

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

April 27, 2023

CONNECTpreneur.org

AGENDA

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

11:05-11:15am | WELCOME and INTRODUCTIONS

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

- PATRICK SHERIDAN, CEO, **Modus Create**

11:15-11:55pm | ROCKET PITCH SESSION Companies will be introduced by:

- MARK HAAS, CEO, **AEG**

- HUNTER HAINES, Associate , **NEXT** powered by **Shulman Rogers**

11:55-12:30pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)

April 27, 2023

CONNECTpreneur.org

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.

PRESENTING COMPANIES

Gembah - Henrik Johansson

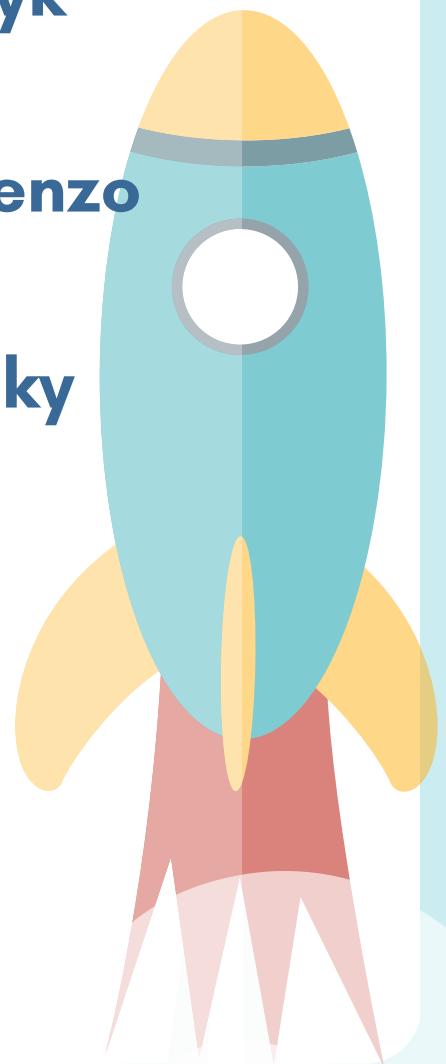
getGFTD - Nina Guise-Geritty

iQure Pharma- Pawel Zolnierczyk

One Health Group- Albert Di-Rienzo

Shaker & Spoon - Mike Milyavsky

WheelTug - Isaiah Cox





Gembah

Executive Summary April 2023

Company: Gembah, Inc.

Address: 908 E. 5th Street, Suite 908, Austin, TX, 78702 USA

Email: henrik@gembah.com

Website: gembah.com

The world's first B2B marketplace for new consumer products. The Gembah platform leverages AI and data-driven insights to identify new consumer products based on e-commerce sales, search, and buyer review data. Factories review and reserve new products that they can manufacture, and post them for brands to buy and become the exclusive seller of.

Key Customers



Target Customers

- E-commerce brands (FBA, Shopify)
- D2C and Retail brands (Home, Pet, Baby, Toys, Sports & Outdoors)
- B2B product companies

Leadership Team



Henrik Johansson

CEO & Founder
Boundless, Creditland,
Outbound Engine



Steven Blustein

CRO & Founder
Sharktank winner
w/ Pridebites



Zack Leonard

COO & Founder
InstaCart, KPMG



Bridget Sandoval

CPO
Catalyst, Intrado

Customers' Problem

- Product brands must innovate to survive and thrive
- Product development is risky, slow, and expensive
- For a SMB failure in new product development can equal complete business failure

Other Solutions

- Alibaba makes it easy to buy products that already exist, but do not provide a solution for finding/creating new products
- Sourcing agents and Design agencies are expensive and only offer part of the solution

The Gembah Solution

- Makes it easy for brands to find new products and/or to create them from scratch.
- Leverages NLP + Data to identify new product improvements consumers are looking for
- Leverages Generative AI to automatically generate and visualize new product concepts

Competitive Landscape

- No competitor offers an end-to-end solution and marketplace for new products
- Historically brands use design agencies and sourcing platforms as a part of the solution:



Competitive Advantage

- Drastically reduces the cost and risk with new product development, making it affordable and accessible for SMBs on one single platform.
- More than 3,500 factories and 650 experts on the platform today
- Reduces the cost and time to market with more than 50%.
- Reduces the risk with new product development with as much as 80%

Revenue Model

Subscription Plans

- Factories \$2,400 / year
- Brands \$1,200 / year

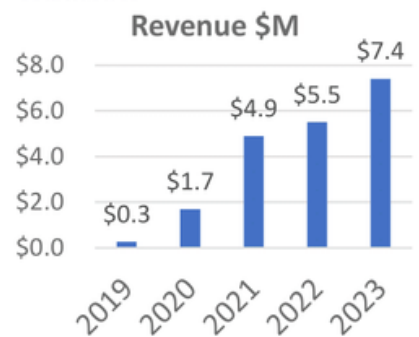
Reservation Revenue

- Factories \$100 per product
- Brands \$500 per product

Project Revenue

- Design Project AOV: \$24.2K
- Supply Chain AOV: 11.6K

Traction



Fundraising History

- \$11M Series-A in June-21
- \$3.3M Seed in May-20
- Currently raising \$4M Series-A1 round, led by existing investor ATX Venture Partners
- Terms are attractive to new investors



getGFTD

Value Proposition: getGFTD is a unique mobile app that allows you to send a specific service or item from a friend's, family member, or co-worker's personalized Wishlist to them anytime – anywhere! The inter-app digital wallet is funded with the amount you sent for a specific gift to show your appreciation or recognition. In a world where impersonalization and distance are barriers, we at getGFTD have closed that gap.

Company Background: Founded because traditional gifting is impersonal, inconvenient, and wasteful, we tested our concept and brought to market a mobile product that saves time and revenue.

Leadership Team: Our team has over 75 years of corporate experience in a diverse set of skills, mergers, and acquisitions to technology. Our team members who have started and grown their companies by 10x with continued growth projections. We have experience in venture capital and selling international companies.

Services: Our solution is a one-stop mobile application for achieving personal and convenient gifting based directly upon users' customized Wishlists. We offer in one mobile application services that no other company on the market does. Personalized Wishlists for every occasion, localized shopping, sustainable and convenient gift giving.

Technologies: getGFTD is singular in the market space of giving. We have successfully addressed the needs of the 97% of Americans who give gifts but do not want the waste and inconvenience of traditional options. getGFTD has provisional-patent technology with analytical infrastructure to capture user behavior. We are a triple encrypted SaaS-based product.

Market: The gift card market currently stands at \$205 Bn in 2023 with a 19.1% CAGR and breakage of \$21. That market is ripe for disruption since Millennials and Gen Zers want experiences over items, to shop locally, and want fewer and fewer gift cards – only 35%. 18–28-year-olds are our first movers. They are employed, tech-savvy, trend setters actively using their mobile devices for commerce and convenience impulse giving and receiving.

Revenue Model: Our primary income stream is a C2C model where users pay 7.5% on the cost of the service or item sent. In six

Quick Facts

Company Name: getGFTD, Inc.

Contact: Nina Guise-Gerrity

Address: 7101 Rich Hill Rd
Baltimore, MD 21212

Phone: 410-812-7424

Email: ninalee@getgftd.io

Website: getgftdapp.com

Industry: Technology and
Commerce

Domain: Software platform for
peer-to-peer transactions

Bank: Chase Manhattan

Law Firm:

Karceski IP – patent attorney

Gordon/Feinblatt – trademark
and contract attorneys

Patent Estate:

1 Provisional Patent

4 Trademarks

Number of Employees:

1 Full, 11 Contractors, 9

Advisors

Leadership Team:

Nina Guise-Gerrity - CEO

Folline Cullen – CFO

Haseeb Mughal – CTO

Hunzala Rajput - CMO

Amount of Financing Sought:
\$250K

Use of Funds:

months, the local business partnering with getGFTD will pay a monthly subscription fee to be featured on the Trending page and within the matching category. Our extensive analytics gives us user information to use in future advertising and for paid influence marketing.

Competition: While we have indirect competitors, we have a blue ocean in the competitive landscape by excelling money transfer-gifting to be local, service-oriented, and personalized. We offer what no other app does in a seamless and encrypted product.

	Financial Projections (Unaudited):				
	2022	2023	2024	2025	2026
Revenue	1,400	\$384,000	1,200,000	2,324,000	4,775,000
Users	400	8,000	25,000	45,000	87,500



Cutting edge non-opioid treatment for drug-resistant epilepsy and neuropathic pain

\$2.3MM Capital Raise – it is a perfect timing to join iQure now and benefit from Series A Preferred Shares and high warrant coverage (40%)

iQure Pharma develops breakthrough novel treatment for unmet medical needs: drug-resistant epilepsy and neuropathic pain. iQure Pharma is run by an experienced senior team of new drug developers with a strong focus on exit (license deal to a big pharma partner).

iQ-007 is a small molecule with first-in-class mechanism of action that regulates clearance of excess glutamate in the synaptic cleft. Whereas excess glutamate is proved to be a cause of epilepsy and other neurodegenerative diseases. The beauty of this novel mechanism of action is its simplicity and that it enhances naturally occurring system in organisms to regulate glutamate level and thus there are no side effects seen on animal models. **This mechanism of action has lured attention of the industry and iQ-007 experiences unprecedented market traction with strategics.**

iQ-007's unique selling point is efficacy in virtually all models of drug-resistant epilepsy with extraordinary safety profile. The compound has been heavily screened by the NIH in its Drug-Resistant Epilepsy Screening Program with excellent results.

Second indication for iQ-007 is neuropathic pain. iQure Pharma has also a back-up compound for neuropathic pain with efficacy better than the current standard of care.

Reasons to invest:

- Multi billion \$ markets, unmet medical and social needs: Drug-resistant epilepsy (30% of patients do not respond to currently available treatment, \$3Bn), neuropathic pain (highly unsatisfactory efficacy of current standard of care pregabalin – 1 in 4 persons responds, this devastating condition turn patients with insufficiently effective treatment to opioids; \$9Bn)
- Clear path to exit via out-licensing of therapeutic candidates to big pharma partner; exit proceeds in form of upfront payment, milestone payments and royalties from a license deal
- Big pharma is excited about iQ-007 (three deep dive scientific due diligence completed), exit within 3-4 years with expected ROI 9x with very high upside potential in longer term up to 140x in case the therapeutic with blockbuster potential is on the market
- Very experienced management team in managing biotech spin-offs and exiting them and in drug development (former senior Roche managers) backed up by strong group of advisors and professional setup of the Board
- Attractive terms of investment (Series A Preferred shares, attractive valuation of \$3.5MM, high warrant coverage 40%)
- iQure Pharma has already reached next value inflection point but decided to close Series A Preferred round at unchanged valuation **so this is perfect timing to join iQure now**. iQure is going to raise next and last planned round of \$7MM with VCs at higher valuation \$15MM
- Lead investor – Keiretsu Forum, due diligence performed, due diligence team members invested in iQure together with Mid-Atlantic Keiretsu fund run by Howard Lubert and Scott MacColl. Brain Cain – due diligence leader from Keiretsu invested in iQure and joined the Board.

Value Proposition

Provide animal health practitioners and caregivers with diagnostic quality animal health data – anywhere, at any time, while increasing their operational efficiency, effectiveness, and productivity, resulting in optimum personalized health and wellbeing for each animal in their care.

Company Background

Founded in Q3 2017 by experienced cofounders, OHG is a medical device innovator that's focused on the intersection of animal and human health, which are intrinsically linked. Leading with animal health applications, OHG is on a mission to bring breakthrough health diagnostics, therapies, and advanced analytics to the market.

Leadership

Experienced leadership team that has worked together for over a decade on a variety of medical solutions, leveraging their 120 years of combined medical product research, development and commercialization successes to deliver over one hundred medical solutions to the market, resulting in billions in sales, and over 100 issued patents.

Products/Services

Designed in collaboration with veterinarians, OHG is bringing a comprehensive, extensively patented, and easy to use animal health platform, called Voyce, to the market. Never again do animal health practitioners and caregivers have to worry about collecting and disseminating accurate health and wellness data from those in their care, regardless of the species, breed, and setting. No other solution can deliver the breadth and depth of personalized anatomical, contextual, functional and physiological data as Voyce.

Technologies/Special Know-How

At its core, Voyce has a small sensor that uses Ultra-WideBand Radar (UWBR) to collect health data, a mobile app for health status and alerts, and a cloud-based dashboard with predictive analytics that – founded on over a million hours of collected animal data in 3,500 clinical settings. The OHG team is the leader in UWBR technology for animal health.

Voyce is easily programmed in the clinic, or remotely over the air via Careflows. The predictive analytics for personalized care are based on deep learning algorithms. No special training is required to use Voyce, or to interpret its data. Simply place Voyce on or near the animal, and Voyce does the rest. Voyce is GLP compliant, safe, and rugged.

Market (One Health Group's (TAM/SOM)

OHG is a B2B Company whose Voyce solution can be applied to every animal health market vertical, such as Veterinary Health (\$150B/\$40B), Animal Research (\$18B/\$4B), Production Animals (\$100B/\$20B), and Service Animals (\$250MM/\$125MM); all are growing at 8 – 13% CAGR. While each vertical has its own business model, for veterinary applications/utilization, they purchase Voyce for \$750/sensor, and pay \$25/month/sensor for access to data, the dashboard, upgrades, alerts, and more.

Distribution Channels

Strategic Partners (e.g., Merck, URUS, Labcorp, IDEXX, Zoetis)
Channel Partners (e.g., Animal Cloud, FirstVet, Summit Animal Hospital)

Competition

Closest is PetPace, yet with far inferior capabilities. None compare to Voyce.

Quick Facts

Company Name: One Health Group

Contact: Albert Di Rienzo

Address: 3053 West Lake Rd
Cazenovia, NY 13035

Office Phone: (315) 815-4483

Mobile Phone: (315) 247-3828

Fax: (415) 484-7068

Email: albert.dirienzo@ohgcorp.com

Calendly: calendly.com/albert-dirienzo

Website: <https://onehealthgroup.com/>

Industry: Animal Health & Wellness

Domain: Remote Non-Contact

Monitoring and AI Prediction

Bank: Wells Fargo

Law Firm: Barclay Damon

Patent Estate: Banner Witcoff

Number of Employees: 5

Leadership Team:

Albert Di Rienzo, President

Mark Frazer, EVP Quality/Regulatory

Amanda Landis-Hanna, CVO

Brent Brightwell, Corp Development

David Shack, Product Development

Frank Stitley, CFO

Amount of Financing Sought:

\$2.0MM Bridge Round

\$10MM Series A

Current Investors:

Founders/Family/Friends

Pureland Global Ventures

Veterinary Angel Network (VANE)

Alamo Angels

North Texas Angel Network

Westchester Angels

Use of Funds:

40% Development

25% Bus Dev & Marcom

10% Research

25% Operations

Financial Projection (Unaudited):

	2022	2023	2024	2025	2025
Revenue	\$0.005MM	\$0.5MM	\$10.1MM	\$27.8MM	\$152.9MM
Net P&L (dollars in thousands)		(\$2,70)6	(\$787)	\$5,405	\$65,672

Value Proposition

Shaker & Spoon is synonymous with top-notch, bar-worthy cocktail experiences that come to you, giving the knowledge and confidence to go beyond pouring a glass of wine or opening a beer. S&S is poised to capitalize on a number of different categories: *cocktail mixers (\$8B)*, *promotional gifts (\$6B)*, *RTD cocktails (\$6B)*, *hospitality cocktails/gifts (\$2B)*, *US bar/nightclub product (\$2.5B)*, and *DTC cocktails (\$500M)*, approximating \$25B in market size. As a largely DTC brand expanding into retail and B2B, Shaker & Spoon has a stunningly loyal fan base, engaging palates across the country and allowing users to experience the brilliance of an ever-rotating roster of the world’s greatest bartenders from wherever they choose.

Company Background: Shaker & Spoon launched in 2015 with subscription and gift services, growing organically to include many new offerings (single-recipe kits, mixers, barware, and more), and a B2B program. We continue to be recognized for our quality (just named 2023’s best subscription box for cocktails by *People*), have exceptional ratings and reviews, and a massively engaged audience. Recently added third-party and ad sales have each already reached 6+ figures in revenue.

Leadership Team: Shaker & Spoon’s leadership team is a sharp, versatile, and balanced cohort of savvy first-time founders with a combined 20+ years of experience operating Shaker & Spoon, having bootstrapped the company to \$30M+ of revenue. We also have an extraordinary advisory board with 50+ years of experience in brand-building and 40+ years in the spirits industry.

Products/Services: With interest in cocktails having reached a fever pitch, consumers need a convenient and affordable way to experience the types of drinks that are leading the way in cocktail culture. Shaker & Spoon provides just that by sending original cocktail recipes, developed with the world’s best bartenders, along with everything needed to make them (other than the alcohol). We manufacture unique bespoke ingredients via a proprietary small-batch process that matches the output of the best bars in the world, empowering our customers to create the perfect cocktail experience for any occasion.

Special Know-How:

- 7+ years of original recipe IP and data around each recipe’s performance with customers
- Close relationships with the best bartenders in the world and a long history of supporting the bartending community
- Unique, vertically integrated setup and proprietary small-batch production process to create a truly unique product exactly the way it’s done at the world’s best bars—making our products very difficult to match, let alone beat
- Active private online community of 17k+ enthusiastic members acting as a lead converter and churn reducer

Market: Our target market is the premium, curious customer who doesn’t mind spending but wants to see value for that spend. Typically in their 30s–50s with an average 6-figure income, they are split across gender and geography.

Distribution Channels: Shaker & Spoon sells primarily DTC through our website, but has been opening additional channels via third parties (UncommonGoods, about to launch on Amazon), and also has a growing B2B program.

Competition: Other cocktail subscription boxes provide lesser value and a worse experience, don’t come close to the caliber of bartender talent that we feature, and are generally not creating bespoke products like we are.

Quick Facts

Company Name:

Shaker & Spoon

Contact:

Mike Milyavsky, Co-Founder & CEO

Address:

71 Commerce St
Brooklyn, NY 11231

Phone: 410-206-8803

Email:

mike@shakerandspoon.com

Website:

shakerandspoon.com

Industry:

Beverage — DTC, Gifts, Hospitality

Bank: Chase

Number of Employees: 21

Leadership Team:

Mike Milyavsky, Co-Founder & CEO

Anna Gorovoy, Co-Founder & CBO

Dina Epshteyn, COO

Amount of Financing

Sought: 1.5 million

Use of Funds

content creation, direct sales, headcount, marketing, profitability generation

Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	9,900,000	9,300,000	15,600,000	23,250,000	34,560,000
EBIT (dollars in thousands)	-646	1,200	3,000	5,300	8,950



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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



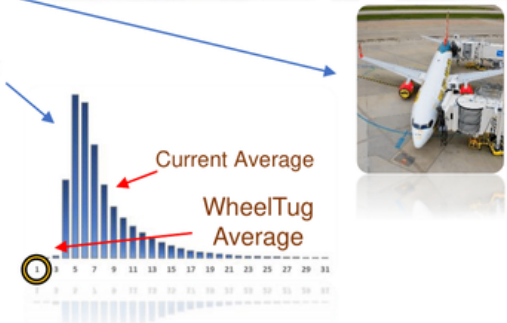
Ease of Operation

- 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 27 Attendees As of 04 26 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Mark	Haas	CEO	AEG
Hunter	Haines	Associate	Next, powered by Shulman Rogers

PRESENTERS

First Name	Last Name	Title	Company
Henrik	Johansson	CEO & Founder	Gembah
Nina	Guise-Geritty	CEO & Founder	GetGFTD
Pawel	Zolnierczyk	CEO	iQure Pharma
Albert	Di-Rienzo	President & Chief Innovation Officer	One Health Group
Mike	Milyavsky	CEO & Founder	Shaker & Spoon
Isaiah	Cox	CEO	WheelTug

ATTENDEES

First Name	Last Name	Title	Company
Tarek	Abousalem	Managing Partner	ElementOne Digital
Darlene	Ajaji	Associate Director	Bowie State University - Entrepreneurship Innovation Center
Kyle	Aldrich	Project Manager	SYNERGY Consulting LLC
Scott	Alford	COO	Oraclum Capital LLC
WD	Allen	Adjunct Prof	University of Missouri
Paul	Armijo	President & CEO	Armijo Innovations LLC
Ajit	Attavar	Investor	NPS, Inc
Darrin	Auito	Partner	HEA Law PLLC
Bevely	Awuor		Georgetown University
Bronwyn	Bailey	Managing Director	First Republic Bank
Karen	Bartoletti		
Thomas	Bascom	President	LinkSpace, LLC
Jay	Beam	Managing Director	Adasel Global Partners
Michael	Beirne	Managing Partner	Vetted Capital/TAG
Daniel	Benitez	Growth & BD	neonVest
Chris	Bennett	Founder	T-I-L(R)
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Manoj	Bhumbhaliya	BDE	HB
Tierra	Bonds	CEO	Take Charge Credit Consulting
Larry	Boodin	Business Development Director	Thompson Financial Group
Lora	Brown	Owner	Odaa Virtual Assistant Agency
Douglas	Brown	Principal	DAB Holdings LLC
Wade	Byrd	Founder / CEO	Qepr, Inc
Matthew	Cahn	CEO	Wijja
Roger	Cameron	Director	Safer Business Growth
Joe	Carlin	Principal	JonXeone Capital
Sue	Carr	President	CarrTech Corp
Hepzel	Castro	Intellectual Property Consultant	Independent Consultant
Tonnie	Chamblee	Co-Founder Brand Strategist	Design Alliance
Vikramaditya	Chhabra	Business Development Expert	HiddenBrains
Melinda	Chu	CEO	Stealth Startup (Health IoT)
Matthew	Cimino	Manager Business Development and Innovation	Maryland Department of Commerce
Will	Classen	AVP	Colliers International
Victoria	Collins	Founder	Buzzy Rocket
Jim	Cook	GM	Cook's Outsourcing Network LLC
Danilo	Costa	CEO	Coderblock
Clive	Courtenay	Owner	Superior Transition Group
Debbie	Crum	Founder	Buzzy Rocket
Betsua	Cuevas		Montgomery College
Larry	Cynkin	Founder & Consulting	GreenBar
Susan	D'Aloia	Founder	Shape Human Expression
Henk	de Wilde	CDO	iQure Pharma
Hector	Del Castillo	Chief Product Officer	Byond

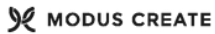
Kevin	Neal	CEO	P3iD Technologies Inc.
Dena	Neek	CEO	xBlock
Armel	Néné	Founder	Gohi Cash Limited
Lee	Ngeap	Founder	Snapkyu
Doug	Nguyen	Founder	GigMarket
Nikolai	Nikolov	Director	bERS.bg OptiDist.com
Paul	Nolde	Executive Managing Director	Lighthouse Labs
Aura	Nuccio	COO & Creative Director	Coderblock
Art	Nutter	Chairman and CEO	PatentBooks, Inc.
Felix	Nyarko	CEO	Trisolace Company
Michael	O'Brien	Founder & Managing Principal	MOB Advocacy
Sungeun	Oller	Founder	MVP
Joseph	Oniyama	President	Appspitality
Sertaç	Oral	Founding Partner	Gold Ventures Investment Turkey
Bob	Oros	President	Business Development Resources, Inc
Jean-Francois	Orsini	President	AlexTest, LLC
Robert	Padulo	Investor	Seeking Unicorns, LLC
George	Parrish	Head Deal Flow	Bay Angels
Mansi	Patel	Analyst	Cortado Ventures
Lihua	Peng	BOD	USMedigene
William	Podd	President	Landmark Family Office
Joel	Price	Director of Product Innovation	Core Source Technologies
Xiaofa	Qin	Founder	GI Biopharma Inc
George	Radmilovic	CFO	Zimmersive4u
Derek	Ramsell	Founder / CEO	Battery Metals, Inc.
Joe	Reddix	President and CEO	The Reddix Group
Mark	Reece	CEO	LCMGroup
Victor	Rhoder	VP of Channels and Strategic Partnerships	AtWork Systems LLC
John	Ricci	Managing Director	US Angels
Lindsey	Roberts	Director Customer Success	Isportz
Dean	Rodionoff	Head of Strategy	Virtual Nomad
Mary	Rose	VP	George Washington University
Larry	Rosenfeld	CEO / Angel Investor	McLean Partners
Andy	Rouse	CEO	Pinnacle
Anna	Rzewuska	Chief Financial Officer	iQure Pharma Inc
jaipradeep	S	Tech evangelist	Tringapps
Nicholas	Safford	Managing Partner	New Layer Capital
Art	Salindong	CEO	Trabus Technologies
Bill	Sareen	Startup Management Consultant	Management Consultant
Derrick	Sarfo	CEO	DercolBags Packaging
Solomon	Saul	Managing Member	KLS Alliance LLC
Alan	Schlaifer	Chairman / Angel Investor	Wharton DC Innovation Summit
Thomas	Scholl	Private Investor	
Kirsten	Scholte	Senior Strategy Manager	Cortex Design Inc.
Ray	Sczudlo	Principal	Sczudlo Advisors LLC
Ann	Shin	CMO	3blocks.io
Evan	Shubin	Investor	GameGym
Nayab	Siddiqui	President	SSSI
Kent	Slowinski	Co-Founder	M+M
John	Smyk	Strategic Business Partner	The Entrepreneurial CPA
Eliza	Snyder		getGFTD
Victoria	Soshnikova	Startup Advisor	Estimeo
MC	Spano	CEO	ForceField
David	Spencer	CEO	SpencerMetrics
Thomas	Stallone	Managing Partner	TapSEC consulting LLC
Alexander	Starchenko	Partner	First Imagine! Ventures
Ernest	Stern	Partner	Culhane Meadows PLLC
Natalie	Stevens	Consultant	MorganFranklin Consulting
Sidney	Strachan	CEO	Naturus Life,LLC
Lainie	Strouse	President	Lower Merion Productions
Eric	Sullivan	CEO	Uneo, Inc.
Gerald	Sunagel	CEO	Signal of Myrtle Beach
Ning	Sung	Investor	Sand Hill Angels
Terry	Sutherland	CEO	Transforming Business Solutions
Tom	Swanson	Strategic Business Development	Endera
Kafuti	Talahumbu	Senior Principal Technology Consultant	GW

Joy	Hoffman	Project Manager - VMS	Maryland Tech Council
Raja	Hundal	Financial Advisor	WFG
Paul	Iacovacci	CIO	Enascor Capital
Stephen	Igo	Founder & Director	ReCardia Heart Sciences
Dave	Izuka	Venture Accelerator	Venture Acceleration Services
Harley	Jackson	CEO	Offworld Biotech
Jasmine	Jackson	Health and Fitness Coach	Saayy it Fitness
Andy	Jacques	Co-Founder & COO	Synergy Consulting
Riya	Jain	Digital Marketing Specialist	USA
Ellie	Jamen	CEO	Wscripted
Monica	Jivnani	Partner	secureflo.net
Shitonda	Johnson	Founder	The Social Services and Consumer Advocacy Center USA
Tashary	Jones	Owner	Tashary Jones
Jihoon	Jung		InceptionU
Marc	Kaufman	Partner	Rimon PC
Rahul	Kay	CEO	Sukhi, Inc.
Ron	Kazel	Principal	Kalliam Capital LLC
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Joe	Kessler	Managing Partner	Next-Stage Development Group
Martin	Koev	Manager/Investor	Koev Brothers
Nick	Kovacic	Partner / Angel Investor	Nicholas Companies LLC
Feliks	Kravets	Founder	Maximizable
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Neeraj	Kumar		Babson College
Norman	Lai	BOD	USMedigene Inc
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Mikka	Layese	Marketing Project Manager	Bitorix
Terry	Leach	Founder	Astrolytes
Steve	LeBeau	President	nanoMAG LLC
Aquila	Lee	Senior Associate	Chenel Capital
Bongmin	Lee	Technical Manager	Kyocera
Jack	Lee	Managing Director	Marketing Integration
Zeke	Lee	Investment Manager	Genting Ventures
Steven	Lehat	Principal	regulatory World
Xinyu	Liu	Biostatistician	Boehringer Ingelheim
Andy	Lower	Founder	ADAP Capital LLC
Amrita	Madabushi	Lecturer	Johns Hopkins University
Earl	Madison	Director	Lockheed Martin
Punit	Mahajan	Growth Marketer	Punit Mahajan
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Daanish	Maqbool	CEO	Wave Engine Corp.
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Esteban	Martinez	CEO & Founder	Crypto Racetrack
TJ	Master	Technology Mentor	Virginia Innovation Commercialization Assistance Program
James	Masterson	CEO	Xstream Infection Control,LLC
Karla Fabiola	Mayo Sánchez		IPN
Sharon	McCarthy	Founder	
Jatin	Mehta	CEO	MetaSense Inc
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Morgan	Miles	Consultant	MCBM Development Services, LLC
Loren	Minkus	Consultant	Concept Equity Group
Richard	Mittleman	Business Development	Choice Cyber Solutions
Judy	Mod	Founder + CEO	Innovations Domain, LLC
Daniel	Montero	CEO	Business Consultants for Digital Solutions, LLC
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Shanna	Morning	Business Performance Advisor	Inspirity
Roy	Morris	Partner / Angel Investor	STI
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Charles	Nahabedian	CEO	VK Digital Health
Rajan	Natarajan	CEO	Global Alliant Inc

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George	DeVaux	CEO	Aptavian
Nakita	Devlin	CEO & Co-founder	Ric
Mamta	Dhanuka	Director	KiwiTech
Talabiou	Diallo	Tech Consultant	EY
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Filip	Dite	CGO	VChained
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Frederick	Dyste	CEO-Founder	BizWatt LLC
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Chris	Esposito	VP Sales	StudioLabs
Idong	Essiet-Gibson	Principal	The Idyeas Group
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Robert	Gahagan	Chief Success Officer & Founder	Corporate Consulting Services, Inc.
William	Galle	Principal	DPS
Jyotin	Gambhir	CEO	secureflo.net
Greg	Genco	Founder	Generation Conscious
Ali	Gerami	Founder	BoldPine
James	Gibbons	Founder/Wealth Manager	Alpha Pointe Capital
Anna	Gorovoy	CBO	Shaker & Spoon
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Richard	Greene	CEO	RGA Israel
Adam	Grill	CEO, Group President/Managing Director	Odyssey Group/FM Ventures
Kristin	Gross	Founder	Navdee
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Nina	Guise-Gerrity	CEO	getGFTD
Fred	Gumbinner	Managing Partner	G2 GEM Finance
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Malcolm	Handelsman	ED	DIR
John	Hannula	Fractional CRO	
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Mark	Happe		
Tawanna	Hardy-Ventress		Gobe
Millissa	Hare	Associate Director, Recruitment and Cultivation	CityBridge
Sophie	Harris	Director of Business Development and Marketing	Proctor + Stevenson
April	Hartman	Social Media Coordinator	getGFTD
Wajid	Hassan	CEO	NetworkFort
Ahmed	Hassan	MBA Candidate	Cranfield School of Management
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures
Claude	Hayn	CEO	AdJumps
Aziz	Hazizi	Founder	Cicada Sign
Islam	Heikal	CEO	InnovaCan
Browning	Herbert	Managing Director	Ringbolt Capital
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Alexander	Ugbebor	Founder & CEO	Nzagi Technologies Inc.
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Dane	Wagner	CPO	Blackhawke Behavior Science
Jordan	Wahbeh	Managing Partner	SV Venture Group
Michael	Walsh	CEO	WorldCitizen.One
Kirk	Watkins	CEO	Promethean Holdings, Inc
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Barry	Weinbaum	Financial Services Professional	New York Life
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Randell	Young	General Partner	Venture Net Partners
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Camila	Zavala	Marketing and Sales Specialist	Coderblock

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MODUS CREATE @ModusCreate

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



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

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



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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 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.



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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.

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MARK HAAS, CEO, AEG @MarkHaas

Mark Haas is Co-founder and CEO of AEG (Association for Enterprise Growth), responsible for strategy, operations, and expansion of its communities to 30 cities nationally. He was previously President of ROM a strategy and operations management consulting firm, advising CEOs and boards to include leadership training for Tanzanian energy executives, developing curricula to train consultants in 40 countries for an international bank, crafting strategy and innovative business models for \$120 million nonprofit, merging two scientific associations, re-organizing a biomedical research agency, facilitating development of WWIV military strategy, and of facilitating a global R&D strategy for the US Navy.



TRUIST WEALTH MANAGEMENT

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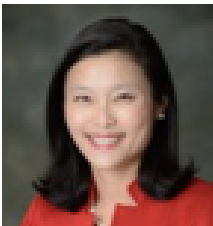
CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

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



REFRACTION @refractionpt

Refraction is a leading nonprofit innovation hub in Northern Virginia, that provides mentoring, programs, and office space for startups and high-growth companies to help create jobs in the greater Washington region. In five years, more than 300 member companies have collectively raised over \$350 million in capital. Refraction's partners include Amazon, Cox, Dominion Energy, MITRE, Fairfax County, Arlington County, Loudoun County, Virginia Innovation Partnership Corporation, and Virginia Tech.



ESTHER LEE, PRESIDENT & CEO REFRACTION @eeclee

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. In that role, she led Virginia's successful bid for Amazon's second headquarters (HQ2).

Esther has also served as Global Chief Marketing and New Business Officer at Burson-Marsteller, a leading global strategic communications firm, advising major clients like Samsung, Coca-Cola, and Marriott. In 2009, President Barack Obama appointed Esther as Senior Policy Adviser to the U.S. Secretary of Commerce. She created and led the Office of Innovation and Entrepreneurship and the National Advisory Council on Innovation and Entrepreneurship. She also launched the White House "Startup America" initiative and the Presidential Summit on Entrepreneurship.



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD_Dingman

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

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



FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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



THE BALTIMORE ANGELS @baltimoreangels

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



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES

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.



STARTUP GRIND-COLUMBIA, MD @StartupGrindDC

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



ANGELS + LIFE.SCI INVESTORS

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

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



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

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



RYAN & WETMORE, P.C. @RyanWetmorePC

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



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

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

ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1

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



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Oct. 26	Nov. 30	Dec. 20