

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH + POWER NETWORKING

December 20, 2023

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



AGENDA

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

11:05-11:10am | WELCOME and INTRODUCTIONS

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

**11:10-11:40pm | ROCKET PITCH SESSION Companies will be
introduced by:**

**- JAKE HASKINS, Associate, NEXT powered by Shulman
Rogers**

11:40-12:15pm | BREAKOUT ROOMS & NETWORKING

(Breakout rooms hosted by presenting companies)

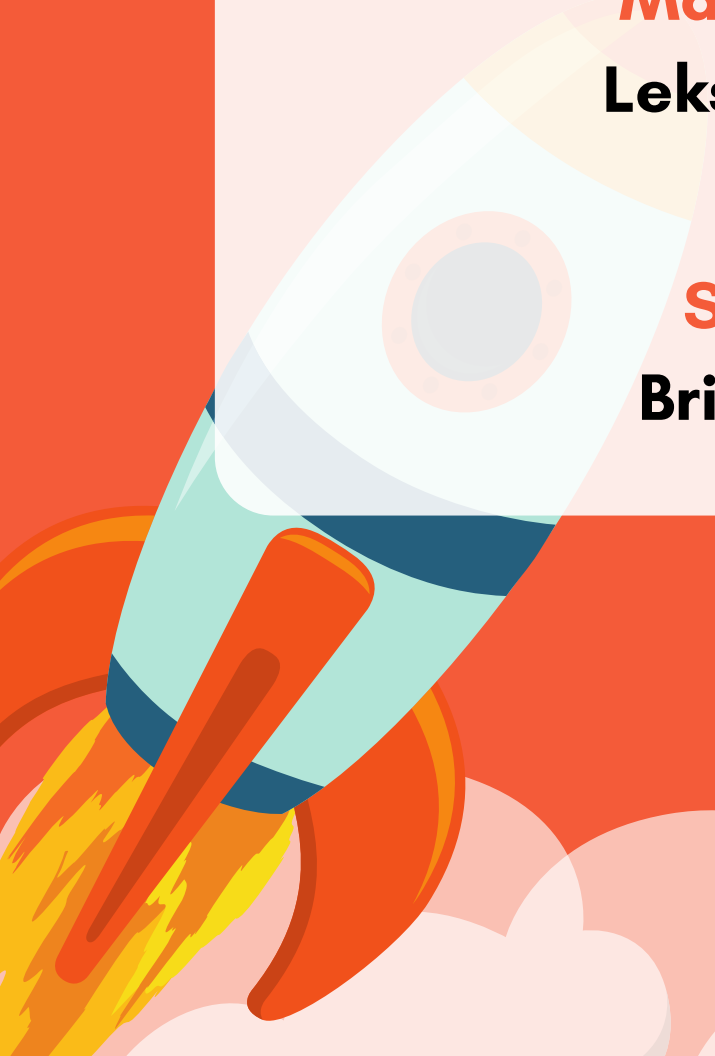
PRESENTING COMPANIES

**Caelum Diagnostic Solutions -
Rachel Wellner**

**CleanFiber -
Alexandra Harris**

**MajorBoost -
Lekshmi Venu**

**Soteria -
Brian Morin**



SPEAKERS



TIEN WONG, CEO, OPUS8, INC. @tienwong

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.

Value Proposition: Caelum Diagnostic Solutions will accelerate cancer care by delivering immediate diagnostic biopsy results. Our product, the RPIDx™ offers significant advantages over the current biopsy and histopathology process. By reducing the number of tissue samples obtained by needlesticks, the RPIDx significantly lowers the rate of patient injury and complications. Additionally, the device lowers the overall cost of tissue handling, processing, and analysis, resulting in substantial savings to payers, patients, and healthcare providers. This will net savings of over \$3B per year and will yield substantial earnings to target customers via reimbursements. Further, by eliminating the pathology waiting period, patients assessed with RPIDx can begin treatment sooner, potentially improving quality of life and response to treatment.

Company: We are a seed-stage startup company, developing a rapid cancer biopsy analysis tool. Tissue biopsies, followed by histopathology analysis, are presently the standard of care for the definitive diagnosis of cancer. Routine pathology analysis currently takes between five and fourteen business days, is labor intensive, and introduces the possibility for human error. Delays create a big problem for health facilities performing biopsies.

Patient testimonial: <https://www.youtube.com/watch?v=czaAdHvBZHk&t=5s>

Team:

- [Rachel Wellner](#), MD, MPH, FACS: CEO and Co-Founder; breast surgical oncologist
- [Derek Olender](#): COO/CPO and Co-Founder; medical device specialist, two exits
- [Ariel Notcovich](#): CTO; Technion physics expert, multiple exits
- [Lu Wang](#), PhD: VP Engineering; biomedical engineering, two exits
- [Anna Jovanovic](#), MD: Chief Pathologist; anatomic pathologist
- [Susan Hayes](#): Investor Relations; former VC associate, one exit
- [Alex Walsh](#), PhD: Principal Scientist; principal investigator FLIM lab, TAMU
- [Rich Slevin](#): VP Manufacturing; seasoned engineer, CEO three companies

Product/Service: Our product, the RPIDx, takes a real-time molecular image of the specimen once it has been excised from the patient. Using our fully automated proprietary hardware, software and AI-integrated system, the device generates a molecular image, which obviates human interpretation, making it first-in-kind. No special operator skills required. All analysis conducted ex-vivo with no contrast injected into the patient.

Technology: The RPIDx uses The FLIM as its core technology works by exploiting metabolic differentiation between cells. All cells undergo metabolism to produce usable energy. Cancer and normal cells produce byproducts with different fluorescence properties. By measuring the concentration ratio of these byproducts within the cell, we will be able to determine if a cell is cancerous or non-cancerous. Large data collection will allow us to make widespread determinations about the presence, types, and properties of each cancer. POC achieved: [Proof of Concept Study for RPIDx](#)

Market: All hospitals, medical centers, facilities performing cancer biopsies

- **TAM: \$17.84B** - Global market of all cancer biopsies
 - **SAM: \$4.79B** - US + next top 10 markets, top 5 cancer types
- *ARR based on CY2025. All markets grow at 2.5% CAGR based on cancer incidence growth models*

Three revenue streams to generate ARR:

- Hardware - \$45,000 annual subscription
- SaaS - \$5,000 annual subscription per cancer type
- Procedure fee - \$150 per patient procedure

Distribution Channels: We will recruit distributors, channel partners, & Key Opinion leaders as our G-T-M rategy

Competition: Raman Spectroscopy, Novascan (Cole-Frequency Impedance), Aquyre (Optical Coherence Tomography)- all accurate distinguishers between cancer and non-cancer, but none yield molecular image, introducing the possibility for human error.

Financial Projections (Unaudited):

	2025	2026	2027	2028	2029
Revenue	\$0.33M	\$13.14M	\$33.78M	\$64.42M	\$113.05M
EBIT (dollars in thousands)	(\$4.11M)	\$1.72M	\$13.33M	\$30.61	\$62.76

Summary

Company: *Caelum Diagnostic Solutions, Inc.*

Contact: Rachel Wellner, MD, MPH
FACS, CEO, Co-founder

Address: 1061 Elkgrove Avenue #1
Venice, California 90291

Phone: (917)-684-8325
Email: rwellner@caelumds.com
Website: www.caelumds.com

Industry: Medical Device
Domain: Cancer Diagnostics

Bank: Bridge Bank

Law Firm:

- Schwegman, Lundberg & Woessner (patent)
- White & Summers (corporate)

Patents:

- 1 nonprovisional patent pending issuance.
- 1 provisional patent pending

Number of Employees: 8

Team: Listed on left

Seeking: \$2M-\$3.5M

Current Investors: \$400K F&F

Use of Funds: Prototype, clinical data collection, key hires

Auditor: N/A

High Performance Building Insulation from Recycled Corrugated Cardboard

Proven technology enables clear path to dominate \$500M+ entry market with multibillion-dollar upside in projected 2030 global insulation market of \$102B.

Proven Traction

- First plant ramping rapidly, certified as meeting all industry requirements
- **\$65M+ ARR PIPELINE FROM FIRST PLANT VIA 3 FULLY PROVEN SALES CHANNELS**
- Exclusive 10-year supply contract providing long term cost advantages
- Funding from ARPA-E, Nat'l Science Foundation, EPA, and state agencies.
- **\$60M+ in backing** from Aligned Climate Capital, AXA, IFG Asset Mgt, Clean Energy Venture Group, Candide Group, SustainVC, Closed Loop Fund, The Kraft Group, Lapis Advisers, etc.

Scale-Up Plan

- Nationwide rollout plan encompassing facility locations and fiber supplies.
- First plant in Buffalo can reach 40% of US market as low-cost producer
- **Visibility to \$100M+ US pipeline of recurring revenue demand, now seeking capital to ramp production**

Well-Positioned to Realize Returns

- Highly attractive margins & returns
- Less than 1% monthly customer churn
- Proven ability to secure debt financing to allow for capital-efficient scale-up.

Targeted Impacts

- **Exceptional Financial Returns:** IRR's above 35% per new site, enabling capital efficient rollout to \$300M+
- Reduce global carbon emissions by **hundreds of millions of tons**
- Save homeowners **billions of dollars** in energy costs, boosting discretionary income and driving economic growth

Contacts

Jon Strimling, Chairman & CEO
jstrimling@cleanfiber.com
Alex Harris, Investor Relations
aharris@cleanfiber.com

CleanFiber®

CleanFiber makes high-performance building insulation from recycled corrugated cardboard. CleanFiber's product is a superior drop-in replacement for conventional cellulose insulation. CleanFiber has proven both superior performance and significant cost advantages vs. conventional cellulose insulation, which is made from recycled newsprint. Moreover, cellulose continues to penetrate the \$12B North American and the broader insulation market, projected to scale to \$102B globally by 2030. CleanFiber is well positioned to dominate cellulose and to challenge both fiberglass and foam on cost and performance.



CLEAR PATH TO DOMINATE AND THEN GROW CELLULOSE INSULATION MARKET

The insulation market has historically been dominated by fiberglass and foam, but cellulose is at \$500M+ and growing. Cellulose wins customers from fiberglass because of its **better thermal performance** and competitive costs. Cellulose wins business from foam because of much **lower costs** and much **safer** usage profile. Fiberglass and foam, which have been the dominant materials, have health concerns from VOC's and carcinogens. Cellulose competitors today depend on recycled newsprint as their primary feedstock, whereas CleanFiber's unique technology allows us to utilize recycled cardboard. **With supplies of newsprint declining rapidly, CleanFiber is well positioned to capture market share in this growing industry.**



Our competitors face declining newsprint supplies



We benefit from the rising availability of corrugated cardboard

TECHNOLOGY: 4 APPROVED PATENTS, 15 PENDING APPLICATIONS, NUMEROUS TRADE SECRETS

CleanFiber's patented and proven technology gives it a decisive competitive advantage. One breakthrough is use of a patented liquid fire retardant, which allows us to utilize recycled cardboard to produce a higher quality product at a lower cost than our competition. Multiple companies have spent more than a decade attempting to make high performance cellulose from corrugated, but only CleanFiber succeeded. The company's first plant represents a full decade of development efforts, our product clearly outperforms competitive product with lower contamination and dust levels.

EXCEPTIONAL DOUBLE BOTTOM LINE RETURNS

CleanFiber expects to generate exceptionally strong cash flow from its first facility. At full production in its first plant, CleanFiber will have EBITDA margins of 23% and a capital efficient business model to support scaling nationally and internationally with modest dilution. While strategic acquirers may seek to acquire CleanFiber to dominate this key segment of the insulation market, that should be one of several exit options.

CleanFiber has a potential path to IPO as its first plant becomes profitable and it firms up its multisite rollout plan. CleanTech firms with similar profiles are trading at highly attractive multiples. CleanFiber's CEO, Jonathan Strimling, previously took SharpSpring to the NASDAQ; that firm ultimately sold to Constant Contact for \$240M.

CleanFiber can eliminate hundreds of millions of tons of annual carbon emissions by improving homes' energy efficiency, by reducing the energy required to produce insulation, and by directly sequestering carbon. We also eliminate methane emissions from landfilled waste, while saving consumers billions of dollars in heating costs.

EXTRAORDINARILY EXPERIENCED LEADERSHIP TEAM

Together, this team has launched, financed, and successfully scaled multiple companies:

Jonathan Strimling – Chairman and CEO: A successful serial entrepreneur, with a track record of rapidly scaling new companies and technologies, including experience with startups, turn-arounds, and as the CEO of a company he took to the NASDAQ.

Don Simoneau – Chief Financial Officer: Veteran CFO previously serving as CFO, EVP and/or CEO in six prior ventures ranging from CleanTech manufacturing to SaaS firms.

Leadership Team – Veteran suite of executives from paper industry and tech ventures, with deep experience rapidly scaling up complex operations of up to \$400M+ in revenue and including experience driving the execution of \$2.5B in plant-related capital projects.

Information provided herein is intended only as general information about our business model and not as an offering.



AI CoPilot for Business Phone Calls

MajorBoost has a product in market which is utilized daily by clinics and medical billing companies. We are technologists on a mission to make phone calls easier, starting with health insurance. Americans spend 70,000 years, each year, on the phone with health insurance. Those who support our patients deserve the best AI to help patients. MajorBoost is used to follow up on claims, check benefits coverage and get prior authorizations. SOC2 Type 2, HIPAA compliant, Secure.

Solution:

MajorBoost handles the hassles of phone calls, so your team can focus on the conversations that matter and high value work. Generative AI picks up the mundane tasks of phone mazes, hold times, taking notes, and more.

95% of our users agree that "MajorBoost helps me succeed in my role"

Developed new API product to sell to software providers in Q4 2023 and signed three enterprise customers with revenue potential of \$1.5M annually. Two of these are already using the API and are expanding usage.

Team:

Lekshmi Venu, CEO and Founder – Amazon AI product with \$1B in profit, Healthcare, Harvard Business School, UChicago

Rohit Kumar, Chief Scientist – Spotify, Raytheon/BBN, Carnegie Mellon PhD in conversational AI

Financing:

Raised \$3M in SAFE notes to get to this point from angels and institutional investors.

Raising \$1M to continue product development of API product for enterprise customers and go-to-market. Goal: Reach \$1M+ revenue and raise a Seed, priced round in Q3 2024.

Additional potential: Expand to other markets. We have received reachouts and positive feedback from insurance and financial services, and will sign pilots in these markets.

Lekshmi Venu, CEO and Founder

lekshmi@majorboost.com

617-247-3467



Investor Fact Sheet - 2023

Soteria Battery Innovation Group Inc.

Company Description

Soteria has technology that can reduce the number of lithium-ion battery fires by 90 - 99%, while reducing the weight and material cost of the battery. Because everyone deserves to have access to safety technology, Soteria is taking it to market through a broad-based licensing business model supported by an industry-wide consortium that they founded and that they run, now with over 130 members.

Problem

In 2022 alone there were:

219 e-bike fires in NYC, resulting in

147 hospitalizations and ultimately

6 deaths.

*stats provided apply to NYC alone

Today's lithium-ion batteries are potentially dangerous and can explode when damaged, abused, or when a manufacturing defect is present. Existing technologies are only partial solutions and do not address the ignition event as the Soteria technology does. To prevent injuries or death, manufacturers have had to institute numerous recalls costing billions of dollars.

Product / Service

The Soteria architecture provides thermally stable separators made from advanced fibers and metallized film current collectors that are engineered to ensure battery stability under damage and abuse conditions that lead to lithium battery fires. The architecture provides the same electrical protection as a fuse on the inside of each battery. Reductions in weight and cost are realized while battery resilience is significantly improved without any decrement to battery performance. See this video for a graphical depiction: <https://youtu.be/ll4a1An9zag>

Value Proposition

Soteria is dedicated to enabling portable electric power without the risk of fires, no matter the circumstances or battery chemistry. See video demonstration: https://youtu.be/_INSUEMfnKg. Safety is a necessary condition of every electric device, and many segments of the industry are failing on this metric. Soteria technology fixes this. This value is further enhanced in light of the consortium, whose members like NASA, Mercedes, Bosch, Motorola, Lenovo, DuPont and others are helping to build the broad and robust supply chain that will enable ubiquitous adoption of our technology.

Business Model

Soteria is licensing its technology to material and cell manufacturers for ultimate sale to end users. Royalties are calculated as a percentage of the battery cost. The SAM for this capital-efficient royalty model is over \$4 B. Soteria has formed an open innovation consortium to optimize the network effect as the principal go-to-market vehicle. The consortium is a fee-based network of materials suppliers, equipment suppliers, testing labs, licensees and end users, thus involving a broad array of over 120 worldwide stakeholders involved in optimizing battery innovations for the lithium-ion market. Soteria recently purchased Voltaplex, www.voltaplex.com, which will streamline adoption in small device markets and immediately add revenue and margin.

Consortium Members

\$12M Series B

Participating Preferred Shares

- Lead investor Keirestu Forum
- \$2.5M received, \$1.5 additional committed
- Rolling close with warrant coverage for early investors
- Due diligence report and data room available

Target Markets

The lithium-ion battery market is projected to exceed \$300 billion by 2030 driven by the rapid growth of electric vehicles and utility storage.

Deal Tags



Battery Safety Technology



E-Mobility



Green Energy / Energy Storage

Target Customers



Luxury Automotive



Consumer Electronics



Small Devices

Competitive Landscape

Solid Power
\$500M valuation

ENOVIX
\$1.6B valuation

QuantumScape
\$3.3B valuation

Traction

Three licensees and over 130 consortium members have helped revenue grow to \$1.15 million in 2022, and the acquisition of Voltaplex has the company on track to more than double that in 2023. Thousands of commercial-ready batteries with the Soteria technology have been delivered to consortium members to develop into applications. First commercial products will be launched in 2023 in the consumer electronics market. E-Bikes are expected to be a significant revenue source starting in 2024.

Our Investors



Growth Strategy & Projections



	(USD millions)						
	2023	2024	2025	2026*	2027	2028	2029
Revenue	\$2.7	\$4.3	\$9.4	\$25	\$92	\$175	\$338
Gross Profit	\$1.5	\$2.4	\$6.6	\$20	\$84	\$161	\$312
Expenses	\$5.0	\$7.2	\$12.8	\$18	\$26	\$37	\$53
EBITDA	\$3.5	\$4.8	\$6.3	\$2	\$58	\$124	\$259

*First EV revenues

Management Team

Brian Morin
CEO, Co-Founder
PhD Physics, 250+ Patents, 18-year serial entrepreneur

Juergen Kellner
Vice President
Materials Center of Excellence, PhD Chemistry

Elliot Reiff
Chief Finance Officer
30 years of investment banking experience

Joanna Brady
Strategic Finance Director
10+ years in public & private accounting sector

Amy Brinson
Global Consortium Director
BA, miniMBA Marketing

Achievements



Advisory Team

Randy Dobbs
Former direct report to Jack Welch at GE, repeat CEO of multi-billion dollar companies

Brad Reed
Former VP & GM at Celgard, a battery materials company, Current VP of Corporate Development at Microporous

Sun-Ho Kang
PhD under Nobel Laureate John Goodenough, former sr. exec of batteries at Samsung, Apple, Current SVP Battery Tech of Volkswagen Group of America

PARTNERS



NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success.

NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior service across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher-priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.



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 amillineshulmanrogers.com.



AEG @enterprisegrowth

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



MARK HAAS, CEO, AEG @MarkHaas

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



PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT

The Prince William County Department of Economic Development and Tourism works hard to create a pro-business, globally-competitive environment that generates new, high-quality, and sustainable job opportunities for our residents and destination-driven attractions for our visitors. The department engages in a broad portfolio of services, partnerships, and strategic alliances to benefit the business community, including small businesses, startups, and entrepreneurs.

PARTNERS



MICHELE WEATHERLY, DIRECTOR OF EXISTING BUSINESS AND ENTREPRENEURSHIP, PRINCE WILLIAM COUNTY

Michele Weatherly currently serves as the Director of Existing Business and Entrepreneurship with Prince William County Department of Economic Development and Tourism. Michele is a Washington DC Metro area Business Development professional with a track record of successful leadership in trade associations and economic development. Michele specializes in workforce and business development programs and marketing with a strong network of industry colleagues in the DC metro region and beyond the beltway.

Michele currently serves on the Board of Directors for Virginia Career Works, Committee for Dulles, Virginia Serious Game Institute, and the Career Technical Education Program Advisory Council for Prince William County Schools.

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 @eeeclee

Esther Lee is the President and CEO of Refraction, a technology innovation hub in Northern Virginia, focused on fostering innovation and entrepreneurship by nurturing and mentoring startups and high-growth companies. Prior to joining Refraction, Esther served as Secretary of Commerce and Trade for the Commonwealth of Virginia, where she oversaw 14 state agencies. 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."



KEIRETSU



FORUM

KEIRETSU FORUM @KeiretsuAngels

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

FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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



PARTNERS



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.



GEORGETOWN ENTREPRENEURSHIP INITIATIVE

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



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

Jeff Reid is the Founding Director of the Georgetown Entrepreneurship Initiative and Professor of the Practice of Entrepreneurship at Georgetown University's McDonough School of Business. Reid is a catalyst for entrepreneurship and a well-known leader in entrepreneurship education. In 2009, Reid launched the Georgetown Entrepreneurship Initiative to catalyze entrepreneurial thinking and activities across Georgetown University and impact the growing DMV startup community.

PARTNERS

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.



December 20 Attendees

As of 12 18 23

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur and Opus8, Inc.
Jake	Haskins	Associate	NEXT powered by Shulman Rogers

PRESENTERS			
First Name	Last Name	Title	Company
Rachel	Wellner	Co-Founder & Chief Executive Officer	Caelum Diagnostic Solutions
Alexandra	Harris	Director of Capital Markets and Investor Relations	CleanFiber
Lekshmi	Venu	CEO and Co-Founder	MajorBoost
Brian	Morin	CEO	Soteria

ATTENDEES			
First Name	Last Name	Title	Company
Oreoluwa	Adebayo	Co-Founder	WeCollect
Nayyar	Afridi	Regional Manager, Strategic Partnerships	KiwiTech LLC
William D	Allen	Adjunct Professor	University of Missouri
George	Altirs	Investor	Rho Capital
Suresh	Annappindi	CEP	XOOM FOODS
Paul	Armijo	President & CEO	Armijo Innovations LLC
AJ	Attavar	Investor	NPS, Inc
Darrin	Auito	Partner	HEA Law PLLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Abdessabour	Benzegane	CEO	SIHHATECH
Eric	Betts	Director	VMware, Inc.
Marcy	Betts	Trademark Attorney	Darden Betts Strategic IP Counselors
Urvashi	Bhatnagar	GP	The Good Science Fund
Nilesh	Bib	Volunteer	AAR Solutions
Richard	Bodson	President & CEO	SysNet Technologies, Inc.
Michael	Boland	Founder/CEO	Dome Compass, Inc
Larry	Boodin	Business Development Director	Thompson Financial Group
Prasad	Bopardikar	Director of Partner Solutions Architecture	Currently Self Employed
Richard	Bristol	President	Bristol Advisory LLC
Kent	Broadbent	CPO	SmackSocial
Justin	Brodie-Kommit	Angel investor	Justin Brodie-Kommit investing
Tasia	Brown	Medical Field	Tay's Loving Care LLC
William	Brucato	President and CEO	Byrne and Bruce, LLC
Mark	Bryant	Managing Partner	Agency Advisors
Edward	Bukstel	CEO	Giupedi
Wade	Byrd	Founder / CEO	QEPR, Inc
Anthony	Cammarata	Outsourced CFO	Startupcannon
Christian	Carello	Founder, CEO, Angel Investor	EnvisionIT Consulting, LLC
Joe	Carlin	Principal	Jonxeone Capital
Charles	Carr	Partner	RSM
Eve	Castel	Head of Investments	Black Opal Ventures
Jesudas	Chekuri	President	DevOpsEra Inc
Xingyue	Chen	Partner	Key2China
Chris	Chen		
Yilin	Cheng	Founder and CEO	Otaolife Ecommerce GmbH
Zachary	Cochran	Owner	Cochran Coaching LLC
Marcus	Cohn	CEO	Spectralix
Victoria	Collins	Founder & Chief Disruptor	Buzzy Rocket
Cylton	Collymore	Founder	Sirsi.ai
Jonathan	Corrales	Founder	Pubsworth
Pooja	D	Marketing Head	Nyusoft
Ayush	Danmal Darla	Investor realtions	TAG Investment Bankers
Nelli	Dawson	Founder	Mommy Relax Spa and Social Bar
Mamta	Dhanuka	Director	KiwiTech
Poorva	Dharkar	CEO/Founder	Ziva Consulting
Michael	Doyle	Managing Director	Goldin Ventures
Annie	Eggleston	Managing Director	Charmides Capital
Boris	Eibelman	Founder	Data Pro Software
Maria	Ermolova	Managing Director	Weild & Co.
Idong	Essiet-Gibson	Principal	The Idyeas Group

Herb	Ezrin	CEO & President	Potomac Business Group
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Veronica	Fey	Operations and Analysis	Soundboard Venture Fund
Sathish Kumar	G	Associate	SBSS and Associates
Lyndsey	Gago	Chief of Staff	Breshna
Ben	Gharbia	Architect	
Francois	Giraud	Startup Program Lead US	OvHcloud
Kaitlyn	Glancy	Partner	Eclipse
Yumi	Goda	Investor	MUFG Innovation Partners
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Richard	Greene	CEO	RGA Israel/U.S..Tech & Venture Funding
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Rohit	Gupta	CEO	Bell Bucket
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Johnny	Hackett	Founder / CEO	Alley-Oop Business
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Other	Intern	Intern	Soundboard Venture Fund
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Laura Lee	Williams	SVP PARTNERSHIPS/Corporate Alliamces	University Startups
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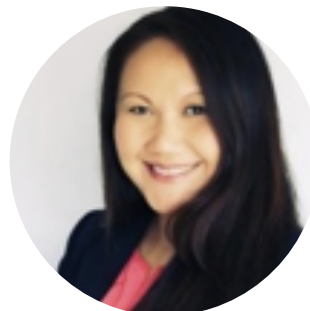
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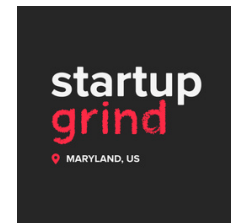
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Email Skylar Rallison at
srallison@opus8.com
for more information

2024 Virtual Calendar

Feb. 29	Mar. 28	May 30
June 27	July 25	Aug. 29



CUSTOM PRIVATE INVESTOR MEETING

Overview

- Opus8 manages one of the world's largest investor communities with 4,000+ HNW/UHNW private investors, angels, family offices, investment groups, and small institutional investors.
- We have become a reliable curator and source of high-quality investment opportunities for this community.
- The Client is the exclusive host of these private investor meetings. No other competing or external entities in the meeting.
- Opus8 will screen a minimum of 20+ pre-qualified attendees for the event. The general attendee mix is 75% investors and 25% COIs (Centers of Influence).
- Attendee/RSVP lists with contact information and LinkedIn profiles and other data will be provided to the Client before and after the event.

Our 9-Step Process

1. Review investment materials and determine key investment considerations.
2. Develop a list of potential investors.
3. Create a "teaser invitation" and send it to investor candidates along with an executive summary
4. Confirm and vet RSVPs
5. Answer any questions or info requests pre-event.
6. Triple confirm all RSVPs via email and calendar invitations.
7. Host the private investor event and follow-up with attendees.
8. Introduce any RSVPs who did not attend to management.
9. Assist in following up with any and all investor prospects post-event.

Check out the full brochure with all information here:



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