

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

February 23, 2023

CONNECTpreneur.org

AGENDA

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

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

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

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

11:20-12:20pm | ROCKET PITCH SESSION Companies will be introduced by:

- MARK HAAS, CEO, **AEG**

- DARREL BARROS, Shareholder, **NEXT powered by Shulman Rogers**

12:20-1:00pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)

February 23, 2023

CONNECTpreneur.org

PRESENTING COMPANIES

Airthium - Andrei Klochko

ASEELapp - Hailey Barry

Caring Closures- Milton Cohen

CLOUDCOVER® - Stephen Cardot

Door Robotics- Josh Ermias

Ethicann Pharmaceuticals Inc. - Bruce Mackler

Flurrent - Vennard Wright

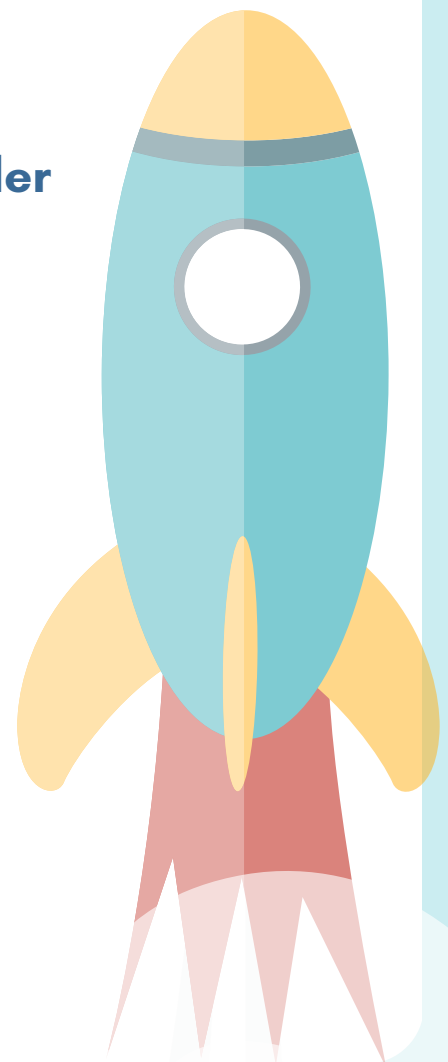
Kettle - Nick Iovacchini

Levlz - Jordan Weymouth

MedWatch Technologies, Inc. - Mike Moore

Skreens - Marc Todd

Wind Harvest - Kevin Wolf



SPEAKERS



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

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

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



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

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



We decarbonize the production of industrial heat, responsible for 3% of the world's CO2 emissions (*).

Airthium is a Y Combinator backed climate tech startup.

Founded in 2016, by Andrei Klochko (Ph. D. Plasma Physics, École Polytechnique) and Franck Lahaye (Ex-Sales Director EMEA, Intelsat), the company is based in Austin, Texas, with an R&D office in France.

Heat pumps are seen as the best technology to replace polluting natural gas fired HVAC system in our homes.

But until now, they could not function at temperatures higher than 392 °F, forcing industrial users to use fossil fuels to generate steam and hot air for their processes.

Airthium's technology changes the game. We make the only industrial heat pump in the world capable of reaching 1000 °F with exceptional reliability and efficiency. It is even reversible, producing electricity from heat and heat from electricity.

Airthium's core technology is called Fast Near Isothermal Compression; it is a novel way to compress gases with an exceptional efficiency. We implement it in a completely new Stirling engine architecture and intent to submit patent applications in the coming months.

Our first market will be the food industry, with a heat pump operating between 300 °F and 480 °F. We are currently in discussions to deploy the first prototype in a food processing plant in 2024.

in our temperature range is a \$13B

The industrial heat market per year opportunity.

We are looking for Angels to support our mission.

Get in touch to learn more on <https://calendly.com/airthium> !

Quick Facts

Company Name:
Airthium

Contact:
Franck Lahaye, Cofounder
<https://calendly.com/airthium>

Address:
Austin, TX and Paris, France

Email:
contact@airthium.com

Website:
<https://airthium.com>

Industry:

Energy

Number of Employees:
12, including 5 PhDs

Current Round:
<https://wefunder.com/airthium>

Current Investors

Y Combinator, Data Collective, an energy impact fund (under NDA), angels

* Between 300 °F and 1000 °F



Value Proposition: Aseel is expanding access to the digital economy by providing direct aid to people in humanitarian conditions (Do Good) and empowering artisans to sell their products directly to buyers (Buy Good).

Company Background: ASEEL, Buy Good, Do Good – A global customized digital solutions provider that supports human development through e-commerce while providing crowd and institutional financing for humanitarian relief. Using its proprietary Ferni technology, Aseel designs and leads initiatives, connects people globally and enables them access to new markets and the broader digital economy. ASEEL (adj) means authentic in Farsi, Arabic, Urdu, and Pashto.

Products/Services:

Solution 1: Buy Good, Aseel Handmade enables artisans from underdeveloped and developing countries to sell their products to anyone globally. Aseel successfully created the ASEEL Handmade platform (IOS, Android, Web) and the tools for artisans (Atalan/Enablers (Heroes), Sell with Aseel, Fintech Infrastructure, and Supply chain). 120 Vendors, 840 artisans, and thousands of products transact through Aseel currently. The Aseel Handmade platform is presently being rolled out in Türkiye (Pick-up Country #2) and will be rolled out into two other countries through funding from the Seed round.

Solution 2: Do Good, After the US withdrawal from Afghanistan in August 2021, the Aseel team created a solution to enable the delivery of humanitarian aid to the country. Aseel Do Good (only currently rolled out for Afghanistan) has helped over 250,000 people in the first year. The Do Good initiative consists of food, medical, or other assistance packages that anyone globally can buy for affected people within Afghanistan. The platform (the first of its kind) provides 100% transparency by identifying and providing identification at a beneficiary level using the Omid (Hope) cards. The platform allows people worldwide to create a crowdfunding campaign implemented within the Aseel platform.

Technologies/Special Know-How: Aseel is a technology company and has the below technologies developed to date.

Aseel Platform: Aseel Website, Aseel iOS Mobile App, Aseel Android App. Ferni (Backend), Vendors Campaigns, Heroes Mobile app for deliveries, Hope IDs (identification).

Market: Aseel’s Overall Market is currently segmented into two current products:

Buy Good/Handmade Market: 718B USD

Do Good/Humanitarian: Country 1, Afghanistan Yearly Dev Budget: 10B USD, Global ODA Financing: 167B USD Charities: 500B USD Philanthropies: \$150B~

Int’l Development Agencies (Grants, Contracts, Cooperative Agreements): 270B USD.

Competition: Aseel’s competition is segmented with two current products; however, our market focuses on the Global South.

Buy Good/Handmade Market: Etsy, Amazon Handmade, Powered by People

Do Good/Humanitarian: GoFundMe, Indiegogo, Classy, and Kickstarter

Revenue Model: Aseel’s model covers three aspects (D2C, B2B, and B2G) in both solution areas.

Buy Good/Handmade Market: 15% commission on each e-commerce sale from all countries.

Do Good/Humanitarian: 16% commission on each package/campaign deployment.

B2G, foundations and philanthropies: Expand clients (Current: USAID, Multilaterals, and Charities).

Financial Projections (Unaudited):

	2021	2022	2023	2024	2025	2026	2027
Gross Revenue (Do Good & Buy Good)	\$280,000	\$1,497,370	\$16,700,370	\$72,497,400	\$122,200,400	\$220,000,100	\$243,000,000

Company Name: Aseel Technology Corporation

Headquarters: 2800 South Fern Street, Arlington, VA, 22202

Incorporation: Delaware C Corp

Phone: 2022997136

Email: Nkhalid@aseelapp.com

Website: Aseelapp.com

Industry: Marketplaces, Impact

Number of Employees: 47

Leadership Team: Our experienced leadership team has 130 years of total experience.

CEO: Nasrat Khalid, Ex-world bank, UN, Recipient of Andrew Rice Award in International Dev.

CMO: Hailey Barry, Ex-Deloitte, 15 years of Marketing Experience.

CTO: Zubair Khalid, Ex-SWIFT, 10 years’ experience building.

Coverage: [Time Magazine](#), [NPR](#), [Al Jazeera](#), [BBC](#), [PBS](#) and so on.

Current Institutional Funders: USAID, Charities and a Foundation.

Net Expenditure TD: 500K USD Net

Revenue TD: 2M USD

Amount of Financing Sought: 4.7M USD (Seed Round)

Use of Funds: Product Development/Rollout, Markets expansion.

CHILD-RESISTANT CAPS ARE OUTDATED AND INADEQUATE FOR TODAY'S CRISES



In the late 1960's and 1970's, young children across the US were overdosing *en masse* on candy-coated baby aspirin, leading to the development of child-resistant (CR) caps and closures. This update generated a 45% reduction in US child mortality from drug and supplement poisonings and proved access control as an early intervention.

However, CR caps and closures have not been updated since, leading to epidemic scale public health problems, costing the healthcare system and national economy tens of billions of dollars annually:

- **700k teenagers initiate drug abuse annually** by sneaking pills from family medicine cabinets, the #1 source for teen drug abuse and a leading source of drug diversion in multiple residential and healthcare settings (\$9B annual economic cost)
- **Every eight minutes, a child goes to the emergency room** from a drug or supplement poisoning (\$9B annual economic cost)
- **Every 12 seconds a child is poisoned** from a common household product (e.g., tide pods) (\$20B+ annual economic cost)

All of these can be contained with Caring Closures' simple, proven, cost-effective, and patented locking closure technology

INITIAL AWARD-WINNING SAFE RX® PRODUCT LINE IS NOW QUEUED FOR REIMBURSEMENT

Caring Closures International's (CCI) initial product, a locking prescription vial (LPV®), is sold into multiple pharmacy and healthcare verticals under the Safe Rx® brand name, for use in pharmacy dispensing (filling prescriptions) and medication safety, with a total annual revenue opportunity of approximately \$5B.

In-Market Product

4-Ring Cap

10,000 Potential Combinations

Teen-PROOF

Controlled Substances and Other Meds

Over 100 Customers in 6 Verticals



In-Development Product

2-Ring Cap

100 Potential Combinations

Child-PROOF

Pediatric Fatality Risk Meds

2025 Launch



Safe Rx LPVs are expected to have as significant an impact as child-resistant closures in 1970. Universal LPV dispensing of opioids alone would be expected to prevent seven million teenagers aged 12 - 17 from initiating drug abuse and reduce healthcare and other costs by up to \$92 billion over a ten-year period.

The Safe Rx product line is sold to over 100 healthcare customers, including (i) pharmacies for use in dispensing (filling prescriptions), and (ii) healthcare providers for use in patient medication safety. CCI is pursuing payor (health insurer) reimbursement to pharmacies for LPV dispensing, with five clinical trials underway to validate LPV efficacy and stakeholder economics, which include an approximate 390% ROI to payors and 50% average fill margins for dispensing pharmacies. These economics make this extremely attractive to these stakeholders and will incentivize adoption.

Reimbursement is expected to catalyze significant growth in LPV dispensing for both controlled substances (\$700M domestic revenue opportunity) and ultimately medications with pediatric fatality risk (\$1.3B domestic revenue opportunity).

Safe Rx is the clear category leader in the LPV dispensing market and expects to capture a leading market share in pharmacy dispensing, with 11 issued patents and significant cost advantages, including a 10x manufacturing cost advantage and a 6x workflow cost advantage.



Reimbursement Pathway

Acquire reimbursement code enabling pharmacy reimbursement for LPV dispensing

Complete Clinical Trials Proving LPV Efficacy

Expand Public and Commercial Payor Coverage

Grow Reimbursed Pharmacy Customer Base

CCI Traction

- In process for Unique Device Identifier (UDI) code upload
- **CCI expects code acquisition in Q3 2023** for initial use in Q4 2023

- **5 trials underway**, including Medicare and Medicaid (CMS), Johns Hopkins, and Indian Health Service

- **Developing roadmap for payor engagement** and building economic benefit case
- CMS clinical trial creates Medicare and Medicaid pathways

- Upon advent of reimbursement, **existing customers intend to broaden into additional medication classes**
- **Pipeline of prospects** awaiting reimbursement start



CloudCover® Summary

Industry: Cyber Security + Cyber Security Insurance

Product Solution: CloudCover is AI-generative Agentless Network-centric Cybersecurity Threat Prevention Insurance Platform.

Market Size & Growth: The cybersecurity technology market grew at a rate over 40% each year for the past (5) five years. Cyber-insurance opportunity as insurance premiums increased at 5-year annual rate of 30% and over 150% in 2021. Also, many traditional business insurers have now withdrawn their cyber security insurance coverage from their overall protection plan for their business customers. NDR Market Growth is 14% CAGR.

Total Addressable Market: \$170B — growing to — \$450B by 2027

Serviceable Addressable Market: \$12.4B — growing to — \$16B by 2027

Serviceable Obtainable Market: \$15MM in 2023 — growing to — \$170MM by 2025

Issued Patents (5-of-19 issued patents, 250+ pending continuation-derivatives)

A.W.A.R.E. Patent— identifies ‘never-before-seen’ rapid changing malware risk within microseconds. Result: “near” zero false positives. i.e. accuracy.

AI/ML-SOAR Patent — AI-SOAR engine auto-generates rules at sub-second speed to prevent malware from infecting customer’s network.

TLS Detection Patent — packet “reflection” identifies cyber-attacks at the customer’s network edge instantaneously and bi-directionally.

Risk Scoring Patent — risk score measures network risk real time including the regulatory compliance and governance when handling third-party data.

Cyber-Insurance Blockchain Patent — Solution creates a tamper-proof chain of transparent ledger-recorded IT events transacted on customer’s network.

Leadership

- Stephen C. Cardot**, Founder, CEO, Chairman
- Robert J. Demopoulos**, Chief Science Officer, CTO / Board Member
- John J. Riordan**, EVP. CRM Director / Board Member
- Mike Ducatelli**, SVP, Chief Revenue Officer / Board Member
- Michael Steep**, Chief Strategy Officer

Milestones

- Award-winning** cyber security technology: Best of Class - 2013 thru 2021
- Super Bowl 50 security** - 2016 Best of Class deployed protection
- Patent AI/SOAR** platform utilizing proven integrated algorithmic method
- USPTO: 5 issued patents** - 14 pending patents, CC trademark in 42 countries
- USAF OpsAI Design Sprint Summit** — AI/ML Cybersecurity Keynote Speaker
 - Partnership:**Stanford University GPC Digital Cities, including U.S. Air Force
- Electric Power Research Institute** Certified Member (EPRI-SCADA certified)

Revenue

- 2022** = \$575K
- 2023** = \$9MM
- 2024** = \$54MM
- 2025** = \$170MM+

Distributor Channel Model

- Primary Sales:** Healthcare, Financial, Energy, Government, Insurance
- Cloud Services:** AWS, Azure Marketplace, IBM Cloud, Equinix
- Enterprise:** Telco white-label partners and Government-focus resellers
- Cyber-Insurance:** (captive-insurance, brokers, carriers, MGA resellers)

Market Verticals

- Financial** (banking, credit unions, insurance, credit cards, crypto-currency)
- Healthcare** (hospitals, clinics, medical manufacturing)
- Government** (SLED: K-12, universities counties, cities, local fire & police)
- Infrastructure** (Energy EPRI, power production and grid systems)
- Education** (universities, K12, virtual online)



EXECUTIVE SUMMARY

ONE-LINE PITCH

Door Robotics is automating the process of gathering interior 3D real estate data with an autonomous drone.

COMPANY DESCRIPTION

Door Robotics designs the hardware for our drones and develops the software for the 360-degree stitching. The drone can quickly gather 3D point cloud data and capture 360-degree images. Subscribing to Door Robotics' user platform or a compatible platform, such as Matterport, anyone accessing the data can perform functions related to marketing, insurance, maintenance, interior design, and more.

CUSTOMER PROBLEM

3D model data and measurements and 360-degree pictures are not simple to gather. Contractors are usually required to gather measurements by hand tape measures, measuring lasers, and sensor setups on tripods. Using tripod sensors and cameras, operators need to get out of the camera shot, and come back in the room and move the tripod several feet, then repeat the process for the whole house or property, with a hardware and software solution.

VALUE PROPOSITION

Our drone has a built-in 360 camera and autonomous navigation software. The hardware and software design are both proprietary and works seamlessly to expedite the process and lower the barrier for entry capturing 3D model data.

TOTAL ADDRESSABLE MARKET

In the US, there are 10 million homes sold and rented each year. With the average realtor or homeowner paying \$200 per home for photography, there is over \$20 billion spent on real estate advertising. We will also expand into professional photography, inspections, architecture and construction, insurance, and military among many others. By 2025, the annual revenue of the drone industry is projected to reach \$82.1 billion.

GO-TO-MARKET STRATEGY

Jan '19 - May '23: Product development, pre-sales, partnerships
June '23 - Dec '23: Product delivery, software suite beta test rollout
Q1 '24: Retail + commercial distribution
Q3 '24: Expansion into inspections, insurance, government and military applications

BUSINESS MODEL

B2C Direct (products), B2B bulk orders, subscription-based software suite (SaaS)

COMPETITION

Matterport - matterport.com | Skydio - skydio.com | Insta360 - insta360.com

COMPETITIVE ADVANTAGES

Software services, indoor flight, real-time VR streaming, all-in-one solution, autonomous flight

KEY PARTNERSHIPS

Hatch Duo - Industrial Design (San Jose, CA)
Deep Sea Developments - PCB Manufacturer (Palo Alto, CA)
University of Maryland (College Park, MD)
MicroCenter - Potential Retailer (25 locations)
Lowe's - Potential Retailer

EXECUTIVE TEAM

Josh Ermias, CEO
Patrick Crowe, COO
Chris Howe, CFO

TEAM RESPONSIBILITIES

Josh Ermias: Software engineering, prototyping and recruitment, investor relations, product strategy, long-term strategy

Patrick Crowe: Sales and marketing, crowdfunding strategy, brand positioning, team management

Chris Howe: Corporate business development, commercial real estate partnerships, financial accounting

COMPANY CONTACT

URL: www.doorrobotics.com
Email: josh@doorrobotics.com
patrick@doorrobotics.com
Phone: 301-633-1006
Address: 387 Technology Drive,
College Park, MD 20740

COMPANY PROFILE

Industry: 3D Data, Real Estate, Robotics
Stage: Paid Users / Live Product
Employees: 6
Founded: 2019

FINANCIAL INFORMATION

Pre-Seed Round
Goal Completion: April 2023
Capital Seeking: \$1.5 mm for inventory and 18 months runway
Terms: Post-Money Valuation - \$6,000,000
Raised in round so far: \$250,000

RECENT MILESTONES

- Sold \$187,519 in pre-orders in Kickstarter
- Josh Ermias named UMD Entrepreneur of the Year 2021
- Closed LOI with Real Estate marketing firm, Beycome for 200 units (\$440k deal)

ADVISORS

Bank: Silicon Valley Bank
Legal: Anthony Millin (Shulman Rogers)
Accounting: Charles A. Weinberg, CPA
Fundraising: Pebblebed Ventures

Value Proposition Ethicann Pharmaceuticals Inc., reformulates approved drugs with problems -50% ethanol induced oral adverse reactions, difficult to use, tastes bad, . . . , into a proprietary Zydis® oral dissolving tablet delivery system to make them safer, easier to use and appealing to patients, that achieves rapid market entries using abbreviated approval pathways in Canada, US, Germany and UK.

Leadership: Ethicann has become a global leader in its reformulation strategy that rapidly achieves a rapid new drug approval (2025-26) to treat MS spasticity, based on a bioequivalence study and piggy-backing on efficacy data in literature. Using Canadian data, Ethicann can move rapidly into UK, German and Europe generating revenue, while pursuing FDA approval.

Company Background: Ethicann Pharmaceuticals, Inc. (EPI) was established by experienced pharma executives to reformulate approved cannabinoid drugs with safety issues. EPI received Health Canada authorization to pursue the abbreviated **Third Party-Data (SRTD) pathway** allowing our MS spasticity drug to piggybacking on published Sativex efficacy data. Ethicann in-licensed Catalent Zydis oral dissolving tablet (ODT) delivery technologies, using sublingual route going into brain, by passing the liver first pass effect which removes 30%-45% THC:CBD adsorbed through the stomach. Ethicann has also targeting other cannabinoid drugs to reformulate. Later in 2023 EPI will seek an additional \$12-20 million in financing in its Series A Preferred Financing, which is for completion of its MS spasticity drug trial, **FDA 505b2 NDA submission for approval**, and further develop additional drugs for commercialization.

Leadership Team: Management Team has **100 years of pharma experience** in regulatory, manufacturing, and marketing, also they have achieved exits, one in the cannabis area in a **\$1B sale of CaniMed to Aurora**, \$340 M licensing deal with Astellas. The team, has filled FDA INDs and NDAs, sought approvals in Europe, Australia, Japan, and Canada. More recently, Ethicann has had successful regulatory meeting with FDA and Health Canada on its MS spasticity product, signed a **license with Catalent on proprietary Zydis® oral dissolving tablet delivery technologies**.

Products/Services: By reformulating approved drugs with safety problems and using rapid approval pathways, Ethicann achieves new drug approval in 4-5 years and can rapidly enter established markets with reimbursement codes. The increased safety from a proprietary ODT delivery system that creates a competitive advantage as well as that patients want safer and easier to use drugs.

Technologies/Special Know-How: The Zydis delivery oral disintegrating tablet platform in-licensed from Catalent is proprietary and Catalent-Ethicann is striving to develop IP on the formulation making copies difficult. Ethicann will obtain administrative exclusivity on a new drug approval. The rapid to market strategy will also gain market share impeding any possible competitors. Ethicann’s safer MS spasticity drug does not appear to infringe on the originator drug manufacturers’ intellectual property.

Market: Ethicann is targeting the markets of approved drugs, which have safety concerns, addressing the need of patients for safer products – MS spasticity (\$2.2B) and Epilepsy (\$3.4B), and expand the indications to Chronic Cancer Pain (\$6.2B) and ALS spasticity(\$1B). Based EPI-002 (MS spasticity) receiving Health Canada approval late 2025, with a launch in Canada 2026, UK 2026, Germany 2026, Europe 2027-29, US 2028-29, revenues will begin in 2025 (\$3,466,000) and with revenues from Epilepsy and Chronic Cancer Pain drugs grow to about \$1 billion by 2032

Distribution Channels: Ethicann will remain a development company and use geographical based sales and distribution partners rather than develop its own direct sales forces. As shown above, this commercialization strategy produces excellent profitability, and enables Ethicann to focus on new drug development for multiple chronic health conditions.

Competition: Ethicann’s reformulated drugs will be competing against Sativex, which have safety issues presumably responsible for the poor patient uptake. Ethicann’s marketing strategy is based on offering safer, easier to use drugs, which are equally efficacious; patient want safer and easier to use drugs.

Quick Facts

Company Name:
Ethicann Pharmaceuticals Inc.

Contact:
Bruce F Mackler Chairman

Address:
7710 Woodmont Ave. Suite 910
Bethesda, MD 20814-6085

Phone: 1-301-529-6984

Email:
bmackler@ethicannpharma.us

Website: www.ethicann-pharma.com

Industry: Pharmaceuticals

Bank: Well Fargo

Law Firm: George S. Lawler, Esq.
Whiteford, Taylor & Preston L.L.P.

Patent Estate: Catalent UK

Number of Employees: 5

Current Investors: 42 investors

Use of Funds: GMP mfging of clinical batch

Auditor: none at present

Amount of Financing Sought:
\$500,000 remaining of \$2.0 million
bridge to Series A round

Financial Projections (Unaudited):

	2025	2026	2027	2028	2029
Revenue	1,000,000	3,466,000	10,973,000	16,619,000	124,488,000
EBIT (dollars in thousands)	34%	25%	30%	25%	30%



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Oxon Hill, MD 20745

www.wavewelcome.com

Vennard Wright, Founder & CEO
(301) 868-3664
vwright@wavewelcome.com

Industry
IT Professional Services

Certifications
MDOT MBE
CRMSDC MBE
Prince George’s, MD MBE
State of PA MBE
Maryland SBR
Federal SDB

Number of Employees
10 (5 W-2, 5 1099)

Leadership Team Names
Vennard Wright, CEO
Stacey Chisholm, VP of Ops
Sam Smith, Customer Success
Mgr.

Legal Firm
Shulman Rogers

Accounting Firm
Zacharin Consulting

Amount of Investment Round
\$2M

Use of Funds
Marketing & Sales
Product Development
Operations

CORPORATE OVERVIEW

Company Background: *Wave Welcome is a one-step technology provider who partners with organizations to deliver digital transformation, IT modernization, cyber risk compliance, and strategic planning services for realizing increased efficiency through the practical application of data analytics, technology, automation, process improvement and people-centric solutions.*

Products/Services: *Small to medium sized organizations (SMO) are oftentimes overlooked in favor of enterprise level customers who are perceived to be more lucrative. There are more than 32M small businesses in the US. This is further complicated by the fact that most SMBs don’t have to money, time, or expertise to adequately service their needs. Wave Welcome addresses these gaps by proving executive level services to organizations that typically don’t have access.*

Technologies/Special Know-How: *To automate the social media marketing process, Wave Welcome has developed a platform that provides centralized, self-service online access to digital marketing services that SMOs require to increase brand awareness.*

Market: *According to the Small Business Administration, there are more than 32 million small businesses in the US. This number and the serviceable market are increasing exponentially every year.*

Distribution Channels: *We work directly with government, nonprofit organizations, universities, and commercial clients to deliver our IT consulting and support services. We are also partners with Microsoft, Comcast, and other industry leaders.*

Competition: *There are other firms in the Washington, DC region, such as Hartman Executive Advisors, that offer similar services. What separates Wave Welcome is that we aim to offer the same level of services at a lower cost. We also offer the full lifecycle of services to include IT and cybersecurity managed services.*

Leadership Team: *Wave Welcome is led by Vennard Wright who served as CTO for EDS, Director of Technology for Hillary Clinton, CIO for Prince George’s County, MD, CIO for WSSC Water, and CIO for Iron Bow Technologies.*

FIVE YEAR FINANCIALS

	Year 1	Year 2	Year 3
Revenue	2,000	237,000	900,000



February 2023

Highlights

Value Proposition: KettleOS is a data and technology platform that helps organizations unlock the financial benefits of hybrid work. We help tenants save millions of dollars a year by effectively eliminating underutilized office space, while simultaneously helping landlords and flexspace operators generate more revenue from their spaces.

Leadership Team: Our experienced leadership team has extensive experience starting and scaling companies. Our team boasts 50+ years experience in technology development and flexible work operations with deep domain expertise in commercial office real estate, flexible work, and product development.

Problem: As the result of Covid, the rise of hybrid and remote work have fundamentally changed the demand for conventional office space. The traditional ways of forecasting the amount of workspace needed are no longer applicable as factors going into predicting demand have become exponentially more complex.

In the absence of a reliable way to forecast workspace demand and the tools to operationalize hybrid work, tenants are wasting a massive amount of money on unnecessary office space and landlords are losing massive amounts of money as they scramble to meet new tenant needs.

Solution: We combine predictive data analysis to forecast workspace demand with operational tools necessary to implement hybrid + flexible work models. In doing so, we help tenants capture significant savings in office overhead, while enabling landlords and flexspace operators to generate more revenue.

Technology: We have highly differentiated enterprise-grade software and best in class predictive data modeling capabilities.

Market: As 90% of all companies are embracing a hybrid work model and 70% of conventional leases are rolling off by 2027, the impact on commercial office real estate will be massive. These seismic changes are creating an expansive emerging market opportunity.

Revenue Model: SaaS model for landlords, flexspace operators, and tenants.

Traction: Early stage, generating revenue. Engaged with large landlords, flexspace operators, and tenants.

www.kettleos.com

Contact:
Nick Iovacchini

Email:
nick@kettleos.com

Website:
www.kettleos.com

Industry: Proptech

Domain: Predictive data modeling and software that enables landlords, flexspace operators, and tenants to unlock strong ROI by predicting workspace demand and implementing solutions within hybrid work models.

Leadership Team:
Nick Iovacchini - CEO
Ryan Donohue - CTO

Seeking Investment of \$750K with \$400K committed

Use of Funds:
Product Development
(Automations & Integrations)



Overview:

Levlz, the social adventure mobile app, designed to bring a fun, meaningful, and immediate element to in-person human connection.

The Problem:

People are more disconnected than ever due to living in a social media age. Generation Z, the ones who grew up in our online era, are reporting the highest reports of loneliness out of any generation alive. They value authentic human interaction but haven't found the right channel for it.

The Solution:

Levlz is an app that assigns different coffee shops and bars in your local area a specific topic, so that any day of the week at any time, you can go out on a social adventure exploring cool different places in your local area while connecting with people who love to talk about the same things you do. The app streamlines the process of finding a location and topic you like, helping you break the ice with other users, and making it so users feel heard.

Business Model:

Levlz is a free app with 3 ways of generating revenue:

1. In-App Purchases: Extra Avatar content for \$5
2. Locations pay \$1.20/hr to be place where users meet
3. Ads

Market Analysis:

-Generation Z (ages 11-26) consists of 68 million people.
-73% report feeling lonely either sometimes or always
-Nearly 9 out of 10 Gen Z adults spend an hour or more on social media each day.
-Native to technology, 91% got their first mobile device before age 16
-Surprising study found 83% of Gen Z prefers in-person connection over all other modes

Projections

The reality is most social apps tend to get up there with big name social media companies or they just barely turn a profit. Levlz' goal is to be like the former and it's our aim to be at \$170 million in annual revenue by 2028, and while we recognize that is a big number, its actually on the low end compared to the 5th year of other social giants. But we defend that number because like the others that succeeded, we believe we are bringing a much-needed dynamic to human connection at just the right time. We're expecting the Levlz demographics to be 50% Gen Z, 35% Millennials, and 15% born before 1980.

Fundraising

Levlz is seeking \$750,000 in exchange for equity in the form of SAFE notes. The First \$180,000 will go straight to the development of the MVP and covering all business and legal expenses to do so.

The Team:



Jordan Weymouth:
Founder & CEO

Jordan Weymouth is the founder of Levlz. He has experience in web-design, leading teams to develop tech & media strategies, and coordinating community outreach efforts for event promotion and marketing.



Linda Lubber:
Board Advisor

Linda Lubber is the Chief Operations Officer of the largest Right at Home franchise in the United States. She also serves on Howard County's Coalition of Geriatric's/COGS Board and is Chair of the Marketing Committee



Caleb Avery:
Board Advisor

Caleb Avery is the Founder of Tilled, a Pay-Fac-as-a-service fintech company. The company has been successful serving many clients and is continuing to grow to be a competitive player in the fintech arena.



Annie Bender:
Board Advisor

Annie Bender has experience in working as a Buyer's agent in real-estate as well serving as the Director of Marketing for a growing team working under Keller Williams in the Baltimore/Howard County, MD area.



Tekrevol:
App Developer

Tekrevol is a mobile app development company with many years of experience developing high-end software solutions to those seeking them.

Contact: Jordan Weymouth, Founder & CEO | info@levlz.com | 443-827-0674 | www.levlz.com



Company Background

MedWatch Technologies, Inc. is a medical device and SaaS manufacturer that is developing a Non-Invasive Continuous Glucose Monitoring (CGM) device and health management platform. The founders are experienced and successful entrepreneurs, business growth professionals, and medical device executives skilled in developing wearable monitoring technology. Founders and Advisors include esteemed medical doctors and researchers who have implemented new and innovative treatments for patients with type-2 diabetes.

Leadership Team

Mike Moore, CEO, is a serial entrepreneur having founded several technology ventures. He's also worked on several projects for NASA. **Bruce Matichuck**, CTO, creates AI-based health information platforms including the use of wearable sensors.

Sam Zaidspiner, COO, has successfully launched dozens of products and medical devices. In the past decade, he developed, launched, and scaled all operations for a class 2 medical device that has sold over 3,000,000 units.

Jared Jones, PhD, Director of Research, was previously Research Director at UnitedHealth Group and led foundational research into innovative diabetes treatments.

Dr. Kevin Kapov was co-investigator on diabetes-related clinical trials and implemented a large-scale CGM treatment program.

Dr. Geraldine Cunniffe-Conlon, MD, MSc and MBA, an ophthalmic surgeon and KOL internationally experienced with R&D and Data Science for Medical and Digital Health technologies.

Mark Sullivan, CFO, has 25 years corporate management experience including CFO of an AMEX listed company.

Quick Facts

Company Name

MedWatch Technologies, Inc.

Contact

Mike Moore, CEO
Info@medwatchtech.com

Locations

Atlanta, GA
Edmonton, AB
Las Vegas, NV
San Diego, CA

Market Size

There are currently 133 million people with diabetes and pre-diabetes in the US alone. Treatment costs are approaching 1 trillion USD and are projected to grow by 20% by 2030 and by 46% by 2045.

Technologies / Special Know-How

We have patent pending blood glucose estimation technology which uses special LEDs with AI based methodology for interpreting data that is implemented within a wearable device. To reduce development risk, cost, and time, MedWatch Technologies has executed a license, exclusive for glucose applications, to a new sensor platform with associated health monitoring software. The platform is fully operational. We expect to obtain FDA approval for glucose estimation in approximately eighteen months.

Problem

Living with diabetes requires measuring glucose levels many times a day. The standard of care has been piercing the skin and measuring it with a glucose meter (glucometer). This is painful, inconvenient, potentially debilitating, and expensive which leads to poor compliance and significant health consequences.

Competition / Current Solutions

Glucometers require piercing the skin to obtain a blood sample. There are two leading wearable Continuous Glucose Monitors on the market- Dexcom's G6 and the FreeStyle Libre from Abbott Labs. The G6 and Libre use a sensor inserted under the skin to measure interstitial glucose levels every 5 minutes. Patches must be replaced every 10 – 14 days, and these patches cost hundreds of dollars per month.

Our Solution

MedWatch Technologies will lead a new market category of non-invasive CGMs with a sensor that simply sits on the skin and non-invasively measures glucose concentration. Every few minutes, MedWatch will report glucose concentration on its cloud-based multi-sensor platform. The patient and doctor can see a continuous correlation between behavior, eating, sleeping, and glucose readings. This platform will support other MedWatch Technology sensors and monitoring applications to provide patients, their medical providers, family, and friends with actionable health data that is comfortable, pain-free, convenient, and affordable.

Financial Projections from Launch

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Revenue	\$550K	\$46MM	\$147MM	\$294MM	\$537MM	\$1,134MM
EBITDA	\$(380K)	\$20MM	\$97MM	\$193MM	\$317MM	\$735MM

Website

medwatchtech.com

Industry

Health & Wellness

Domain

Medical Device /
SaaS Health Platform

Patent Estate

Patents Pending: Blood
Glucose Estimation

Exclusive Patent License:
Wearable Health Monitors
& Methods of Monitoring
Health

Law Firms

O&A
Kilpatrick Townsend &
Stockton Snell & Wilmer

Bank

Silicon Valley Bank



Skreens is a live cloud video platform enabling a paradigm shift for interactive, ultra-low latency, personalized viewing experiences

. With the platform, live video production and distribution becomes enormously more scalable and economical. The ground-breaking technology enables new disruptive revenue opportunities for content owners based on its ability to deliver live, real-time, interactive, and hyper personalized viewing experiences.

By 2024, the addressable global video streaming market will be over \$100B.

Skreens is the only cloud technology that is purpose built to enable a reimagined viewing experience for both mobile and more importantly, the big screen, enabling use cases like in-game betting, personal watch parties, highly targeted advertising on TVs, stats, experiences for each viewer as a premium offering, virtual set top boxes for MSOs, etc.



The company has deep IP and 9 patents

underlying its cloud platform and was founded by a serial entrepreneur who has successfully exited Skreens live streaming video with 2 prior companies in semiconductor and video mobile real-time controller technology (both acquired by larger players in (Live demos are available) their respective markets).

Semiconductor company AMD has invested \$7M in seed funding and will own 17.5% of equity after our Q1 2023 bridge round. The company left stealth mode in April 2022. A lead customer is one of the largest live broadcasters (\$225k ARR) and has been deployed on the Skreens' platform for over a year. The company has also recently completed a trial with a major US sports league with part of their production team.

Commercial traction is strong. The technology is highly differentiated and relevant to live broadcasters. Skreens anticipated a fundamental paradigm shift in video production, distribution and viewing experience over 5+ years ago and has steadily built patents and technology to take advantage of it. It is positioned to be the disruption to enable the ecosystem to make this transition and create a new level of viewer experiences on top of its platform - becoming "The Twilio of Video".

Skreens is currently in discussions with Twitch (AWS), AMD and Cox for use of our platform as a virtual set top box. Skreens is also doing a number of live sports trials with two of the largest three US sports leagues, including paid-for trials throughout the upcoming season with one of them. Beyond that, we are receiving many partnership requests, including from traditional middleware players in the video production ecosystem. These players realize they are lagging Skreens in cloud and software capabilities and could become customers and channels for Skreens. The company plans a larger Series A round in H2 2023.

Value Proposition: We will be the world’s leading *mid-level* vertical axis wind turbine (VAWT) brand, universally respected for its environmental, economic, and social values as well as the wealth it brings to investors. We will open new markets for wind turbines, create a portfolio of projects and massively expand the amount of renewable energy produced around the world.

Wind Harvest International was incorporated in Delaware in January 2006 as a successor to the Wind Harvest Company (“WHC”). The original company was formed in 1976 and raised \$6.14 million before it sold its assets to the new company. Subsequently, \$9.6 million of additional equity and \$2.4 million of long-term debt have brought our H-type VAWTs through [Technology Readiness Level 7](#) - full scale prototype operating in industry conditions.

Leadership Team: CEO Kevin Wolf, who co-founded Wind Harvest in 2006 has extensive knowledge of VAWT engineering and markets. Rob Wheelock has over 40 years of experience in planning, financing, managing, and selling businesses. Alana Steele, an attorney with years of experience in wind farm development leads the Wind Harvest Renewables efforts. Dr. Ola Ajala is the Company’s principal engineer and supervises the engineering team.

Products/Services: Our short H-type VAWTs open untapped renewable resources that no other technology can use. Our mid-size *Wind Harvesters*™ operate in wind too turbulent for propeller-type turbines. We provide services such as extended warranties, 24/7 fault protection, turbine placement support, and [project development](#). We earn additional income by licensing our patents to potential competitors.

Technologies/Special Know-How: Our breakthrough is developing and validating (twice) the first aeroelastic engineering model for H-type VAWTs. No other company has been able to break into this space because they've lacked models validated on a full-scale VAWT prototype. Because we are first to market, we’ve filed new patent applications that should make it difficult for competitors to make a turbine as durable, inexpensive and efficient as ours. We collect data on wildlife and our VAWTs and Doppler LiDAR data and modeling needed for wind farm pilot projects.

Market: 20% of wind farms have good mid-level wind resources and no technology but ours to exploit it. This is a \$400 billion market that will double in ten years. Our next largest market (\$20B in the U.S.) is high energy using facilities where tall turbines aren’t permitted. Airports, distribution warehouses, data centers, ridgeline telecom towers, and more energy intensive business and government facilities need short *Wind Harvesters* that don’t harm views and fit in setback easements. We make money from sales margins, service agreements, project development fees and more.

Distribution Channels: Through *Wind Harvest Renewables*, we are advancing pilot projects that demonstrate our turbines for distributed energy markets. We have identified hundreds of high-energy using facilities with good mid-level wind. Renewable energy project developers who want to become customers or hold distributor and manufacturing licensees are found through existing connections, cold calling and by exhibiting at renewable energy trade shows.

Competition: There currently are no turbines selling to the mid-level wind markets. Wind Harvest expects to be the first with its *Wind Harvester* 4.0-70kW VAWT. There are companies (e.g., X-flow Energy) that are attempting to enter this space but have yet to reach TRL 6 with a full-scale prototype. Major renewable energy OEMs will enter the market once it is proven that VAWTs can be certified and safely installed under existing turbines in wind farms.

Financial Projections. (\$ in thousands)

	2023	2024	2025	2026	2027	2028
Revenue	\$ 2,516	\$ 34,235	\$ 136,667	\$ 426,010	\$ 1,301,138	\$ 2,248,442
EBITDA	\$ (3,876)	\$ (3,068)	\$ 5,255	\$ 62,884	\$ 247,676	\$ 573,039

Quick Facts

Company Name:

Wind Harvest International Inc

Contact: Kevin Wolf, CEO

Address:

712 Fifth St. Davis, CA 95616

Phone: (530) 758-4211

Email: kwolf@windharvest.com

Website: www.windharvest.com

Industry: Renewable Energy,
Manufacturing and Services,
Project Development

Domain: Wind Turbines,
Renewable Energy

Bank: Chase

Law Firm: Pillsbury Law

Patent Estate: Briggs IP

Auditor: Artesian CPA

Number of Employees: 10

Leadership Team:

Kevin Wolf, CEO

Alana Steele, COO – WHR

Dr. Ola Alaja – Principal Eng.

Rob Wheelock – Advisor

General Manager – TBD

VP Sales – TBD

CFO - TBD

Amount of Financing Sought:

\$7 million of private equity

Current Investors:

CEO

Maas family

Family and friends

Crowdfunding

Use of Funds: Finish TRL 8

(certification), Enter TRL 9 (bank financing of product), Fund Pilot Projects, Hire key staff

February 23 Attendees As of 02 23 23

SPEAKERS

First Name	Last Name	Title	Company
TienWong	MarkHaas	CEO	Opus8, Inc.
Darrel	Barros	CEO Partner	AEG NEXT, powered by Shulman Rogers

PRESENTERS

First Name	Last Name	Title	Company
Andrei	Klochko	CEO	Airthium
Hailey	Barry	Chief Marketing Officer	ASEELapp
Milton	Cohen	President & CEO	Caring Closures
Stephen	Cardot	CEO, Founder	*CLOUDCOVER
Josh	Ermias	CEO	Door Robotics
Bruce	Mackler	Chairman of the Board	Ethicann Pharmaceuticals Inc.
Vennard	Wright	President	Flurrent
Nick	Iovacchini	CEO and Co-Founder	Kettle
Jordan	Weymouth	Founder	Levlz
Mike	Moore	CEO	MedWatch Technologies, Inc.
Marc	Todd	Co-Founder/CEO	Skreens
Kevin	Wolf	CEO and Co-Founder	Wind Harvest

ATTENDEES

First Name	Last Name	Title	Company
Gaith	Abdo	CEO	BEEEM Inc
Danica	Aboujaoude	Co - Founder	Manta Gallery LLC
Paul	Acevedo	EIR	Avanta Ventures
Dennis	Ackerman	CEO	Decision Time, LLC
Tolu	Adewole	CEO	Financial Wizard
Zaheer	Ahmad	Founder	Robonair
Jean	Ahwesh	Founder	Ahwesh & Associates
Mohammad	Al-Abbadi	CEO	Kaebox
Marina	Alex	Agile Coach	SWAY Systems
Brian	Alexander	President	Omina Technologies
Justin	Alexander	Economist	Khalij Economics
Scott	Alford	COO	Oraclum Capital LLC
Elvin	Ali	Director	Keto Street
WD	Allen	Adjunct Profesor	University of Missouri
Sebastian	Alvim	Managin Director	XLerateHealth
Karim Bakhsh	Amiry	Developer	Aseel
Mark	Amouzgar	CEO	March Health
Lekan	Anlugbua II	Group CEO	Leks Environmental Ltd
Brad	Antle	Executive Chairman	Oceus
Paul	Armijo	President & CEO	Armijo Innovations LLC
Rylee	Armond	Founder	Omnecake
Darrin	Auito	Partner	HEA Law PLLC
Gigi	Aulsebrook	B2G Growth Specialist	Aseel
Jesse	Aweida	General Partner	Aweida venture partners
Bevely	Awuor		Georgetown University
Anna	Balchan	Senior Program Manager	INCO org
Daniel	Ballin	Chief Executive	Ideas Crucible
Dave	Baranski	VP of Sales and Business Development	Skreens
Josh	Barnes	Founder	Harbor Designs & Manufacturing
Michal	Barski	CEO	Reciprocal Space
Thomas	Bascom	President	LinkSpace
Michelle	Basto	Sales Executives	Kaiser Permanente
Kyle	Bayliss	Managing Director, SBDC Corridor Region,	University of Maryland College Park
Jay	Beam	Managing Director	Adasel Global Partners
Jeff	Beck	President	PidjCo
Aswani Reddy	Beeram		Suffolk university

Annie	Bender	Advisory Board	Levlz
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Manoj	Bhumbhaliya	Sr.Bde	HB Infotech
Lynn	Birch	Chief Product Officer	Skreens
Richard	Bodson	President & CEO	SysNet Technologies, Inc.
Larry	Boodin	Firm Business Development Director	Thompson Financial Group
Tiquilla	Bradford	Owner	Footprint Meats llc
U.	Bradley	CEO	CBE
J.	Bradley	Founder	AGM
Richard	Bristol	President	Bristol Advisory LLC
Julie	Brosnan	Small Group Account Manager II	Kaiser Permanente
Doug	Brown	Principal	DAB Holdings LLC
Tal	Buchshreiber	GM	QualiTeams
Patrick	Burke	DIr. BD	Amarex Clinical Research
Andrei	Buzatu	Director of International Business Development	International Accelerator
Joseph	Byun	Technical Support Specialist	JYB Advisory LLC
Baiju	C	Founder	Tursya
Christian	Camarce	Partner (Intellectual Property Law)	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	Outsourced CFO	Startupcannon
Joe	Carlin	Principal	JonXeone Capital
Sue	Carr	President	CarrTech
David	Carrithers	Senor Partner	Businesshive.com
Chris	Ceresini	VP of Finance	X-Mode Social
Tonnie	Chamblee	CoFounder, Brand Strategist	Design Alliance
Jennifer	Chance	Founder	Your Endless Possibilities, Inc
Lynn	Chavez	Partner	ATeam Credit Card Processing
René	Chaze	Partner	Experts Tiny Orange Capital
Daniel	Chen	Financial Modeler	AIG
Chris	Chen		
Michelle	Chen	Partner	Key2China/Convergence Partners
George	Chen	Principal	Nautilus Venture Partners
Nelson	Chick	CAO	Foil Flyer
Melissa	Chiou	Marketer / Content Strategist	Melissa Chiou
Nico	Choksi	COO	Epitel
Naser	Chowdhury	President	Ai2IT Corp
Scott	Christensen	Fund Manager	Chesapeake Bay Seed Capital Fund
Sherman	Chu	Managing Partner	Grayhawk Capital
Melinda	Chu	Venture Partner	SV Venture Group
Matthew	Cimino	Business & Innovation Development	Maryland Department of Commerce
Nadine	Cino	CEO	TygaBox Systems Inc
Will	Classen	AVP	Colliers International
Joseph	Cody	Founder	Grain Fertility
Regina	Cohen	shaman	Eagle Venture
Jeff	Cohn	CEO	Fashion Conservatory
Thomas	Coke	CEO	VarsityGems
Deborah	Cole	Marketing	Amarex Clinical Research
K.	Coleman	President	Content Chunk
Robert	Colorina	Director	AIAC Group (SFO)
Dan	Conley	Active Angel	Angels + Life.Sci Investors
Jim	Cook	GM	Cook's Outsourcing Network LLC
Samuel	Copel	Asset Management	UNIFUND Plc
Runar	Cornels-Bogen	CEO	Niuton Tech
Camilo	Correa	Co-Founder and CEO	Water Adventures
Alfredo	Cortes	Senior Director - Client Relations	Regulatory Compliance Associates
Marie	Crivaro	MassMutual Broker	MassMutual
Patrick	Crowe	Co-Founder	Door Robotics
Jane	Crozier	Education Consultant	Self-employed
Luis	Cuneo	Founder	Mojavié Inc
Kimberly	Daly	Owner	Caring & Sharing Hearts, LLC
Daniel	Darlak	Producer	Groundbreaking Pictres
Soumya	Dash	Partner - growth	Firstprinciples
Ranjan Sarah	Davis	CEO	Proven
Hank	Dearden	Principal	Group 3D
Faith	DeFreitas	Sr. Manager	ConcertAI
John	DeGross	Enterprise Payments Specialist	DeGross Consulting
Anita	Dehkan	Financial Professional	WFG

Emirhan	Demirayak	Acting Marketing Lead	Aseelapp
Mark	Derzon	President	GSTND
George	DeVaux	President	DEVCO
Filippo	Di Lenardo	Founder	3ssentia
Cosmo	Di Tucci	Founder & CEO	AbleOne
Louis	DiFrancesco	Inventor	Gale Wind Ship inc
John	Dinusson	President & CEO	Eva Medtec
Diana	Doepfert	COO	Unitz
Diana	Döpfert	Coo	Unitz
Eduardo	Dorado	Analyst	Encomenda vc
Madison	Doring		American University
Michael	Doyle	Managing Director	Goldin Ventures
Michael	Doyle	Managing Director	Goldin Ventures
Tom	Durrer	SVP	Atlantic Union Bankl
Kelly	Echols	CEO	LeVanta Tech
Susan	Emerson	Investor	Emerson Enterprise, LLC
Altan	Erg	PM	Mosaic DC
Martin	Erim	CEO	First Renaissance Ventures
Jess	Erler	Founder	Motto
Chris	Esposito	Vice President Sales	StudioLabs
Caroline	Essery	Associate	Kettle
Barry	Etra	VP, Entrepreneur Services East Coast	Keiretsu Forum
Herb	Ezrin	President/CEO	PVM Company, Inc
Kim	F	Advisor	
George	Faber	Agent	Usha
Dan	Farrell	Chairman & CEO	Privos Capital
Emily	Fenush	Social Media	CONNECTprenuer
Ellen	Fin	Founder	Stealth
Tom	Findlay	Strategy Consultant / Aseel Growth	iS3
Mohammed	Firoz	Founder	Leafyfarm
Tressa	Fisher	CEO	Farmers Plus, LLC
Mark	Fling	Founder / Senior Consultant	Tech Infinity Consulting
Tanya	Floyd	Business Incubator Manager	University of Kentucky
Roselle	Foley	Senior Director, Business Development	National Association of Chemical Distributors
Derek	Footer	Managing Partner	ExtraVallis
Lance	Ford	CFO	Commutyble
Scott	Fox	CEO	
Ken	Frasier	CEO	MrBioClean
Nathan	Fu	Engineer	The Human Diagnosis Project
Dorothy	Fulop	CEO	Pitchcamp
Sathish Kumar	G	Chartered Accountant	SBSS & Associates, Partner
Phil	Gallagher	Founder	Taziot
William	Galle	Principal	DPS
Tommy	Gallo	Sales Director	Truefit
Akeem	Gardner	CEO	Canurta Inc
Jade	Garrett	Founder	Positive Deviancy
Aaron	Gauthier	Data Scientist	
Bediako	George	Founder	Georgetown Software House, Inc.
Gregory	Giammittorio	Partner / Angel Investor	Potomac Law Group PLLC
Ben	Gindhart	Associate	IPD Capital
Andrew	Goldsmith	CEO	AGX Marketing
Jared	Goldstein	COO	VHPT
Jeffrey	Grabber	Researcher	MITRE
Lee	Grant	Founder	The Lazarus Group
Daniel	Greenberg	CEO	CMO-ToGo
Richard	Greene	CEO	RGA Israel/U.S. Innovation
Jay	Greenstein	CEO	Kaizenovate
David	Greenwood	CEO	Owl Be There Franchising
Laura	Greenwood	President	Owl Be There Franchising
Paul	Griffiths	CEO	My Online Memoir
Kristin	Gross	Founder	Navdee
Nina	Guise-Gerrity	CEO	getGFTD
Fred	Gumbinner	Managing Partner	G2 GEM Finance / Keiretsu Forum
Man	Gupta	CEO	Medily prime
Vivek	Gutheti	CRO	CFO Plans
Jim	Hadley	Founder and CEO	Tiber Solutions, LLC

Henning	HagenAdvisor	Skreens
Shoaib	HaidariMoney Specialist	Aseel Technology Corporation
Fizie	HaleemManager, Business Solutions	Montgomery College WDC
Chris	HamoenAdvisor	LevelUp HQ
Liu	HanPresident	Leader Funding, Inc
Malcolm	HandelsmanED	DIR
Michael	HansonGrowth Strategy Consultant	Optimum Dynamics LLC
Eric	HansonRecruiting Director	Pax Momentum
Connie	HarrellPresident	Keiretsu Forum Southern California
Edgar	HarrellPresident	Edgar c Harrell associates inc
Sayed	Ali HashemiProduct Management	Aseel
Akbar Qaizar	HassonjeeManaging Partner	Angel Star Ventures
Nader	HawaEngineer	Genex
Patrick	HealyCEO	Ernie Sports Media inc
William	HeflinManaging Director	Kinetic Ventures
Anthony	HendrixFounder	Remoteshare
Bill	HenryCEO	Gander Technologies
Browning	HerbertManaging Director	Ringbolt Capital
Sophia	HernandezFinancial Advisor	Northwestern Mutual
Moises	HernandezOperations Manager	Woocoa
Stephanie	HesslerPrincipal	Stephanie Hessler Coaching
Ben	HickeyTenant Advisory	Lincoln Property Company
Eddie	HillDirector, Business Incubation	Mason Enterprise Center Fairfax
Payne	HillBusiness Consultant	NTT Data Services
Todd	HinsonFounder	Opertivo
Geoffrey	HirdCEO	Naviget
Cindy	HoJr. Partner	Stout Street Capital
Bridget	Hobson Founder	Greetigram
Joy	HoffmanProject Manager	Maryland Tech Council
Douglas	HollyPrincipal	EMG
Tim	HunterCEO	Goldmindagency
Mike	HuskaFractional CTO	Vistra Business Systems
paul	IacovacciCEO	Enascor Capital
Damir	Ibrahimagic KopinicCEO	G+QUANT
Miki	IlicConsultant	Darwinian Ventures
Linda	InFounder	HeadStrong Branding
Dhan	IyerInvestor	SGPMCS
Chibueze	IzugboFounder & CEO	Ebeosi
Dave	IzukaConsultant	Venture Acceleration Service
Brittany	JenkinsFounder/CEO	We Are Tech
Nigel	JohnsonProject Manager	Grassroots Amusement
Shitonda	JohnsonConsultant	A and J Consulting Group
Brian	JonesIT Business Analyst	Wave Welcome
James	JosephCEO	ELATED, INC.
Patrick	JudgeManaging Partner	Camber Road Partners
Mohsin	KakarTechnical Specialist	Aseelapp
Julian	KamilCTO	DFS
Ujjwala	KashkariChief Strategy Officer	Artiligent
Abdalla	KassimOwner	National Patrol Services llc
DeeKay	KatzCAO, Patents	USPTO
David	KaufmanConsultant	Brillio
Douglas	Kawahara	Ethicann Pharmaceuticals
Linda	KazaresPhotography Innovator	ConnectedIn Media Inc.
Michael	KendallInvestor	LM Ventures
Nasrat	KhalidFounder	Aseel Technology Corporation
Zubair	KhalidCTO	Aseel
Kay	KienastCMO	Bython
Jae Youn	KimManaging Partner	Novick, Kim & Lee, PLLC
David	KinnearEntrepreneur & Lawyer	HPC
Sarah	KirshnerSenior Marketing Manager	Eagle Point Funding
Andrei	KlochkoCEO, Cofounder	Airthium
Martin	KoevManager	Koev Brothers
Nick	KovacicManaging partner	Nicholas Companies LLC
Nick	Kovacic Managing Partner	Nicholas Companies LLC
David	KratochvilManaging Partner	Vista Capital Advisors, LLC
Goran	KrndijaHead of Biz Dev	Mentorcam

Sachin	Kumar	Director	Travelory Inc
Neeraj	Kumar		Babson College
Kelin	Kushin	Chief of Staff	MedWatch Technologies
Vanessa	La		LTD
Corie	Lalonde		Funky Mushrooms
Katie	LaPotin	Owner	Phoenix Rising Consulting
Corinna	Lathan	CEO	AnthroTronix
Mikka	Layese	Marketing Project Manager	Bitorix
Ehren	Layne		American University
Bob	Leach	Business Advisor	Braintree Business Development Center
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Aquila	Lee	Senior Associate	Chenel Capital
Steven	Lehat	Principal	Regulatory World
Steven	Lehat	Principal	Regulatory World
Raea Jean	Leinster	Chief Yuck Officer	Yuck Old Paint
Carlos	Leiva	Founder	Liftping
George	Letscher	Principal	Swish IP
Martin	Levine	Founder	Act Globally
Catherine	Li	Manager	Great Texas Fund
Yibo	Li	Marketing Assistant	Q Bay
Calvin	Ling	Principal	Prefix Capital
Bryan	Ling	Director, Finance & Administration	Skreens
Xinyu	Liu		Boehringer-Ingelheim
Pedro	Lombardo	Investor	Borderless Money
Robert	Longyear	President, Co-Founder	Avenue Health
Harlan	Lovestone	Artist Educator	Art Haus Project
Linda	Luber	Board Advisor	Levlz
Steve	Lukose	Director, Security	Clari
Dennis	Luxwy	Vice President	Akima
Shimon	M	Founder	InTalent
Bei	Ma	Founder and CEO	The Pinea Group, LLC
Bruce	Mackler	Chairman of the Board	Ethicann Pharmaceutical Inc. #
Sunita	Mahtabfar	Board Advisor	Kaebox
Dmitry	Makdim	CEO	MAKDIM Inc
David	Malcarney	Co-Founder & CFO	Sāf.ai
Patrick	Manning	CEO	Diagnostox
Yousuf	Mansoor	CEO	MiDS Corporation
Harrison	Marick	Lead Data Scientist	Tiber Solutions
Alex	Marro	CEO	Avris
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Mohammad	Mehdi	Platform Marketing Specialist	ASEELApp
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Modus Create is a consulting firm that helps companies transform for success in the digital future. Through a collaborative engagement model, we help our clients with product strategy, application design/build, user experience, and process change.



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

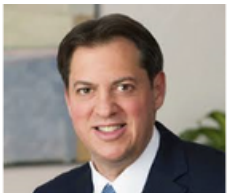
Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion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



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ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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



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We build better businesses. Helping organizations improve their operations, people and brand. Like the brain, StellaPop's capabilities are divided into two halves: management and creative consulting. We specialize in functions within each while maintaining a deep understanding of how one affects the other. We know that within every company, the two sides must work together seamlessly to drive success.

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ANGIE O'GRADY, COO, PARTNER, STELLAPOP @angieogrady

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



AEG @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.



TRUIST WEALTH MANAGEMENT

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CHRISTOPHER ROSS, MANAGING DIRECTOR, TRUIST WEALTH MANAGEMENT

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

REFRACTION @refractionpt

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



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ESTHER LEE, PRESIDENT & CEO REFRACTION @eeclee

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

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



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

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



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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 Frederick, MD, and 52 client companies.



THE BALTIMORE ANGELS @baltimoreangels

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

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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.



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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.



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



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



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



RYAN & WETMORE, P.C. @RyanWetmorePC

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



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

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



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL [@ilebow1](#)

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

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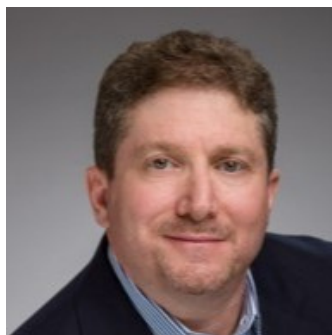
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