

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

March 30, 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**

- SARA CLASPER, ASSOCIATE, **NEXT powered by Shulman Rogers**

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

March 30, 2023

CONNECTpreneur.org

PRESENTING COMPANIES

Berri Organics - Jerome Tse

BlueStar Telehealth - Robert Wray

C15 Studio - Joe Nilsson

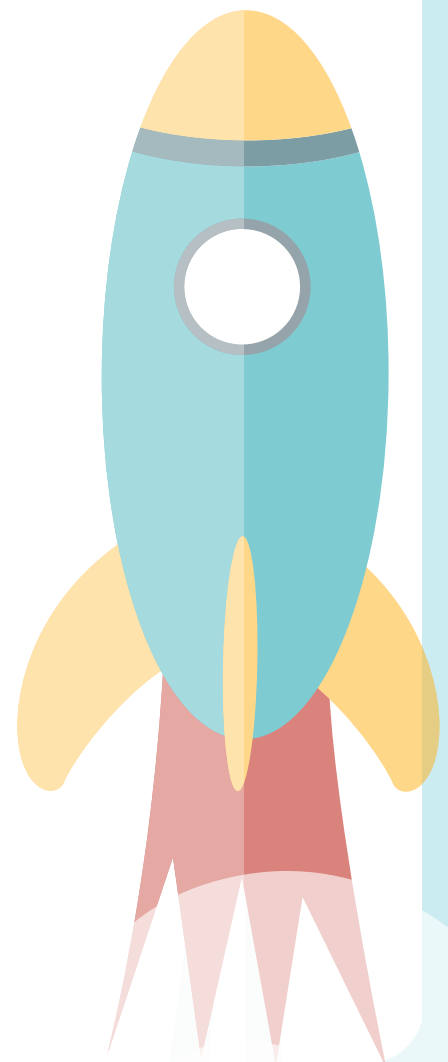
Caring Closures - Milton Cohen

Eva Medtec - John Dinusson

Fusion Cyber - Christopher Etesse

GigMarket - Doug Nguyen

Terris Earth Intelligence - Norm Couturier



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.



BERRI ORGANICS

Value Proposition: First-to-Market as the only Plant-Based Organic Brand in the Sports Drink and Electrolyte Solution Categories (combined market size of \$167.36 Billion). Berri Organics is solving problem in both categories that lack clean, organic, and plant-based ingredients – 3 of the fastest growing trends in our industry today.

Company Background: Berri Organics is a mission-based company in California that makes award-winning organic hydration products that can be found in leading national retailers, including Whole Foods Market, CVS, Sprouts, and more. One of our products Berri Lyte has achieved #1 Fastest Growing Brand in Category nationwide and is approved for Whole Foods national launch and Target this year.

Leadership Team:

Jerome Tse, Founder & CEO: Forbes 30 Under 30, PwC Consultant
Ira Laufer, Head of Sales & Lead Advisor: Former CEO of JUST Water
Sandy Gooch, Director: Founder of Mrs. Gooch’s (acquired by Whole Foods)
Michael Sands, Board: Former CEO/COO/CMO at Snapple, Ben & Jerry’s

Products/Services:

Berri Fit: The only Plant-Based Organic Brand in the Sports Drink category. Positioned as the natural alternative to Gatorade. More Electrolytes, 1/2 the Calories, and 1/3 the Sugar of Competition using only clean ingredients, such as organic coconut and organic manuka honey.

Berri Lyte: The only Plant-Based Organic Brand in the Electrolyte Solution category. Positioned as the natural alternative to Pedialyte. Doctor-Approved using only clean ingredients, such as organic coconut & organic sweet potato.

Technologies/Special Know-How: All Berri Organics products achieved a 100% whole-food based efficacious formulation that is patentable. We were advised to treat our unique formulas like the Coca-Cola trade secret formulas.

Market:

Sports & Energy Drinks: Global Market Size of \$166.3 Billion with 7.97% CAGR. Target Market: active fitness enthusiasts & health-conscious athletes.
Oral Electrolyte Solutions: U.S. Market Size of \$1.06 Billion with 22% CAGR
Target Market: parents, children, and college students.

Distribution Channels:

Distributors: KeHE, UNFI, DOT Foods, Sysco, US Foods, and more
Direct to Retailers: CVS, Target, and more
Online: D2C through our own website and Amazon

Competition:

Berri Fit: Gatorade, Powerade, Body Armor, Prime
Berri Lyte: Pedialyte, Kinderlyte

Competitive Outlook: Large players in our space (Coca-Cola, Pepsi, Dr. Pepper) don’t launch new brands as part of their business model. Their innovation strategy is to acquire startups and feed them into their distribution network.

Financial Projections (Unaudited):

	2022	2023	2024	2025	2025
Revenue	\$1,582,016	\$3,456,800	\$7,900,000	\$12,300,000	\$16,700,000
EBIT (dollars in thousands)	-\$987,288	-\$1,331,664	-\$790,187	\$479,059	\$1,757,145

Quick Facts

Company Name: Berri Organics

Contact: Jerome Tse

Address: 840 Apollo St, Ste 100
El Segundo, CA 90245

Phone: 781-929-8288

Email: jerome@berripro.com

Website: www.berriorganics.com

Industry: Consumer Products

Domain: berriorganics.com

Bank: Bank of America

Law Firm: Nutter McClenne

Patent Estate: n/a

Number of Employees: 6

Leadership Team: Jerome Tse, Ira Laufer, Sandy Gooch

Amount of Financing Sought:
\$1.5 million (67% committed as of 3/23/23)

Current Investors: Tech Coast Angels, Nolan Capital, Boston Seed Capital, Dear Mama Ventures

Use of Funds: Marketing, Sales Growth, Team, Innovation



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

Company:

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

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

BlueStar connects caregivers to remote patients:

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

The RPM/CCM Market:

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

Channel Partners in Progress:

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

Clients:

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

Veteran Owned and Operated:

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

Awards Won:

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

Value Prop: Why Clients Buy

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

Version 1.9.2 of Feb 2023

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

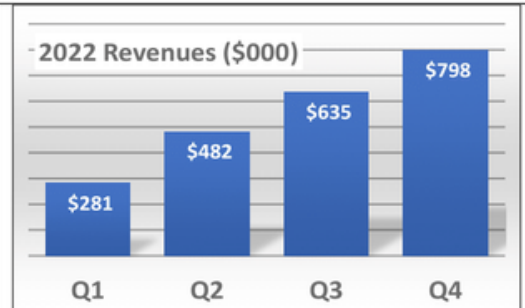
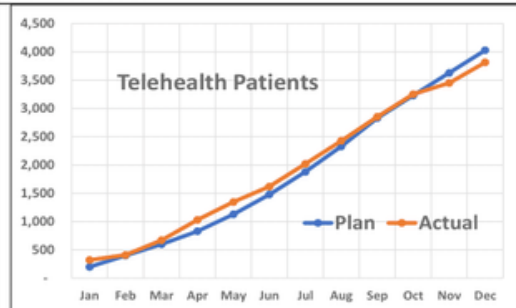
-- Grant Chamberlain, Managing Director, Ziegler Healthcare Investment Banking, Chicago

Bottom Line Up Front:

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

What BlueStar Does:

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



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

	2021	2022	2023	2024
Patients Added During Year	300	4,030	8,700	16,140
Patients at Year End	300	4,330	13,030	29,170
figures in \$M				
Telehealth Revenues	\$ 0.15	\$ 1.04	\$ 5.49	\$ 13.48
Seniortech Revenues	\$ 1.12	\$ 0.86	\$ 0.68	\$ 0.53
Total	\$ 1.27	\$ 1.90	\$ 6.17	\$ 14.01
Annual Run Rate at Year End	\$ 1.11	\$ 3.30	\$ 8.72	\$ 18.84

Team:

CEO: Rob Wray PE, retired admiral, author, engineer, startup and Fortune 100 experience
COO: David Sween, 25 years logistics/ops, GM at Amazon and Golden State Foods
CMO: Michael Rolli MD, West Point graduate, neurosurgeon, ran Army PTSD telehealth
SVP/Growth: David Coakley, 30 years marketing, two successful startups and exits
CFO: Glenn Klein, 30 years exp in accounting and finance for mid-level businesses
CNO: Sarah Flanders, RN, MSN, 25 years in emergency department nursing
Board: Dave Rich, Accenture senior partner, IPO, multiple exits, including to Microsoft
Board: Mark Sandler, career in banking and M&A in recurring-rev industry
Board: Mark Treat, CEO in telehealth startup w/exit, now head of strategy for telehealth co

Traction:

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

Ask: Investment Event Planned for 2023

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

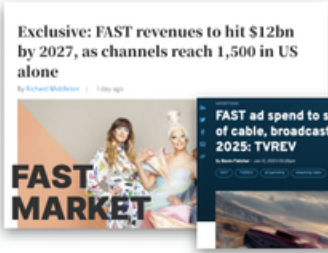


EXECUTIVE SUMMARY

C15 is a sports-dedicated studio for the **creation, management, distribution & monetisation** of FAST channels, in partnership with **PREMIUM SPORTS PROPERTIES**

WHAT IS FAST

Free Ad-funded Streaming TV is the fastest growing segment in entertainment space; viewers can **stream hundreds of TV channels for free** on connected devices



90% of younger viewers **prefer FAST services**. 56m US households are likely to **cancel pay TV** in 2023 (Forbes).



Joe, CEO & Co-founder. Former Director at **Sky & Jukin Media**. Former Chief Commercial Officer at SportsTribal



Amory, President & Co-founder. Founder & CEO of **NASN** (backed by Vulcan Ventures & Benchmark Capital / acquired by **ESPN**).

“Most fans prefer watching sports via streaming than PayTV...”



“Live sports is one of the largest and most valuable, yet complex opportunities in CTV...”



WHAT WE DO

1. Channel Creation & Management

Using third-party cloud based technology, we create, programme, and manage 24/7 TV channels, ready for FAST broadcast

2. Distribution

We negotiate and contract global, multi-platform distribution deals, then manage ongoing relationships



3. Marketing

We identify and execute on-platform marketing campaigns focussed on driving channel awareness and 'tune-in' messaging

4. Monetisation

We've built a global network of programmatic advertising partners dedicated to fulfilling CTV advertising inventory



CHANNEL PARTNERS

We are acquiring **exclusive, global FAST rights** from **Tier 1 & 2 int'l sports franchises** (under NDA), based on a revenue share model. We expect to launch **6 premium sports channels** in **Year 1**

1x

Signed

2x

In negotiation

5x

Active Prospects

Seed Round	Year 1	Year 2	Year 3
\$2m Round	\$12m Gross Revenue	\$40m Gross Revenue	\$57m Gross Revenue
20% Stake	\$1.8m EBITDA	\$9.7m EBITDA	\$17m EBITDA

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



Child-resistant caps and closures have not been updated since the 1970s, 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 (\$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

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



Headquartered in Denver with 2022A revenue of \$282K and 2023B revenue of \$538K, the Company expects to transform public health and consumer product safety with a long overdue update to access control technology. Caring Closures International's (CCI) locking prescription vial (LPV®), is sold to over 140 customers in multiple pharmacy and healthcare verticals under the Safe Rx® brand, for use in pharmacy dispensing and medication safety, with a total annual revenue opportunity of approximately \$5B.

CCI is pursuing insurance 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 US revenue opportunity) and ultimately medications with pediatric fatality risk (\$1.3B US revenue opportunity).

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 7M teenagers from initiating drug abuse and reduce healthcare and other costs by up to \$92 billion over a ten-year period.

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, a 10x manufacturing cost advantage, and a 6x workflow cost advantage.

Reimbursement Pathway	CCI Traction
Acquire reimbursement code enabling pharmacy reimbursement for LPV dispensing	<ul style="list-style-type: none"> • In process for Unique Device Identifier (UDI) code upload • CCI expects code acquisition in Q3 2023 for initial use in Q4 2023
Complete Clinical Trials Proving LPV Efficacy	<ul style="list-style-type: none"> • 5 trials underway, including Medicare and Medicaid (CMS), Johns Hopkins, and Indian Health Service
Expand Public and Commercial Payor Coverage	<ul style="list-style-type: none"> • Developing roadmap for payor engagement and building economic benefit case • CMS clinical trial creates Medicare and Medicaid pathways
Grow Reimbursed Pharmacy Customer Base	<ul style="list-style-type: none"> • Upon advent of reimbursement, existing customers intend to broaden into additional medication classes • Pipeline of prospects awaiting reimbursement start

CURRENT FINANCING & SUMMARY INVESTMENT HIGHLIGHTS

CCI is currently offering a convertible note and SAFE (targeting \$3-\$4M) to build readiness for the reimbursement effective date (anticipated Q3 2023). The Company is also developing family office relationships for the next larger round, which will likely occur once reimbursement is realized. CCI's investor base consists of healthcare and pharmacy angels, family offices, and impact investors. Summary investment highlights profiled below:

Multiple Addressable Packaging Markets Comprising 14 Billion Units Annually	Eleven Issued Patents Covering Broad Cross Section of Global Packaging Markets	Significant Traction in Near-Term Opportunities with Low Tipping Points for Universal LPV Dispensing Adoption
Strong Leadership with Domain Expertise and Successful Exits	Significantly Reduce the Impact of Public Health Epidemics, Thus Improving Lives and Reducing Costs	Category-Killer 10x Manufacturing and 6x Workflow Cost Advantages Over Competitors



ONE-LINE PITCH

Neuroglide's® FDA-cleared Back/Neck Pad automates Manual Lymphatic Drainage (MLD) therapy, providing the unique power to relax, relieve pain and recover.

COMPANY DESCRIPTION

Eva Medtec develops and markets a novel FDA-cleared medical device. The Neuroglide is a new gateway to reduce pain by removing cellular inflammatory waste from soft tissues via lymphatic circulation by using automated MLD therapy.

CUSTOMER PROBLEM

The lymphatic system is complex and removing cellular waste associated with edema, injuries, painful conditions, lymphedema, and more requires specialized training. If these conditions are left untreated, they become chronic and can adversely affect a person's healing, well-being, functional capacity, and quality of life. Pain management is costly if therapy is provided in-clinic on a regular basis. Applying consistent pressures is challenging even for trained personnel and at-home therapy is not available.

VALUE PROPOSITION

Neuroglide utilizes a precise, rhythmic, sequential, calibrated consistent pressure profile to help speed up healing by removing cellular waste associated with pain and inflammatory circulatory conditions. The system is patented and incorporates proprietary therapy programs with customized materials to produce a unique power to relax, relieve pain and recover. It's affordable, convenient, and improves quality of life. Clinics use Neuroglide in conjunction with MLD and rent it for home use to prevent regression between sessions.

TOTAL ADDRESSABLE MARKET

Neuroglide's \$88B Total Addressable (back and neck pain) Market (TAM) is our total market demand for the Neuroglide in the US. The \$9B Serviceable Available Market (SAM) segment of our TAM targeted by Neuroglide is within our geographical reach. Neuroglide's \$40M Serviceable Obtainable Market is the portion of SAM that we can capture. Our projected penetration within 5-years by 2027 is 0.05% which includes our core Back/Neck Pad and future add-on therapy attachments pending FDA clearance: Knee Wrap, Calf-Foot Wrap, Lumbar Pad & Scalp Wrap. These attachments work with the same Controller Unit.

GO-TO-MARKET STRATEGY

Target Markets: Workers' Compensation, Veterans Administration, Direct to Physician-Consumer. **Initial Market Penetration Strategy:** NIRFLI Imaging, scientific publications, sales managers, and distributors. **Channel/Partners:** Workers Compensation Third Party Administrators, Veterans Administration Billers, Physicians, MLD Therapy Clinics. **Direct to Consumers:** VP of DTC Physician Generated Sales/Marketing.

BUSINESS MODEL

Revenue streams from sales managers/distributors includes the following: **Workers' Comp (46%), Veterans Administration (38%), Physicians, MLD clinics, and Patient Referrals (8%), and VP of D2C Sales/Marketing (8%).** A 10% bonus will be offered to all sales managers/distributors and D2C salespeople.

COMPETITIVE ADVANTAGES

Convenient, affordable, in-clinic, and at-home medical device solution for alleviating pain and enhancing wellbeing by removing inflammatory cellular waste. It's the only patented back/neck automated Manual Lymphatic Drainage (MLD) therapy available to improve quality of life by feeling the unique power to relax, relieve pain and recover. Workers' Comp reimbursement success.

KEY COMPETITORS

Tactile Medical - Lymphedema | **Koya** - Lymphedema | **Hyperice** - Sports Recovery | **Purdue** - Opioids

EXECUTIVE TEAM

John Dinusson, President/CEO
Irene Waldridge, Founder/CTO
Dr. Joy Frestedt, Chief Scientific Officer
Toni Hastings, VP of Operations
David Rupp, VP of Marketing

COMPANY PROFILE

Industry: Medical device manufacturing.
Stage: Pre-Series A
Founded: 2012
Employees: 5

FINANCIAL INFORMATION

Seed Round: Raised \$3.9M
Goal Completion: May 2023
Capital Seeking: \$3M for Sales and Marketing/Operations/Clinical Studies/New Product Development
Terms: Pre-Money Valuation \$11M

RECENT MILESTONES

- FDA Clearance
- 2 Utility Patents Issued
- Discussions with Distributors/Potential/Acquisition Partners
- Workers Compensation Positive reimbursement

ADVISORS

Medical Director: M. Mark Melin, MD, FACS, RPVI FACCWS
Legal: Michael Best & Friedrich
Accounting: Bouley
Alicia Eischens: Sales Advisor
Doug Goldstein, DPT: Clinical Advisor
Brandon Noble: Digital Sales Advisor
Herb Ezrin: Financial Advisor
Kathy Hill: Sales Advisor

	2023	2024	2025	2026	2027
Revenue	\$1,425,000	\$5,431,250	\$12,612,500	\$24,506,250	\$41,200,000
EBITDA	\$ (118,310)	\$403,259	\$3,412,176	\$9,483,192	\$18,215,724



1101 30th Street NW, 5th Floor, Washington, DC 20007
www.fusioncyber.co

Bridging Talent Gap w/ Single Pane Tech, Emphasizing Diversity & Vets, Uniting Top Brands.

Founded: January 2021 **Employees:** 8

THE VISION: We are the leading force in solving the cybersecurity talent crisis, fostering diversity, and securing a safer digital future for everyone, especially veterans.

THE PROBLEM: The cybersecurity industry faces a massive talent gap, with 755k open positions in the US alone. National security is at risk, and the industry lacks diversity. 150k requires a clearance. The Chinese graduate 2,000,000 high school students in cyber annually and have five research-one institutions dedicated to cyber will become ten by the end of the decade.

THE CUSTOMER: Our customers are top universities, corporations, and government entities looking for skilled cybersecurity professionals, as well as individuals seeking career opportunities in cybersecurity.

THE SOLUTION: The Cyber Bridge program is a public-private partnership with HBCUs, universities, non-profits, and corporations like Cisco & others: the Cyber Bridge program recruits, trains, and places talent.

THE (HUGE) MARKET WE ARE ADDRESSING: The cybersecurity sector is expected to grow by 31% over the next ten years, and cybercrime already exceeds \$10.5T annually. The WH Cyber strategy moves liability back to the software vendor. Cloud is only 7% of total global technology spent annually.

MARKET LANDSCAPE: The competition includes other self-paced certification exam mills, universities focused on R&D (products), and cyber companies like SANS focusing

on product training. Fusion Cyber's focus on diversity and partnerships with top brands set us apart—revolutionary single-pane-of-glass technology for talent creation and placement.

CURRENT TRACTION:

- \$566k revenue in H2 2022
- On track for \$3.5M in sales and tripling revenue in 2023
- Expansion from two to five universities
- 50 students in the first year, with 26% placed in jobs (first cohort). 81% minority, 29% female, 19% veteran, and 12% LEO. 50% IT, 50% career switchers.

Revenue is generated through program fees, referral acquisition, and placement partnerships. Each FTE currently generates \$211,000 in revenue.

TEAM:

- Christopher Etesse, Founder, Chairman, & CEO: Enterprise Technology Executive with four successful exits. Blackboard, Presidium, FlatWorld, MsCS.
- Rob Neps, co-Founder, SVP of Operations: Former Harris and Motorola executive.
- Charles Britt, VP Cyber Education: CIA and civilian agencies.
- Joshua McKie, Director of Marketing: The University of Chicago Psychology graduate, HubSpot guru.
- Kelly Peck, Manager of Career and Placement: Amazon Technical Recruiter, former global VP of HR Music Tribe.
- Scott Crabb, Director of Cyber Tutoring: Solutions Architect and US Army veteran. x Knightpoint Solutions.

SUMMARY: The Fusion Cyber Bridge is solving the gap with a unique solution focusing on diversity, veterans, and public-private partnerships.

FUNDRAISING: Existing \$490k in convertible debt to convert. Raising \$1,500,000 investment to fund expansion



GigMarket.com

Executive Summary

Company Background: GigMarket is the marketplace for gig jobs where people meet and help each other INSTANTLY within neighborhood-connected communities... But instead of trying to find a worker that can maybe perform your task, you list the job and let the workers find you. The platform will help you connect and help you get set up for the job to be done. Quickly, easily, safely.

Leadership Team: Doug Nguyen, CEO & Co-Founder, has worked in Marketplaces for over 13 years. Doug came up with the idea while hustling buying and selling furniture during college to get by. Doug also founded a series of E-Commerce businesses which help people shop across borders.

Tuan Do is the CTO and is also the AI and ML guru who has been working in the tech industry for the last 20 years with an immense technical background in AI and ML. Tuan is now a lead engineer at Amazon and has worked at a numerous number of tech companies and tech startups.

Greg Adams is the strategic advisor with a combined of over 30 years experience in the tech industry. Greg is currently a senior director of business development for Apian Corp. Greg had helped found startups and exited successfully in the past.

Products/Services: GigMarket offers a whole new user experience when you want some help. It puts you back in the driver's seat while providing more convenience of having the workers find you, starting with the most motivated.

It will be faster and cheaper in most cases and lets you chat with the workers to help you pick the one you want.

From the worker's perspective, GigMarket also allows more freedom and lets the workers who really want to hustle position themselves for many more jobs without taking anything off the top, nor forcing them to process payment through our platform. They can hustle with no hassle.

GigMarket is just a better, more enjoyable transaction experience for all parties without any gimmicks.

Technologies/Special Know-How: GigMarket offers both Apps (Android and IOS) and Web using simple interface, and lets users enjoy the free simple user flow in which the seamless matching with AI and ML were integrated in the backend. The goal is to enhance user experience and simplify the user flow for users using modern technologies.

Market: The Gig Economy was \$400 Billion in 2022 and will reach \$455 Billion end of 2023, a Compound Annual Growth Rate (CAGR) of 17.4%.³ In the US, 44% of Gig Workers considered freelancing to be their primary source of income, with 60% of workers engaging in Freelancing activities at least weekly. The number of freelance workers is steadily increasing. The number of US freelancers will grow from 57 to 86 Million by 2027. The majority of US full-time freelancers are not prepared for an unexpected financial trouble with 80% of them reporting an unexpected expense of \$1000 would be difficult to pay. => The additional revenue from GigMarket will certainly appeal to them. Overall, gig economy workers are more satisfied with what they are doing, with 79% reporting that they are happier working on their own than at a traditional job.

Distribution Channels: GigMarket grows organically mostly using direct marketing and referrals as well as words of mouth. GigMarket focuses on local neighborhoods and communities, so the main users acquisition would be through local connections. Paid Marketing is currently being limitedly used with minimal expenses.

Competition: Main Direct Competitors include: Thumbtack, Handy, Angi, HomeAdvisor, TaskRabbit, Craigslist. Their business model is old: customers need to go look for helpers/laborers. They don't provide a central place where people can come and ask for help. They play the middleman and act like a labor agency. They try to control users' communication and payment instead of providing a transactional marketplace. Little to no tech involved, user experience and interfaces are varied from basic to terrible. They all take too long to solve problems for customers.

Financial Projections (Unaudited):

	2023	2024	2025	2026	2027
Revenue	120K	1M	5M	20M	100M
EBIT (dollars in thousands)	50K	700K	4M	15M	50M

Quick Facts

Company Name: HUSTLR INC

Contact: Doug Nguyen

Address: Vienna, VA

Phone: 405-385-2140

Email: Doug@GigMarket.com

Website: www.gigmarket.com

Industry: Gig Marketplace, Gig Economy

Domain: SaaS

Bank: Wells Fargo

Number of Employees: 4

Leadership Team:

Doug Nguyen - CEO

Tuan Do - CTO

Greg Adams - Advisor

Amount of Financing Sought: \$1.5M

Current Investors: \$400K raised

Use of Funds: Growth and Expansion, Development, R&D in AI and ML

Precision Monitoring and 3D Visualization of Earth from Space, Air, and Underwater

COMPANY BACKGROUND

Geo-intelligence software company with a SaaS platform that combines the best on-demand satellite imaging, 3D visualization technologies, and AI-based change detection to create current 3D digital twins of anywhere on earth for exploration and situational awareness.

LEADERSHIP TEAM



Norm Couturier, CEO
 Serial tech founder (25yrs)
 3 exits (\$35m), 2 M&A deals
 Extensive SaaS, cloud experience



Tom Batty, COO
 Canadian Defence Officer (39yrs)
 Commanded Army Learning Centre
 3D situational awareness expert

PRODUCT

Terris addresses the need to virtually “see” potential exploration sites, by creating 3D digital twins of the terrain on-demand from the best satellites. Our change detection shows the “story” of the terrain over time, enabling more accurate decision-making and planning.

OUR ADVANTAGES:

- Integrate multiple imagery/data formats from satellites, aerial, ground and underwater = most comprehensive operating picture.
- Automatic on-demand creation of 3D immersive visualization environments.
- Built-in precision AI-based change detection.
- Fastest, lowest-cost automated path from “ask” to “actionable intelligence”.

TECHNOLOGY

Patented technology to automatically co-register satellite and aerial imagery from different sources, significantly reduces manual effort/cost
 Our automated image data fusion process integrates across satellite and aerial providers, and across multiple formats (optical, SAR, thermal, multispectral)

MARKETS



Revenue streams: (1) SaaS subscription + imagery and AI insights, (2) Analytics/Insights Marketplace - customers and partner white-label

DISTRIBUTION CHANNELS

Current: SaaS subscriptions, direct sales for key accounts
Future: Channel partners (consultants, systems integrators)

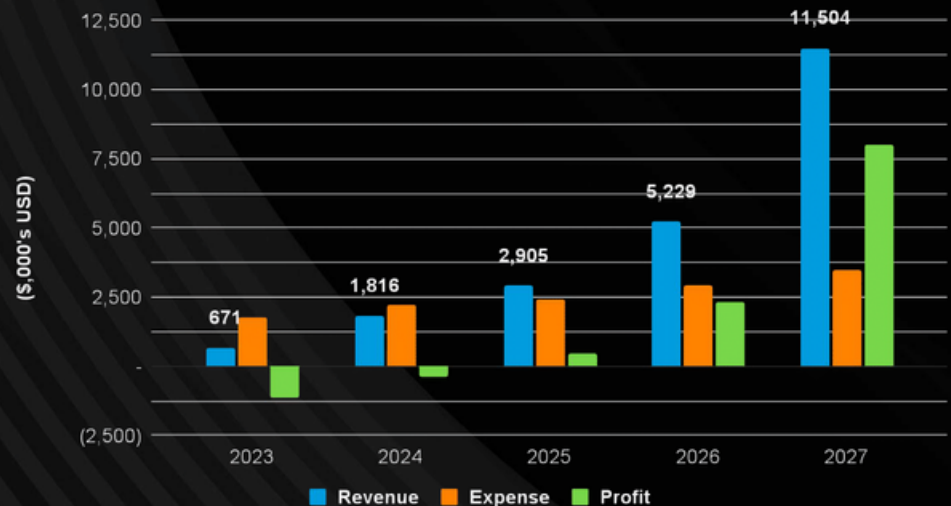
COMPETITORS

Constellations providing analytics on their own data (Planet, Blacksky), legacy situational awareness platforms (VRICON), digital twin/modelling platforms (blackshark.ai).

COMPANY PROFILE

Company: Terris Earth Intelligence
Contact: Norm Couturier, CEO
Norm.Couturier@TerrisEI.com
 m: +1 (506) 451-3461
Location: Fredericton, NB, Canada
Website: www.TerrisEI.com
Industry: Spacotech, Earth Observation
Domain: SaaS, Enterprise Software
Bank: Royal Bank of Canada
Legal: McInnes Cooper
Finance/Audit: Grant Thornton
Employees: 3 F/T, 4 P/T
Leadership Team: Norm Couturier, CEO
 Tom Batty, COO
Founded: 2018
Stage: Seed, Product @ prototype
Capital Raised to-date: \$700k USD
Revenue to-Date: \$300k USD
Financing Sought: \$1.5m USD
Current Investors: Concrete Ventures, New Brunswick Innovation Foundation
Use of Funds: Product Engineering, Sales/Marketing

FINANCIAL PROJECTIONS (unaudited)



March 30 Attendees

As of 03 30 23

SPEAKERS

First Name	Last Name	Title	Company
Tien	Wong	CEO	Opus8, Inc.
Mark	Haas	CEO	Association for Enterprise Growth
Sara	Clasper	Associate	NEXT, powered by Shulman Rogers

PRESENTERS

First Name	Last Name	Title	Company
Jerome	Tse	Founder & CEO	Berri Organics
Robert	Wray	CEO	BlueStar Telehealth
Joe	Nilsson	CEO & Co-founder	C15 Studio
Milton	Cohen	President & CEO	Caring Closures
John	Dinusson	President & CEO	Eva Medtec
Christopher	Etesse	Chairman and CEO	Fushion Cyber
Doug	Nguyen	Co-Founder and CEO	GigMarket
Norm	Couturier	CEO	Terris Earth Intelligence

ATTENDEES

First Name	Last Name	Title	Company
Paul	Acevedo	EIR	Avanta Ventures
Bara	Adwan	CEO	Bencil
Nauman	Ahmed	Business Lead	Delsys
Yazeed	Al-Katzeb	Principal	HopStone Capital
WD	Allen	Adjunct Prof	University of Missouri
Lekan	Anlugbua II	Group CEO	Leks Environmental Ltd
D. R.	Arthur	CIO	AE
Bevely	Awuor		Georgetown University
Tamay	Aykut	CEO & Founder	Sureel Inc.
Saerome	Bae	CEO	VWell, Inc.
Rick	Bain	Principal	ReCreation
Dan	Ballin	Chief Executive	Ideas Crucible
Riko	Banardi	Investor	Robin Hood Ventures
Josh	Barnes	Founder	Harbor Designs & Manufacturing
Thomas	Bascom	President	LinkSpace, LLC
Tom	Batty	COO	Terris Earth Intelligence
Kyle	Bayliss	Managing Director, Corridor Region	Maryland SBDC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Jeff	Beck	President	PidjCo
Katharine	Beech	Relationship Manager	BHC
Lena	Benjamin	Freelance Business Consultant	Empower Business
Steve	Bergman	Managing Director	Strategy360 Group
Karen	Bertrand	Owner	ClearCloud Bookkeeping LLC
Gus	Bessalel	President	Spectrum Partners
Vippy	Bhambra	Investor	Glomo
Jon	Blackie	Investor	London Real Ventures
Randy	Blake	Principal	Duncaster Investments
Larry	Boodin	Business Development Director	Thompson Financial
Maisa	Brajovich	Owner	Themis Trading & Services
Richard	Bristol	President	Bristol Advisory LLC

Stanley	Brock	CEO/Investor	Brock Dev Co
Doug	Brown	Principal	DAB Holdings LLC
Brian	Brown	Principal	Big Law Business Development
Stacye	Brown Loman	President	SB&N Holdings LLC
Peter	Buchanan	Managing Partner	NewPlan, LLC
Jesse	Bunch	Director	Deepstone LLC
Greg	Burton	CEO	UBsports
Andrei	Buzatu	Director of International Bus Dev	International Accelerator
Baiju	C	Founder	Tursya
Christian	Camarce	Partner	Sterne, Kessler, Goldstein & Fox PLLC
Anthony	Cammarata	Outsourced CFO	Startupcannon
Joe	Carlin	Principal	JonXeone Capital
Sue	Carr	President	CarrTech Corp
David	Carrithers	Chief Beekeeper	Businesshive.com
John	Carter	Financial Imagineer	Denver Banker
Hepzel	Castro	Independent consultant	Independent consultant
Nicole	Cederblom	CEO Founder	LoopAging
Raju	Chavan	Founder	Happy Souls Foundation Inc
Chris	Chen		
George	Chen	Principal	Nautilus Venture Partners
Michelle	Chen	Partner	Key2China
Elizabeth	Cho-Fertikh	Cofounder	MEDA Angels
June W	Choi	Managing Partner	Serval Ventures
Matthew	Cimino	Manager, Business Dev and Innovation	Maryland Department of Commerce
William	Classen	AVP	Colliers International
Joseph	Clayborne II	Entrepreneur / IT Professional	
David	Coakley	SVP Growth	BlueStar TeleHealth
Brett	Coffee	VP Operations	Lunar Outpost
Regina	Cohen	Shaman	Eagle Venture
Marcus	Cohn	CEO	Spectalix
K.	coleman	President	Content Chunk
Gregory	Collins	CEO	Lightwork Enterprise
Victoria	Collins	Founder & Chief Disruptor	Buzzy Rocket
Brian	Colsell	CEO	Cheqbook
Jim	Cook	GM	Cook's Outsourcing Network LLC
Samuel	Copel	Asset Management	UNIFUND Plc
Samuel	Copel	Asset Management	UNIFUND Plc
Radames	Cordero	CEO	MelaTech
Runar	Cornels-Bogen	CEO	Niuton AI
Jonathan	Corrales	CTO	Incidr
Camilo	Correa	CEO & Co-Founder	Water Adventures
Norm	Couturier	CEO	Terris Earth Intelligence
Scott	Crabb	Consultant	Fusion Cyber
Patrick	Crowe	Co-Founder	Door Robotics
John	Crupi	Chief Robot Officer	Kick Analytics
Marta	Cruz	Managing Partner	NXTP Ventures
Darren	Culbreath	CTO	Samepoint
Steve	Curd	CEO	Scaeva Technologies, Inc.
Larry	Cynkin	Founder & Consulting CTO	GreenBar
Susan	D'Aloia	Founder	Shape Human Expression
Daniel	Darlak	Producer	Groundbreaking Picutres
George	Davis	Fund Manager	Evergreen Advisors LLC
Talia	Davis	Hairstylist/social worker	TotheTee Styles and Co LLC
John	DeGross	Principal Fintech Consultant	DeGross Consulting
Renzo	Del Aguila Macf	Senior Investment Manager	Phoenix Contact Innovation Ventures
Kate	DeNatale	Commercialization Fellow	Johns Hopkins Technology Ventures

Mamta	Dhanuka	Director	KiwiTech
Albert	Di Rienzo	President & Chief Innovation Officer	One Health Group
Louis	DiFrancesco	Inventor	Gale Wind Ship, inc
John	Dinusson	President & CEO	Eva Medtec
Filip	Dite	Co-Founder	Votan Ventures
Laurel	Djoukeng	CEO	Sparc
Eduardo	Dorado	Analyst	White Peak Partners
Will	Doucette	Observer	Northeastern University
Michael	Doyle	Managing Director	Goldin Ventures
Edward	DuCoin	CEO	Orpical Group
Fred	Dyste	CEO-Founder	BizWatt LLC
Gail	Edgell	Partnerships	Panaceutics
Omeka	Edison	Owner	Perfecting Pretty
Tom	Eggleston	Managing Director	Charmides Capital
Susan	Emerson	PA-C, Investor	Emerson Enterprise, LLC
Martin	Erim	CEO	First Renaissance Ventures
Chris	Esposito	Vice President Sales and Marketing	StudioLabs
Priscila	Feltre	Sales Advisor	RogersGray
Emily	Fenush	Social Media Intern	CONNECTpreneur
Santiago	Ferrari	CEO	Hathor
Jennie	Figaro	Co-Founder, Global VP	Nzagi Technologies, Inc.
Nick	Filipoff	CEO	Profit and Purpose
Tom	Findlay	Director	IS3 Ltd
Tressa	Fisher	CEO	Farmers Plus, LLC
Roselle	Foley	Senior Director, Business Development	National Association of Chemical Distributors
Mao	Foo		
Derek	Footer	Managing Partner	ExtraVallis
Cindy	Fraley	Membership Director	Keiretsu Forum Southern California
Justin	Fuhrmann	MGR	
Dorothy	Fulop	Camp Director	Pitchcamp
Akshay	Fulzele	Student	Arizona State University
Sathish Kumar	G	Partner	SBSS & Associates
Glen	Gaddy	Managing Member	RHV
Phil	Gallagher	Founder	Taziot
William	Galle	Principal	DPS
Bediako	George	Founder	Georgetown Software House, Inc.
Walid	Ghodbane	Private	Private
Gregory	Giammittorio	Partner/Angel Investor	Potomac Law Group PLLC
Peter	Gladis	President	Peter Gladis Consulting, LLC
Melissa	Glasson	Assistant to the CEO	SmartMomGig.com
Simon	Godwin	Partner	Transfirm, LLC
Gaurav	Goomer	CEO	MyLifeWell
Tom	Goris	Founder	Boon Logic
Jeffrey	Graber	Researcher	MITERE
Kim	Gray	CEO	Uvii
Jasmine	Green	Founder	Empire Retreats
Richard	Greene	CEO	RGA Israel & U.S.
Kristin	Gross	Founder	Navdee
Frank	Gruber	Co-CEO & Co-Founder	Established & Established Ventures
Nina	Guise-Gerrity	CEO	getGFTD
Fred	Gumbinner	President MP	K4-Icon Finance
Christopher	Guttek	Private Investor	
Jeff	Guzy	CEO	Cojax Oil and Gas Corp
Mark	Haas	CEO	AEG
Fizie	Haleem	Manager, Business Solutions	Montgomery College
Liu	Han	President	Leader Funding, Inc.

Malcolm	Handelsman	Managing Director	Do It Right LLC/Active Angels Network
Michael	Hanson	Co-Founder/ Chief of Operations	IconXChange Business Solutions
Mark	Happe		
Tawanna	Hardy	Small Business Coach	GOBE
Tawanna	Hardy-Ventress	Business Coach	GOBE
Brian	Harper	Co-Founder/ Chief of Strategic Planning	IconXChange Business Solutions
Edgar	Harrell	President / Private Investor	Edgar C Harrell Associates
Wajid	Hassan	CEO	NetworkFort
Qaizar	Hassonjee	Managing Partner	Angel Star Ventures
Toni	Hastings	VP Operations	Eva Medtec, Inc
Kerry	Hawk Lessard	Operations Manager	VijoGeo, LLC
Claude	Hayn	CEO	AdJumps
Aziz	Hazizi	Founder	Cicada Sign
Patrick	Healy	CEO	Ernie.com
Michel	Heitstuman	COO	FraudLens
Brian	Heller	Partner	Outside GC
Arthur	Henderson	CEO	Affinity Networks, Inc.
Thomas	Henry	NonExecutive Director	Eunike Ventures
Browning	Herbert	Managing Director	Ringbolt Capital
Roselle	Hermosura		Dating Refinery
Robert	Hibbert		Johns Hopkins
Bennett	Hickey	Occupier Services	
Eddie	Hill	Director, Business Incubation	Mason Enterprise Center Fairfax
Joy	Hoffman	VMS Project Manager	Maryland Tech Council
Alyse	Holstein	CEO	HPG Partners, LLC
Klaas	Homan	Director	RVUK
Ruhan	Hou	Sales and Marketing Intern	Oxiwear
Hippler	Houda	mngr	HCB Consulting
Darnley	Howard	President	PAN Diaspora Capital Management
April	Huang	Founder	Section D Media, LLC
David	Huffman	Client Associate	Merrill Lynch
Raja	Hundal	Financial Consultant	WFG
Scott	I Crabb	Cybersecurity Consultant	Fusion Cyber
Paul	Iacovacci	CEO	Enascor Capital
Gbenga	Ige	Director	Microsoft
Stephen	Igo	Founder & Director	ReCardia Heart Sciences
Linda	In	Director	Headstrong Branding
Dave	Izuka	Consultant	Venture Acceleration Services
Naman	Jain	Founder	HackHabits
Pearl	Jindal		American University
Twanna	Jones	Director of Procurement	JustOne Solutions LLC
Tyrell	Junius	Co-founder	Tiami Networks
Abi	K	Founder	Livinbetr Corp
Madelle	Kangha	Owner	ELLEDAM
Alexandra	Kapelos-Peters	Founder	Cansulta
Ujjwala	Kashkari	Chief Strategy Officer	Artiligent Inc.
Ron	Kazel	Principal	Kalliam Capital LLC
Mokhtar	Kazzalbach	CEO	MK Enterprise technologies
Sasha	Kedzie	Space Commerce Institute Program	Coc Space Foundation
Lidel	Kelly Toh	CEO	
Keith	Kelsen	CEO / Investor	Inhalio, Inc.
Alvin	Kersting	CEO	Portfolio Operating Partners
Joe	Kessler	Managing Partner / Investor	Next-Stage Development Group
Chandan	Khandelwal	Founder and CEO	RCKA
Mahnaz	Khazari	Broker/Owner	Mk finance co
Kay	Kienast	CMO	Bython

Afolabi	Kilaso	Founder	BettaLyfe
Jennifer	Kirkland	COO/CFO	Care Constitution
Kyle	Kirsch	BD	Blue Marlin Partners
Aidan	Kittredge	Associate	Riverbend Capital
Bernard	Klocman	CEO	Emergent Healthcare
Martin	Koev	Manager	Koev Brothers
Thomas	Koulopoulos	CEO	PlexiCam
Goran	Krndija	Head of Growth	Mentorcam
Max	Kryzhanovskiy	Owner	MOS Creative
Kevin	Kubit	COO	Creative Engineering
Tom	Kumar	CEO	
Greg	Lamb	Account Executive	Slim Capital LLC
Maria	Lamottke	BD	Bicoll
Katie	LaPotin	Owner	Phoenix Rising Consulting
Vern	Larson	Director	CAPQ
Maria	Layese	Marketing Project Manager	Bitorix
Bob	Leach	Business Advisor	Braintree Business Development Center
Adam	Lebovitz	Investor	BAM Ventures
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions,LLC
Miranda	Lee	Founder & Designer	LX Labs Co.
Hyunmin	Lee	President	Happy Mobility
Aquila	Lee	Senior Associate	Chenel Capital
Steven	Lehat	Principal	Regulatory World
Kerry	Lessard	Operations Manager	VijoGeo, LLC
George	Letscher	Principal	Swish IP
Yibo	Li		Q Bay Center
Per	Lindell	CEO	Panther Pharmaceuticals
Pedro	Lombardo	Venture Partner	JPX
Alan	Luba	CEO	Human Resources Consultants LLC
Shimon	M	Founder	InTalent
Marcela	Maamari	Founder	Indigo Healthcare
Amrita	Madabushi	Lecturer	Johns Hopkins University
Amrita	Madabushi	Lecturer	Johns Hopkins University
Emilia	Maia	Instructor	Wharton Business School
Dmitry	Makdim	President	MAKDIM, INC
Arun	Mallikarjunan	CEO	Practice in a Box
Patrick	Manning	CEO	Diagnostox
Alexander	Mariasov	President	Digitalix
Harrison	Marick	Lead Data Scientist	Tiber Solutions
Tara	Marshall-Hill	Founder	Sindano Health
TJ	Master	Technology Mentor	Innovation Commercialization Assistance Program (ICAP)
James	Masterson	CEO	Xstream Infection Control,LLC
Aditya	Maurya	CEO	Zelox Entertainment
Karla Fabiola	Mayo Sánchez	Student/Researcher	IPN
Dave	McCarthy	LP	Potential Energy DC
Conor	McKenna	Founder / CEO	Go Swag
Joshua	McKie	Marketer	Fusion Cyber
Rajiv	Mehta		Purple Sage Ventures
Robert	Mendralla	President, Investments	RM Enterprises
Mikki	Mesfin		American University
Barry	Michael	Founder	Biomedical Commercialization LLC
Morgan	Miles	Consultant	MCBM Development Services, LLC
Anne Marie	Miller		Georgetown Law Center
Loren	Minkus	Consultant	Concept Equity Group
Joe	Mischler	CEO	MStreet Growth Advisory
Judy	Mod	Founder + CEO	Innovations Domain, LLC

Kay	Mok	Senior Partner	Gobi Ventures
Kristin	Molenaar	Business Owner	
Zachary	Molnar	Director	Caring Closures
Daniel	Montero	CEO	Business Consultants for Digital Solutions, LLC
John	Morgan	Managing Partner	Morgan Global
Roy	Morris	Partner	STI
Michael	Morton	CEO/Founder	GNEISS
Vuyile	Mthethwa	Managing Director	Nyambose Corporation PTY
Amitav	Mukherjee	Founder	Tiami Networks
Soujanya	Mukka	Founder	MyB2BNetwork
Kevin	Mullenex	Co-Founder and COO	iotaBEAM, Inc.
Ed	Mullin	Executive Director	Baltimore Robotics Center
Alex	Murphy	CEO	JobSync
Charles	Nahabedian	CEO	VK Digital Health
David	Nazaire	CEO	Ride GOAT Inc
Kevin	Neal	CEO	P3iD Technologies Inc.
Dena	Neek	CEO	xBlock
Susan	Nemeth	Co-founder	Aportio Technologies
QT	Ng	Regional Growth Manager	Gigmarket.com
Doug	Nguyen	Founder and CEO	HUSTLR INC - www.GigMarket.com
Ryan	Nicholson		Wilmington University
Nikolai	Nikolov	Director	bERS.bg OptiDist.com
Joe	Nilsson	CEO & Co-founder	C15 Studio
Paul	Nolde	Executive Managing Director	Lighthouse Labs
Kellie	O hara	Operational partner	Reciprocity ROI LLC
Anindya Singh	Obi	Founder CEO	Niiti
Michael	O'Brien	Founder & Managing Principal	MOB Advocacy
Alicia	Oddi	Managing Director, Entrepreneur & Incl	Rev1 Ventures
Baba	Olaogun	Founder	FreeGas.com
Suresh	Oleti	CTO	First Performance
Joseph	Olowe	CEO	Doktorconnect
Daniel	Olsher	President	Integral Mind - First General AI
Marvellous	Olubela	Business Analyst	Citibank
Courtney	Olujobi	Co Founder	OHM Ventures
Robert	Oros	President	Business Development Resources, Inc.
Jare	Oweimrin	Director	
Guc	Ozenci	Managing Partner	Axent Ventures
Julide	Oztap	Director	LoanStreet
Robert	Padulo	Professional Angel Investor, Board Mem	Seeking Unicorns, LLC
Gene	Panasenko	Fin Advisor	Moloney Securities
Shyam	Panda	Founder	Slash (Legal name - QuickFind, Inc)
Jean-Luc	Park	Sr Director Social Impact	TEDCO (MD.Technology Dev. Corp.)
George	Parrish	Head Deal Flow	Bay Angels
Lucien	Parsons	Founder	lucienp@opscat.com
Mansi	Patel	Analyst	Cortado Ventures
Mayur	Patil	Growth Hacker	Everestek LLC
Viraj	Patil	Senior BD	Everestek
Abel	Pattammady		Bhjjk
Jill	Pecon-Slattery	CEO	Cornerstone Genomics
Doug	Pennington	Investor	ArchAngels
Saumya	Pillai	Consultant Engagement	Hidden Brains
Trey	Plasko		American University
William	Podd	President	Landmark Family Office
Brian	Polangin	Managing Partner	Mobile2Social
Joel	Price	Director of Product Innovation	Core Source Technologies
David	Radin	CEO	Confirmed

George	Radmilovic	CFO	Zimmersive4u
A	Raj	President	Arar Technology
Skylar	Rallison	Community Manager	CONNECTpreneur
Suzanne	Reade	President	Chicago ArchAngels
Joe	Reddix	President and CEO	The Reddix Group
Damoder	Reddy	Investor	Chemical Angels
Rhonda	Reese	Operations Manager	Assisteye, Inc.
Alon	Refaeli	Partner	Cyber Together
Brendan	Rempel	Managing Partner	Alternative Advisory Group Management
Julie	Ren		Verve Therapeutics
Chris	Reynolds	Venture Partner	RCV Partners
Lil	Rhee	Producer	Lil Rhee
Victor	Rhoder	VP of Channels and Strategic Partnershi	AtWork Systems LLC
John	Ricci	Mananging Director US ANGELS	US ANGELS
Joan	Rider	Inventor & designer	First for Cosy
Fredy	Rincan	Sales	EMD Sales
Connor	Roberts	Founder	Opal HTM
Dean	Rodionoff	General Manager Technology	Artezio
Robert	Rosenberg	President	SMC
Thomas	Ross	President	Palm Beach Investment Group LLC
Andy	Rouse	CEO	Fusion Interactive Corp
Todd	Rowley	President	ODNB
Dietrich	Ruehlmann	Partner	GaiaXus
Charlotte	Safos	COO	ATI
Faye	Sahai	Partner	Telosity Ventures
Francisco	Salcido	CEO	BeOriginal
Pablo	Salcido	COO	BeOriginal
Arthur	Salindong	CEO	Trabus Technologies
Solomon	Saul	Managing Partner	KLS Alliance
Olesia	Saviuk	Business Representative	Business Development Manager
Anurodh	Saxena	Engineer	HYCM
Guy	Scarpelli	President	CTC Teleservices
Ryan	Schauer	Sales	Accelerance
Alan	Schlaifer	Chairman	Wharton DC Innovation Summit
Kirsten	Scholte	Senior Strategy Manager	Cortex Design Inc.
Andrew	Schonberger		Northeastern University
Gerhard	Schwandt	Certified Executive Coach	
Victoria	Schwinning	EVP	Suvarna Partners, LLC
Raymond	Sczudlo	Principal	Sczudlo Advisors LLC
Ryan	Sears	Founder / Investor	FounderTrac
Grant	Seiffert	Board of Director	Connected Nation
Pothiraj	Selvaraj	CEO	St Jardins Inc
Joel	Selzer	CEO & Co-Founder	ArcheMedX, Inc.
Mario	Shaffer	Investor, Managing Director	HIG
Hemant	Shah	CEO	Balto Rx LLC
John	Shahla	Software Engineer	
Cirrus	Shakeri	CEO	Inventurist Inc.
Jonathan	Shames	Private Investor	
Daniel	Shapiro	Grand Poobah	
Aurangzeb	Shereef	Founder	Konnex
Nayab	Siddiqui	President	SSSI
Dusan	Simic	CEO	Zimmersive4u
Alan	Simon	COO	Orb Reality
Ranbir	Singh	President	PowerSiC, LLC
George	Siragusa	Adjunct Professor	GMU
Geoffrey	Smith	Co-Founder	Brilliance

Mike	Smith	Strategic Partnerships	Wolters Kluwer
John	Smyk	Creator Strategic Business Partner	The Entrepreneurial CPA
Stephane	Solis		Blue Heron Capital
Steven	Solomon	Founder and CEO	American Cyber
Victoria	Soshnikova	Startup Advisor	Estimeo
George	Spears	CEO	Atero
Thomas	Stallone	Managing Partner	TapSEC Consulting, LLC
Michael	Steiner	Executive Director	BEST Robotics
Ernest	Stern	Partner	Culhane Meadows PLLC
Paul	Stoichevski	Producer	Polar Shift Productions
Adam	Strach	Principal	SawyerSight
Yamuna	Subburaj	Co-Founder	Edukle LLC
Dilip	Sundaram	Chief Global Officer	Arcimoto
Ning	Sung	Investor	Sand Hill Angels
Petr	Susen	Venture Coach	Enpulse Ventures GmbH
Terry	Sutherland	Founder CEO	Transforming Business Solutions
Tom	Swanson	President	TJ Swanson Co.
Calvin	Sze	Developer	Self-employed
Diane	Tai	President	Award International Inc.
Nobu	Takanuma	Partner	Joyance Partners
Ramsay	Tanham	Appraiser	Metro Comm
Tricia	Tarrance	Legal Assistant	SSA
Hayford	Tawiah	Founder & CEO	Proxy Fidelity Services
Darryle	Taylor	CollabTech Business Manager	Georgia State University
Brandon	Thompson	Account Manager and Sales Director	Zarttech B.V.
Bob	Thorssen	Chairman	Vlogmi Corporation
Matthew	Tompkins	CEO	International Art And Commerce
Luis	Torres	CEO/Founder	Travel With Louie 5-D
Nicole	Tripodi	Principal	FEDinform
Matt	Truong	Co-Founder	Attest Technology LLC
Wai	Tsang	Principal	I/E/I
Jerome	Tse	Founder	Berri Organics
Alexander	Ugbebor	CEO & Founder	Nzagi Technologies, Inc.
Virat	Vaid	Founder	CIVET Consultants
Liise	Valma	Startup Mentor	
Grant	Van Cleve	Managing Partner	Hangar 75 Ventures
Richard	Van Horn	Founder	Pseudo=NYM
John	Vatian		American University Washington College of Law
Ravindran	VC	Founder	ShopKarma
Monika	Velkova	Co-founder	Fluid
Roy	Vella	Managing Director	Vella Ventures
Thomas (Tom)	Verbeck	Consultant	Boustead Securities
Juan	Vides	CEO	winning on wednesday
Jim	Voeller	Patent Counsel	Maier & Maier
Tom	Vogelsong	Life Science and Tech Advisor	Kyto Technology and Life Science
Amy	Vos	Associate Financial Advisor	Northwestern Mutual
Paul	Wagner	President	BSI
Jordan	Wahbeh	MP	SV Venture Group
Jacqueline	Walker	District Sales Manager	EMD SALES INC
Carl	Wallace	Principal	Corpscore, LLC
Kevin	Walsh	Principal	Atrox Partners, PLLC
Ye	Wang	Global Strategy	Epsilon
Barry	Weinbaum	Financial Services Professional	New York Life
Preston	Weir	Chief Technology Officer	BlueStar TeleHealth
Robert	Weissman	President	Suvarna Partners, LLC
Dawn	Wellott	CEO	SmartMomGig.com

Skip	West	President	MAXSA Innovations LLC
Jack	Whelan	Director of Business Development	International Accelerator
Laurie	Wiggins	CEO	Byond
Catherina	Wijaya	CFO	Thor
John	Wiktorowicz	CEO	InnovaRegi
Hallie	Williams	Franchise Broker	Right Next Door
Ajani	Windsor - Area	Venture Partner	Expert Dojo Ventures
Liz	Witte	Account Executive	Justworks
Belinda	Wong	Director	Leader Corporate Services Limited
Amy	Wood	Program Manager	Pepperdine University
Martin	Woodbridge	Founder	Leadsopedia
Carl	Wooten	CEO/Founder	GivGo
Robert	Wray	CEO	BlueStar Telehealth
Vennard	Wright	President	Wave Welcome
John	Wu	CEO	Gryphon
Sam	Wyman	Managing Director	Bluepointe Consultants Group, LLC
Nitin	Yadav	Founder	ConnectedClones
Ashish	Yadav	BDR	Myb2bnetwork
Yigang	Yang	Managing Partner	WaterStar Capital
Tereza	Yerimyan		Georgetown University
Randell	Young	General Partner	VentureNet Partners
Jon	Zaikowski	Assistant Director	New York Angels
Anna	Zdorenko	Founder & CEO	INCYMO.AI
Brian	Zernhelt	Business Development Director	Cyquent, Inc
Nadege	Zeshung	Attorney/Organizational Dev Consultant	Zeshung Law Office
Jeff	Zika	CEO	AirGO.Ai
Nick	Zwierlein	Client Relationship Manager	Koffman Southern Tier Incubator

PARTNERS



MODUS CREATE @ModusCreate

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



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

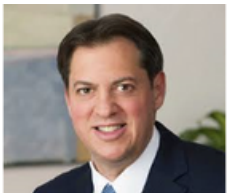
Pat is focused on the intersection of design, technology, and business. He saw the need for a high-end product consulting firm built with open-source team design and the concept for Modus was born. Pat helps clients see new ways to tackle challenges with emerging technology and brings his unmatched passion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



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.

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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.



STELLAPOP @StellaPop

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.

We're in the "creating solutions for your business" business. With tailor-made answers, we accelerate growth, expand markets, streamline operations, leverage technology, and activate brands. Our marketing expertise serves a diverse range of industries including public, private, manufacturing, retail, financial, science, medical, pharmaceutical, engineering, aerospace, real estate, education, and not-for-profit.

PARTNERS



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

Truist Wealth Management has a commitment to helping our clients manage their wealth and achieve their goals. We build and continually strengthening long-term relationships by offering you comprehensive wealth management capabilities to meet your sophisticated and often complex needs. As your needs evolve, your team of experts and solutions will too, in order to address new challenges and opportunities.



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.



PARTNERS



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.



ROBERT H. SMITH
SCHOOL OF BUSINESS
DINGMAN CENTER
for ENTREPRENEURSHIP

DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD_Dingman

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

KEIRETSU



FORUM

KEIRETSU FORUM @KeiretsuAngels

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



FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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

MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES

The Maryland Tech Council Venture Mentoring Services (MTC VMS) program is one of the leading team mentoring services available in the state of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation while expanding financial and business opportunities for tech, cyber, and life science start-ups. The MTC VMS Program provides free team-based mentoring services to qualified Maryland-based tech and life science venture CEOs who are accepted into the program. Since the MTC VMS program began, more than 75 ventures have enrolled & \$100MM has been raised in capital & grants.



PARTNERS



STARTUP GRIND-COLUMBIA, MD @StartupGrindDC

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



ANGELS + LIFE.SCI INVESTORS

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



GEORGETOWN ENTREPRENEURSHIP INITIATIVE

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



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

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

PARTNERS



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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anorth@opus8.com
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July 27	Aug. 31	Sept. 28
Oct. 26	Nov. 30	Dec. 20