

Big  Idea
CONNECTpreneur
Holiday Networking & Pitch
Extravaganza



December 18, 2023
Tysons Corner, VA

Agenda

Monday, December 18, 2023

5:00 - 6:30 pm - REGISTRATION / NETWORKING

6:30 - 6:50 pm - WELCOME REMARKS - Valo Park Auditorium

TIEN WONG, Founder and Host, CONNECTpreneur

ESTHER LEE, President and CEO, REFRACTION

VICTOR HOSKINS, President and CEO, Fairfax County Economic Development Authority

JENNIFER TAYLOR, CEO, Northern Virginia Technology Council

6:50 - 7:40 pm - COMPANY SHOWCASE / ROCKET PITCH

Companies will be introduced by:

ANTHONY MILLIN - Partner, NEXT, powered by Shulman Rogers; Venture Partner, Third Sphere

WILL CHOI, Assurance & Advisory Partner, FORVIS

PRESENTING COMPANIES

CleanFiber - Jonathan Strimling

IMEROPEX - Jim Dear

Land Intelligence - Gore Bolton

MajorBoost - Lekshmi Venu

Novel Microdevices - Andrea Pais

OspreyBio - Sam Glickstein

PRIVO - Denise Tayloe

RENDER - A.J. Ballantine

7:40 - 8:45 pm - EXPO AND NETWORKING

8:45 - 10:30 pm - AFTERPARTY

Refraction, 8th Floor

Speakers



TIEN WONG, CEO, OPUS8, INC.

Tien is Founder and Host of the Big Idea CONNECTpreneur Community, a global community of 30,000+ investors, entrepreneurs, business leaders and service professionals. He is CEO of Opus8, an investment and advisory firm which helps tech companies and investment fund managers raise capital. He is also Chairman of Lumious, a leading Ed Tech Company. Tien co-founded and served as CEO of CyberRep, Inc. until its acquisition by ACS/Xerox. CyberRep was one of the largest CRM companies in the world with over 2,300 employees and \$80 million in revenue. Today, the CyberRep/ACS business generates \$3+ billion in revenue as divisions of Xerox, Conduent, and Continuum. He serves on the boards of The Washington Institute for Business, Government & Society; Frederick Innovative Technology Center, Inc. (FITCI); Junior Achievement; Association for Enterprise Growth; and Austin Venture Association. He was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which manages \$84 million in venture capital.



WILL CHOI, ASSURANCE & ADVISORY PARTNER, FORVIS

Will has more than 25 years of experience in public accounting in auditing both public and privately held companies in various industries. He has extensive experience in auditing SEC accelerated filers subject to internal control (ICFR) audits and multi-national audit clients with foreign operations. He also has extensive experience in leading technical accounting advisory engagements in the areas of mergers and acquisitions, IPOs including de-SPAC transactions, IFRS to US GAAP conversion projects, ASC 606, Revenue recognition implementation, ASC 842, Leases adoption and implementation and accounting for complex debt and equity instruments. Prior to joining Forvis, Will was an audit partner in another international accounting firm's audit practice. Will also worked in the Division of Corporation Finance at the U.S. Securities & Exchange Commission (SEC) between 2002 and 2007. As an Accounting Branch Chief at the SEC, Will's primary responsibilities included overseeing the review of financial statements and disclosures of both domestic and foreign registrants in registration statements, proxy's and annual reports.



VICTOR HOSKINS, PRESIDENT & CEO, FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Victor Hoskins, President and CEO of the Fairfax County Economic Development Authority, is a distinguished MIT-trained Urban Planner and Real Estate Executive overseeing the growth of Virginia's largest economy. Recognized for his leadership, Virginia was named the "Top State for Business Climate" in 2022 and topped CNBC's "America's Top States for Business" in 2021 and 2019. Honored with a Presidential Lifetime Achievement Award in 2023, Hoskins is consistently featured among the most influential business leaders in Virginia and the Greater Washington area. Under his guidance, FCEDA secured \$3 billion in capital investment, creating 38,000 jobs, and initiated a comprehensive talent program engaging 1,000 companies and 100 universities. Previously, as director of economic development in Arlington County, he played a pivotal role in attracting Amazon's second headquarters, generating \$4 billion in private capital investment and creating 82,000 jobs. Hoskins, with an Honors degree from Dartmouth, has held executive positions in real estate across public and private sectors, leaving a lasting impact from Wall Street to Main Street and contributing to transformative projects such as City Center and the Wharf in Washington, D.C.



ESTHER LEE, PRESIDENT AND CEO, REFRACTION

Esther Lee is the President and CEO of Refraction, a prominent technology innovation hub in Northern Virginia dedicated to nurturing and mentoring startups and high-growth companies. With a distinguished background, she previously served as the Secretary of Commerce and Trade for the Commonwealth of Virginia, overseeing various state agencies and leading Virginia's successful bid for Amazon's second headquarters. Esther has also held key roles as the Global Chief Marketing and New Business Officer at Burson-Marsteller, advising major clients like Samsung and Coca-Cola, and as the Director of the Office of Innovation and Entrepreneurship under President Barack Obama. With extensive experience in Fortune 500 firms and government service, she has been actively involved in various boards and initiatives, making significant contributions to the realms of business, innovation, and economic development. Esther holds an A.B. in economics from Harvard and an MBA from MIT.



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, edtech, 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. Anthony also serves as a Venture Partner at Urban.U.S, a seed stage VC firm. Contact Anthony at amillin@shulmanrogers.com.



JENNIFER TAYLOR, CEO, NORTHERN VIRGINIA TECHNOLOGY COUNCIL

Jennifer Taylor serves as the President and CEO of the Northern Virginia Technology Council (NVTC), a leading trade association representing the National Capital Region's expansive tech community. With a membership of 500 organizations spanning various tech sectors, service providers, academic institutions, and nonprofits, NVTC has thrived under Taylor's leadership since 1991. Jennifer has significantly increased membership, engaged over 15,000 tech professionals through events, and implemented a five-year strategic plan impacting over 20 key performance indicators. Prior to NVTC, she played a crucial role at the Consumer Technology Association (CTA) as VP of Industry Affairs, launching initiatives focused on closing the skills gap and promoting diversity in the tech sector. Jennifer's extensive career also includes leadership roles at AARP, where she developed a smart tablet for seniors, and various positions at the American Red Cross, RTCRM, and KSK Communications. Recognized for her contributions, she has received numerous awards, including the Distinguished Alumni Award, Prominent Patriots in Business Award, Virginia Business Women in Leadership Award, and the Tech Titans Award. Jennifer holds a BA in communications/journalism from the University of Michigan and an MBA from George Mason University. She is dedicated to positioning the region as a global tech hub and actively serves on multiple boards, including Connected DMV and the Technology Councils of North America.

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.



Value Proposition: IMEROPEX™ provides clients a platform for experiencing and resolving crises in an alternate virtual reality...to prevent or limit their occurrence in the real world.

Company Background: Building on his 20-year experience in running the DOD/DHS SIMEX Program, the IMEROPEX founder will provide public and private crisis managers a Persistent Environment for Experimentation and Rehearsal (PEER) that immerses their operators in crisis action scenarios and then decomposes them to understand causality. IMEROPEX will also advance the use of the patent pending Full Dive VR Units (FDVUs) that will give the IMEROPEX operators a multi-sensory experience almost indistinguishable from the real world.

Leadership Team: The IMEROPEX Founder has 20 years of experience in developing and managing the DOD/DHS Simulation Experimentation (SIMEX) Program. The Co-Founder has 30 years of experience in software development and management as well as cloud engineering. The co-founder also spent 4 years as the technical lead for the DOD/DHS SIMEX Program. Our board of advisors includes a retired Army Major General with a PHD from MIT; the Executive Director of the International Virtual Reality Healthcare Association; and an architect and serial entrepreneur.

Products/Services: For government and industry crisis managers looking for tools that will identify procedures and technologies for crisis mitigation or prevention, IMEROPEX will offer the rigor of a Monte Carlo simulation, the realism of a field event, and the concept development of a tabletop exercise. As currently employed, Monte Carlo simulations omit the essential element of human interaction; field events are hard to control, calibrate and manage and tabletop exercises can often devolve into thought experiments or seminars. The IMEROPEX team will establish for clients PEERs of varying degrees of cost and complexity as a subscription service.

Technologies: FDVUs are the technical centerpiece of the IMEROPEX program that will give operators a more realistic experience during the experiments. Currently, individual vendors develop and market VR headsets, haptic gloves, body suits, treadmills, and software separately for specific customers. All the above devices are designed to operate in isolation and address specific VR components such as visualization, bodily sensations, locomotion, or haptics. The patent pending FDVU will be an integration of advanced virtual reality (VR) technologies providing an immersive experience indistinguishable from the real world.

Market: IMEROPEX will intersect and shape the following global markets: the \$12.7 Billion modeling and simulation market; the \$132.4 Billion Crisis Management Market; and the \$22 Billion Virtual Reality Market. Clients could include public and private crisis/emergency managers; first responders; private security firms; and insurance underwriters.

Distribution Channels: Initial investment of \$1.5 million in IMEROPEX Pilot Event will shape and evolve the IMEROPEX process and related FDVU technology. This pilot event should not only satisfy the client, investors, and stakeholders, but also attract other clients interested in other or related IMEROPEX themes. The first Pilot Event will be a School Security IMEROPEX focused on examining factors that mitigate active shooter injuries and fatalities in K-12 schools in Texas.

Competition: Google, Apple, and Meta (Reality Labs), Microsoft, Unity and other vendors are all developing and marketing selected VR system components such as headsets, treadmills, haptic gloves, body suits and game engines but none are currently offering a fully immersive “Full Dive” VR experience provided by the FDVUs. Multiple Federal Contractors and VR studios are also offering VR services for operational training, but very few (if any) provide VR as a service for risk analysis and crisis mitigation. The founder's experience and reputation has attracted an eclectic team of engineers, HW/SW integrators and developers, and data scientists to make IMEROPEX a reality.

Quick Facts

Company Name:
IOPEX, Inc (DBA IMEROPEX)

Contact:
Jim Dear

Address:
46416 Esterbrook Cir
Sterling, VA 20165

Phone: 571-443-7008

Email: jdear@iopexllc.com

Website: <https://imeropex.net>

Industry: Crisis Management

Domain: Virtual Reality

Bank: Mercury

Law Firm: Shulman Rogers/NEXT

Patent: Utility Patent Pending for Full Dive Virtual Reality Units (FDVUs)

Number of Employees:
2+Multiple Consultants/Subcontractors

Leadership Team:
Jim Dear, Founder/CEO
Dean Zywicki, Co-Founder/CTO

Amount of Financing Sought:
\$1.5 Million

Current Investors
Microsoft: \$150K of cloud credits

Use of Funds:
Plan/Execute School Safety Pilot

Auditor:
Mongo and Associates CPAs, LLC

Financial Projections (Unaudited):

	2024	2025	2026	2027	2028
Revenue	1,700	14,700	34,000	65,700	107,500
EBIT (dollars in thousands)	(4,890)	(42)	3,300	9,400	19,600

Executive Summary

Company Profile

Land Intelligence, Inc. is a software and data company focused on automating the land development industry. Through our flagship SaaS product LandSUITE© - the land development operating system - we provide a platform for marketplace transactions, deal exchanges, and land financing.



GORE BOLTON
CEO



JENNIFER ROHLEDER
VP & GC

Partners

ESRI
AWS
SCRA
LandHub
Rainstar Capital Group

Support Team

Legal - Nelson Mullins Riley & Scarborough, LLP; Morris Manning & Martin, LLP
Accounting - Kruze Consulting
HR - Insperity

2019

- Incorporated
- Market research & customer focus groups
- Opened \$500K seed round

2020

- Launched LandSUITE v1
- Patent #2 awarded
- Launched full enterprise services

2021

- Began working with software development partner
- Accepted into NAR REACH Accelerator
- Logo trademarks issued

2022

- Patent # 3 awarded
- LandSUITE trademark issued
- Closed Series AA fundraise

2023

- Scaled user growth
- Launched the National Land Development Fund
- Brought software development in-house
- "Get the LandFAX" button featured on LandHub's listing pages

Capital Raise

2024 & beyond

Convertible Note - \$1.05M remaining

- \$30M cap, 30% discount, 10% interest

Use of Funds

- business development
- scaling revenue
- finance operations

LAND INTELLIGENCE, INC.

1122 Lady St. STE 221, Columbia, SC 29201
Attn: R. Gore Bolton, CEO
gore@landintelligence.net
(803) 369-7956

<https://landintelligence.net>





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

NOVEL MICRODEVICES

 Andrea Pais

 andrea@novelmicrodevices.com

 352-642-2391

Novel is Democratizing Disease Testing with the most Portable, Rapid (<15 min), Accurate & Affordable PCR platform for any pathogen (viruses, bacteria, fungi, protozoa), and any sample type (swabs, urine, blood, saliva)

The Challenge

Although accurate, Laboratory PCR tests take days to get the results. Whereas low-cost rapid antigen tests have poor accuracy, leading to false negative rates of over 50%. There are no rapid, accurate and affordable point-of-care diagnostic tests.



The Novel Dx Solution

A next-generation, patent-protected, rapid, affordable point-of-care PCR multiplex diagnostic platform for infectious diseases and more.



HIGH PERFORMANCE:	Lab-level accuracy with integrated magnetic bead sample purification, concentration & 40-cycle PCR
RAPID:	Sample-to-answer in just <u>10 to 15 minutes</u>
AFFORDABLE:	Instrument COGs: \$500; Cartridge COGs: <\$5
SAMPLE & PATHOGEN AGNOSTIC:	Works with <u>any pathogen</u> (viruses, bacteria, fungi and protozoa) and <u>any sample type</u> including swabs, urine, blood, saliva
MULTIPLEXED:	<u>6-channel real-time detection</u> of 6 or more targets in a single test
SCALABLE:	Fast and easy to develop new assays for <u>rapid pipeline expansion</u>

Near-term Pipeline

Respiratory Panel Flu-A/B/RSV/COVID-19	STD Panel Chlamydia/Gonorrhea+Res
 2Q 2024	 4Q 2024

Market Size

The global infectious disease diagnostic market is estimated to grow from \$28.1B in 2021 to \$39.8B by 2026, a CAGR of 7.2%.

Respiratory Disease Market: 7 Billion USD

Sexually Transmitted Diseases: 5 Billion USD

Razor/Razor Blade Revenue Model

This revenue model is supported by existing CPT reimbursement codes and marketed through multiple sales channels, representing a significant growth opportunity.

Team & Advisors

 Andrea Pais CEO/CoFounder Co-Inventor	 Rohan Pais VP Eng./Cofounder Co-Inventor	 Hamdi Joda VP Assay Development
 Carlos Aparicio COO	 Joe Swiader CFO	 Todd Ritter Interim CCO
 Robert Storey Board Member	 Eric Van Gieson Advisor	 Caroline Popper, MD Advisor

Team Members & Advisors - Comprised of diagnostic industry veterans with extensive experience at companies such as Abbott, Becton Dickinson

Funders and Collaborators:



Current Funding



Capital Raise

Capital Raised to Date: \$14.7M

Grants - \$7.7M (include; RADx, CARBX & NIH)

Equity Capital - \$7M

Use of Funds: Design lock, manufacture pilot lots and controlled product launch

Investment Opportunity: \$6M Series A

Comparable Company Exits

Curiosity Diagnostics acquired by **BioRad** for \$170M, 2022

Genmark Diagnostics acquired by **Roche** for \$1.8B, 2021

Financial Projections

	2023	2024	2025	2026	2027	2028
Revenue	\$1.3 M	\$4.1 M	\$9.5 M	\$28.8 M	\$74.0 M	\$146.4 M
Expenses	\$2.7 M	\$9.1 M	\$16.2 M	\$31.4 M	\$56.9 M	\$94.3 M
EBITDA	\$(1.4 M)	\$(4.8 M)	\$(6.6 M)	\$(2.3 M)	\$18.0 M	\$55.0 M

Biotoools for Multi-Target Therapies™

4539 Metropolitan Ct
 Frederick, MD 21704

<https://ospreybio.com>

Background

OspreyBio is a DNA biotoools company providing a suite of powerful yet simple and cost-effective platform tools to create "multi-target" therapeutic candidates - enabling researchers to design & build treatments for most diseases, which are too complex for nearly all existing therapies. Osprey's tools use a proprietary modular gene building system called Bird of Prey™ (BoP) to bring gene and cell therapy into the future.

Problem

Most diseases are driven by multiple genes and/or pathways. Simpler single gene diseases (rare or orphan) may now be treated with gene and cell therapy. However, most diseases cannot be addressed because no tools are available for researchers to design and build complex therapies. Current single or "mono"-gene approaches can only in some cases address small patient population diseases.

- Current clinical trials (~2,000 ongoing) are almost exclusively monogenic.
- No existing publicly accessible platforms enable design of complex multigenes.

Solution

Introducing the CloneCard: a novel patent pending DNA delivery tool used to wield the Bird of Prey, the first standardized & modular multi-gene building system enabling researchers across the industry to *simply* build **complex** therapies.

- Simple "lego-like" building system cut & paste, standard protocols – all constructs are built the same.
- BoP system does not require genetic engineering expertise. CloneCard and other end-to-end tools to streamline development.
- Enable millions of new gene combinations, opening up great potential for new therapy development.
- Saves time and money in high-cost research. Multiple shots on goal at one of the lowest costs on the market.



Revenue Model, Marketing, & Target Customers

All Osprey products are meant to work around the Bird of Prey system as an end-to-end cloning system. CloneCard sales are accompanied by recurring revenue opportunities such as OEM and resale of mRNA, reagents, DNA purification kits, and gel electrophoresis tools & kits. In the future, Osprey may sell engineered cell lines, proprietary genes, and more. CloneCard genes are research-use-only with licensing opportunities for commercialization.

Osprey has a robust multi-tiered marketing & distribution strategy built on multiple sales channels, an extensive network within academia; 1:1 key opinion leader marketing; conference attendance as a vendor; strong branding, and simple messaging drive digital marketing towards targeted labs (using SciLeads for granular marketing); and a unique brand strategy & identity.

Primary Customers

Academia, Government, NGO
 70.3% basic research*

~\$77B in government funding
 to applicable diseases

Secondary Customers

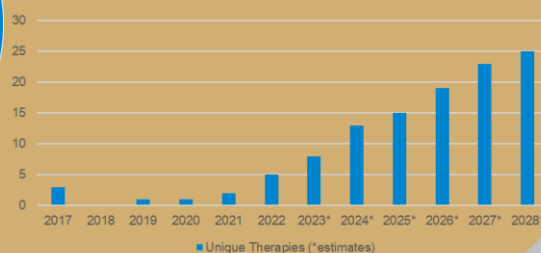
Private Sector
 29.7% basic research*

1,000+ target companies
 active in relevant discovery activities

Dramatic Growth in GC&T Sector

- Gene & Cell Therapy \$37B by 2027 (~40% CAGR)
- Increasing rate of G&C therapy approvals (Est. up to 20+ per year by end of decade)

APPROVED GENE & CELL THERAPIES PER YEAR



\$28B
 US Discovery Biotoools

\$5B
 Gene & Cell Therapy
 Discovery

5%
 market capture
 \$250M Revenue

Competition

deNovo Synthesis Companies

- High rejection rates due to DNA complexity
- Requires significant expertise to build & design genes.

Repositories

- No guarantee of quality – existing genes only
- Expertise still required to build without BoP system.

Catalogue Providers

- Limited applications to general research/drug discovery.
- Expertise still required to build without BoP system.

Osprey Advantages

- All genes on CloneCard have natively built-in BoP system.
- End-to-end toolkits & low cost greatly reduce barrier to entry.
- Customers avoid pitfalls of synthesizing DNA for research.

Anticipated Milestones

2024

- First major sales.
- Expand to 50+ CloneCards.
- Acquire first 100 customers.
- Lock in distributors & key partnerships.

2025

- Viral and Cell delivery systems for end-to-end clinical pathway.
- First commercial customers (private market).
- First BoP license.

Seeking \$1M+ Angel Convertible Note Round

Use of Funds

Funding will primarily focus on sales & marketing & product portfolio expansion.

Financial Projections (Conservative & Unaudited):

	2024	2025	2026	2027
Revenue (000)	500	2,500	7,300	12,000
EBIT (\$ in thousands)	(525)	230	3,000	7,000

Key Personnel

Sam Glickstein – Co-Founder & CEO

10+ years multi-disciplinary entrepreneurship background in Ag-Tech, and Biotech. Founder and CEO of acquired company Biotrophics.

Dr. Thomas D. Reed – Co-Founder & CSO

20+ years of experience in pioneering, leading, and creating new technologies within the biotechnology space – Founder and previous CSO of Intrexon (now Precigen/PGEN) for 20+ years.

Board of Directors

Dr. Mark Braugher

Former CEO of Argonex, a biotoools company acquired by Serologicals. Prior VP business development with Pharmacia & Upjohn and later VP clinical and regulatory affairs for Intrexon.

Dr. Aris Persidis

Co-Founder & President of Biovista, an AI drug positioning and precision medicine pioneer. Past experience in leadership positions within biotoools companies like Upstate, Serologicals, and Cellzome.

Management

Denise Tayloe, CEO
 Paul Trevithick, Fractional CTO
 Claire Quinn, CPO
 Thorn Tayloe, VP/Engineering
 Shauna Leff, VP/Marketing
 Jodell Seagrave, VP/Strategic Initiatives

Industry

Digital Identity, Consent Management & Privacy Compliance

Team Size

16 Employees | Plus Contractors

Bank

Wells Fargo

Auditor

Selection Underway

Law Firm

Pillsbury Winthrop Shaw Pittman LLP

Amount of Financing Sought

\$1.5M SAFE

Current Investors

1414 Ventures | Individual Accredited

Use of Funds

- Activate New Global Sales Channel
- Launch 5 major age aware™ Pilots
- Close 1+ Top Ten Social Platforms
- Achieve \$4M ARR run rate by 9/2024

Business Description: A Global, Minors' Identity and Privacy Solutions Company

Why Now? Recent children's associated privacy fines top \$1.3B: Worldwide, there are two billion children under the age of 18. One in 3 Internet users is a minor. Each attempt by a child to access a website, app, or digital service with their mobile phone, tablet, or other digital device presents a commercial opportunity for PRIVO. PRIVO software and expertise solve risk-related pain points for large enterprise and consumer brand companies who must comply with a tsunami of complex and expanding minors' digital privacy laws and industry self-regulations. The stakes are high for companies as even inadvertent mishandling of minors' data can trigger substantial fines and create lasting reputational damage. PRIVO's privacy tech platform ensures that companies maximize their digital business operations while adhering to relevant regulations. PRIVO's business model includes subscription based trustmark and managed services, delivering digital identity, consent management and privacy compliance *as-a-service*. The company served over 100 customers in 2023.

Company Background: PRIVO was founded in 2001 and is considered a global authority in minors' digital privacy. The company was initially funded by the founder and angel investors. More recently, PRIVO has bootstrapped company operations with revenue and modest debt. The company is now raising \$1.5M SAFE to deliver on key product and revenue milestones in preparation for institutional funding. PRIVO is targeting a minimum \$10M Series A round to close in Fall 2024.

Management: PRIVO team members are technology innovators with deep operating experience across digital businesses engaging minors and families in media, advertising, online communities, gaming, education and more. The PRIVO team's intense understanding of customer needs is a strong foundation for successfully scaling revenue and maintaining exceptionally high customer retention rates.

Products/Services: PRIVO is the ONLY of six FTC authorized COPPA Safe Harbors to also provide compliant, configurable identity and privacy software solutions. In Q1 2024, PRIVO will complete its robust, privacy tech solutions suite with the MVP

activation of a proprietary, global, minors privacy protection registry and signal service. Together, these services are a transformative solution to a previously unsolved problem; knowing whether a user attempting access to a service is an adult or a child. Like a digital doorbell, PRIVO's newest services will enable providers to be "age aware" for the first time in history.

Technologies/Special Know-how: PRIVO holds eight patents which protect the company's current and planned digital identity solutions. To support its new age aware services, PRIVO patents cover device tracking and data privacy, creating licensing and partnership opportunities with IoT and device manufacturers as well as leading players in the identity and age verification markets.

Market: PRIVO solutions solve a major pain point for global consumer brands with products and services designed to *engage* with children and teens. **Use Case 1: Let Kids In**, e.g., gaming, education, entertainment. And, equally important for companies required to *block* minors' access; **Use Case 2: Keep Kids Out**, e.g., gambling, pornography, advertising, etc. PRIVO solutions also support engaging or blocking youth for industries with additional specialized privacy and security concerns that extend beyond minors' privacy, including health care, fintech and edtech. PRIVO operates within a TAM of \$65.8B covering services from CIAM, IDaaS, Age Verification and Consent Management. With additional funding and projected leverage from protected, permissioned minors' data, the company expects revenues to exceed \$50M by Y/E '2027.

Distribution Channels: PRIVO's success will leverage a new global channel partnership and high-profile marketplaces with leading companies in enterprise customer identity and access management, as well as prioritizing sales and business development focus within the company's identified top target verticals, e.g., gaming, entertainment, toys, health care, education and more.

Competition: In the past, PRIVO's primary competition has been selling against the status quo, in which companies turn a blind eye toward minors' data privacy compliance. This is rapidly changing, due to aggressive multi-state, federal and international legislation (e.g. COPPA 2.0, Children's Code, CA AADC, KOSA) coupled with increasing media, legislative and consumer pressure on regulators and policy makers, high profile fines, and mounting evidence that trust drives long-term growth.

	2023	2024	2025	2026	2027
Revenue	\$2.40M	\$4.17M	\$9.75M	\$27.25M	\$68.12M
EBITDA	(\$401k)	\$39k	\$1.76M	\$14.68M	\$37.15M

2024 operating performance subject to closing SAFE by 1.31.24. PRIVO seeks to close \$10M equity raise in Fall 2024.



WHAT IS RENDER?

RENDER is a remote engagement tool built to save contractors time and money by streamlining the first step in the renovation process simply and accurately.

RENDER will allow contractors to bid on jobs remotely by inviting homeowners to self-measure their space. RENDER provides workflow enhancements that save home improvement professionals, from designers, architects, remodelers, and specialty trades, nearly 10 hours on EVERY LEAD.

Born from necessity RENDER is the first remote engagement tool for home improvement professionals.

OBJECTIVE

To successfully introduce and integrate a remote engagement strategy to the \$700B home improvement industry.

MARKET

RENDER's go-to-market strategy involves a targeted approach, segmentation within the home improvement industry, and an outside sales team to engage enterprise-level customers first.

RENDER is targeting the ~6,000 companies with over 50 employees first, with an annual contract value (ACV) of \$85,000+, only to leverage this market penetration and brand recognition to infiltrate the SMB market. .

RENDER's unique selling propositions of time savings, digital process enhancement, and remote engagement hold significant appeal for large companies always looking to accelerate their sales cycle.

RENDER's TAM is over \$5B, with an immediate SOM presenting a \$1.5B revenue opportunity.

WHERE WE STAND

Over 120 paying customers and a 60%+ conversion from free trial, RENDER has found PMF!

RENDER pivoted to enterprise sales in November, and sold it's first Enterprise contract in December.

CURRENTLY RAISING \$2.25M SEED ROUND

With a lead investor and TedCo as co-lead, RENDER has raised \$1.9M in this seed round.

ROUND DETAILS

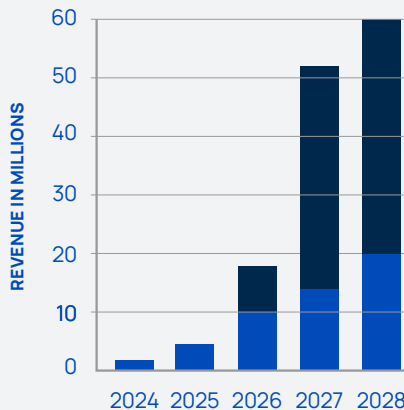
2.25M Seed Round, 3 yr conv. note, 7% int, \$8M cap, 20% disc.

USE OF FUNDS

Staffing Sales Team
Marketing
Enhancing Enterprise Product

- Subscription Income (ARR)
- Lead Generation Income

REVENUE PROJECTIONS



Vision: To enrich the lives of people in the home improvement industry.

Mission: To provide cutting edge solutions, in software and processes, that enhance the home improvement sales cycle. Our products provide convenience for homeowners while equipping tradespeople for greater success.

LEADERSHIP TEAM



A.J. BALLANTINE
Founder & CEO

- Founded Cornerstone Remodeling in 2011
- Lifetime experience in home improvement



JIM KILLORIN
Co-Founder & COO

- Joined Cornerstone Remodeling in 2020
- Founded numerous businesses



JOE VALERI
CSO, Executive Chairman

- Serial software startup entrepreneur
- 4 successful acquisitions



DONNY WYATT
Business Dev & Sales
Advisor, Board Member

- Founder of CoConstruct, acquired in 2021

For investment opportunities or for additional information, please contact:

A.J. Ballantine

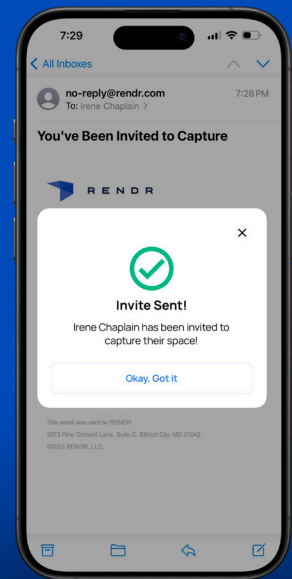
P. 301.401.9177

E. aj@render.com

W. render.com

"I use RENDER for every job I look at since it gets our field drawings into Chief [Architect] almost instantly. And in a down economy, I end up taking on more leads than usual. RENDER helps me spend less time on leads that go nowhere."

Chris H.



Our Partners



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Fairfax County Economic Development Authority (FCEDA) provides a wide array of free and confidential services and information to assist new, expanding and relocating domestic and international businesses. FCEDA's mission is to promote the competitive advantages of Fairfax County and influence the growth of a diverse and innovative business ecosystem that enhances the tax base, creates demand for commercial space, and supports an extraordinary and equitable quality of life. Headquartered in Tysons, Fairfax County's largest business district, the FCEDA also maintains offices in major business hubs around the world: Bangalore/Mumbai, Berlin, London, Los Angeles, Seoul, and Tel Aviv. For more information, visit www.fairfaxcountyeda.org.



REFRACTION
INNOVATION HUB

REFRACTION

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.



NORTHERN VIRGINIA CHAMBER OF COMMERCE

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

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

Julie Coons is a transformative business leader who delivers unprecedented revenue and profit growth through innovation, operational excellence and cultural change. Beginning in September 2018, Julie was selected to serve as the President and Chief Executive Officer of the Northern Virginia Chamber of Commerce. With nearly 20 years in non-profit management and the private sector before that, Ms. Coons has a keen eye on ensuring that the Chamber's members derive direct value from their membership. As President and CEO, Ms. Coons is focused on strategically positioning the Chamber as a convener of thought leadership, a vehicle for engagement, and a leader in business advocacy within the region. In September 2017 Ms. Coons was appointed by the Council of Better Business Bureaus Board of Directors as its Chief Operating Officer. Prior to that role Ms. Coons served as the Executive Vice President of National Programs, a newly created position and division. Ms. Coons joined the Council of Better Business Bureaus in January 2017. The Council of Better Business Bureaus is a nearly \$31 mm organization comprised of a range of national programs, over 100 BBB national partners throughout North America and two charitable organizations, the BBB Institute for Marketplace Trust and the Wise Giving Alliance.



NORTHERN VIRGINIA TECHNOLOGY COUNCIL

NVTC is the trade association representing the Northern Virginia technology community. As one of the nation's largest technology councils, NVTC serves companies from all sectors of the industry, from small businesses and startups to Fortune 100 technology companies, government contractors, as well as service providers, academic institutions, and nonprofit organizations. More than 450 members look to the organization as a resource for networking and educational opportunities, peer-to-peer communities, policy advocacy, industry promotion, fostering of strategic relationships, and branding of the region as a major global technology center. Learn more at www.nvtc.org.



FORVIS

FORVIS @FORVIS

FORVIS was created by the merger of equals between BKD and DHG. We now have the scale and scope of a dynamic, top 10 professional services firm—but we'll continue our legacy of Unmatched Client Experiences with remarkable care, expertise, and drive.

Our clients benefit from a single organization with the enhanced capabilities of an expanded national platform, deepened industry mastery, greater resources, and innovative advisory services. Our aim is to help you succeed today while preparing you to forge ahead into a clear future.



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 services 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.



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.



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.



BYOND

We guide executives and business owners to build substantial value for their companies and achieve positive business and personal outcomes, making a significant impact within your organization. We have decades of business-to-business experience with technology companies. We are flexible in how we work with clients. We also recognize the impact that our work can have on the lives of company executives and their employees; we carry this awareness with us as we work with our clients.

Our holistic approach avoids many common issues when growing your company's revenues and profits. We bring our proprietary methodologies, tools, experienced advisors, and our novel service model together in an action plan to quickly and sustainably grow your business value, often averaging more than 27% per year.

BALTIMORE ANGELS

BALTIMORE ANGELS

The Baltimore Angels is an angel investor group based in Baltimore, MD. Founded in 2009, its mission is to invest profitably in the regional entrepreneurial ecosystem and advance early stage innovators to the next stage of capital formation. Its vision is to be the most trusted resource for angel capital investment and entrepreneurial mentorship in the Greater Baltimore region.

STARTUP GRIND

STARTUP GRIND-COLUMBIA, MD Startup Grind-Columbia, mid-Maryland Chapter is part of the largest global community for innovation, entrepreneurship, and the startup community. We're actively educating, inspiring, and connecting more than 2MM+entrepreneurs,600+ cities, and 130+ countries. We nurture startup ecosystems through mentorship, advisory services, education, inspiration, access to capital, and most importantly, connecting members with the resources we need to have the best opportunity to grow phenomenally successful ventures. We exist to help others before ourselves, give first not take, and make friends, partnerships, and collaborate and not just contact or compete.

THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

The Maryland Tech Council Venture Mentoring Program(MTCVMS)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.

BLU VENTURE INVESTORS

Blu Venture Investors is a venture capital investment company that supports early stage entrepreneurs in the Mid-Atlantic Region – Maryland, Virginia, Washington, DC and North Carolina. We typically invest \$500K to \$1.0M in a single round. When larger financing rounds are needed, we actively look to syndicate deals with other investment groups in our network. Our goal is an accelerated, successful exit, for both company founders and investors alike.

RYAN & WETMORE, P.C

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

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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Google for Startups



Thank you to our Partners



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



REFRACTION
INNOVATION HUB

nvtc
NORTHERN VIRGINIA
TECHNOLOGY COUNCIL



NORTHERN
VIRGINIA
CHAMBER OF COMMERCE
The Voice of Business in Northern Virginia

FORVIS

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BYOND
OUTCOMES **BEYOND** EXPECTATIONS



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SCHOOL OF BUSINESS
DINGMAN CENTER
for ENTREPRENEURSHIP



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Entrepreneurship
Serving all of Georgetown University
from the McDonough School of Business



ETS Enterprise
Transformation
Solutions

 MARYLAND
TECH COUNCIL

 Ryan
+ Wetmore
Certified Public Accountants • Advisors

Big Idea

CONNECTpreneur

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

December 20th



**REGISTER FOR OUR
NEXT IN-PERSON EVENT!**

January 24th



**VIEW A LIST OF ALL
RSVPS FOR TODAY'S
EVENT HERE!**



**SHOUTOUT TO OUR
PREP TEAM**



Big Idea

CONNECTpreneur

IN-PERSON PRESENTER INFORMATION

2024 CALENDAR

January 24

Rockville, MD

March 7

Washington, DC

April 15

Washington, DC

June 6

Tysons Corner, VA

August 1

September 19

Washington, DC

October 30

Baltimore, MD

December 16

Tysons Corner, VA

THE BIG IDEA CONNECTPRENEUR FORUM: OVERVIEW

Over 25,000 business leaders have attended our bi-monthly in-person events since 2012. These UNIQUE EVENTS are like NONE OTHER in our region, due to the high quality of our attendees and participants, as well as our programming and unprecedented networking.

The Big Idea CONNECTpreneur Forums are an exclusive "mashup" of over 400-550+ of the Mid-Atlantic Region's top entrepreneurs, business leaders, CXOs, angels & VCs.

Over 70% of our attendees surveyed rate The CONNECTpreneur Forums as "the number 1 networking event in the Mid-Atlantic region".

PRESENTER BENEFITS

- Exhibit cocktail table (hi-top) or 1/2 of a 6-foot exhibit table in networking Atrium
- Podium time - 4 1/2 minute pitch
- Preparation and review of Exec Summary and Deck (time permitting)
- Free lifetime admission to all future in person CONNECTpreneur Forums
- Personal intros to potential angels in our community - whether they attend or not
- Executive Summary in program book - printed and e-version on website
- 3 extra comp tickets - in addition to yours (4 total)
- Post-event recap sent to 80k business leaders in our Community will include your name, email address, website, and any links to follow-up investor meetings you may be hosting
- Social media marketing via the CONNECTpreneur Facebook pages, LinkedIn page, etc.
- Information about your follow-up meeting: You can provide me with an Eventbrite link or Calendly link to be included in our recap email after the event. This meeting will be hosted by you, and we will help you promote it by including it in our recap email to 80,000 people following the event.

PROGRAM HIGHLIGHTS

- Panels with leading "UBER" entrepreneurs and investors
- Leadership conversation with the region's top business leaders
- 8-12 Emerging companies seeking funding will briefly tell their stories
- Networking sessions before, during, and after the event

WANT TO PRESENT?

Please email your executive summary and/or presentation deck for evaluation and approval by our Review Committee: srallison@opus8.com



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:



CONNECT with us!

