	COO	Oraclum Capital LLC
Candice	Alfred		Georgetown University
Anas Mheir	Alsaadi	Founder/CEO	Startup Avenue
Bill	Anderson	President	Generations Advisors
Michael	Annan	Social Impact Law Leader	T-I-L® Technology-Innovation-Law
Aveline	Argo	Program Manager	Georgetown Entrepreneurship Department
Mary	Arobagu-Reardon	Public Affairs Specialist	DMPED
Samad	Arouna	Marketing Coordinator	Ryan & Wetmore
Solomon	Asad	Venture Fellow	TEDCO
John	Asher	CEO	ASHER
Marian	Asuncion		Georgetown University
Luc	Atangana	Chief Marketing Officer	MontBlancAI
Derek	Auito	Partner	Dentons US LLP
Darrin	Auito	Partner	HEA Law PLLC
Justin	Bard	CEO	JustBard Technologies, LLC
Chase	Barlow	Portfolio Analyst	Industry Ventures
Laura	Beldin	Senior Vice President	Bank of America
Chris	Bennett	Founder / Attorney	T-I-L® Technology-Innovation-Law
Lauren	Bigelow	CEO	Growth Capital Network
Randy	Blake	Principal	Duncaster Investments
Kathryn	Breisch	Founder and CEO	GoPursue!
Andres	Brillembourg		Georgetown University
Blair	Brylawski	Owner/Founder	Revit Auto
Peter	Buchanan	Managing Partner	NewPlan, LLC
Kathie	Callahan Brady	CEO/President	Frederick Innovative Technology Center, Inc.
Darren	Cambridge	President	Cambridge Learning Group
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Andrew	Grub		CONNECTpreneur
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Caroline	Johnston	Founder and CEO	GreenIsland Bakery
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Esther	Lee	CEO	Refraction
Matthew	Lee	CEO	FastTech
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Martin	Levine	Founder	Act Globally
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Shirita	Turner	CEO and Founder	Inclusive Work Solutions LLC
JoAnn	Waller	Manager, Activations & Events	Golden Triangle Business Improvement District
Jun	Wang	Founder and CEO	Phycin, Inc
Richard	Wargowsky	Lab Technician	True Bearing Diagnostics
Eziel	Wedemeyer	CEO	History X
Laurie	Wiggins	CEO	Byond
Vivica	Williams	President	archSCAN, LLC
Peter	Williamson	Co-founder & CPO	Barometer XP
Liz	Witte	Account Executive	Justworks
Miranda	Woolston	Associate Director of Communications	Golden Triangle Business Improvement District
Nancy	Wu		Georgetown University
Oluseyi	Yoloye	Tech Equity Collective Innovator	Google
Rachel	Zayas	CEO	AGED Diagnostics

OUR PARTNERS



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

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

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

TISHMAN SPEYER



TISHMAN SPEYER

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

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

GOLDEN TRIANGLE BUSINESS IMPROVEMENT DISTRICT (BID)

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

GW SCHOOL OF BUSINESS

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

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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

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ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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



NFP

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



ETHAN FOXMAN, ATLANTIC PRESIDENT, NFP

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

OUR PARTNERS



AEG

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



MARK HAAS, CEO, AEG

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



TEDCO

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



NEW YORK LIFE

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



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1

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

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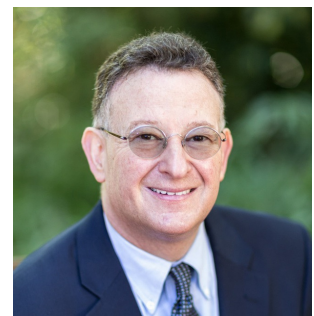
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