

Big Idea
CONNECTpreneur
Investor Network

VIRTUAL ROCKET PITCH
+ POWER NETWORKING

May 31, 2023

CONNECTpreneur.org

AGENDA

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

11:05-11:15am | WELCOME and INTRODUCTIONS
- TIEN WONG, Founder and Host, CONNECTpreneur Community

11:15-12:10pm | ROCKET PITCH SESSION Companies will be introduced by:
- MARK HAAS, CEO, AEG
- SARA CLASPER, Associate Attorney, NEXT powered by Shulman Rogers

12:10-12:45pm | BREAKOUT ROOMS & NETWORKING
(Breakout rooms hosted by presenting companies)

12:45-1:45pm - Special MASTER CLASS: "Using Chat GPT to Grow Your Business"

May 31, 2023

CONNECTpreneur.org

SPEAKERS



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

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

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

PRESENTING COMPANIES

247Solar Inc. - Bruce Anderson

Applied Impact Robotics - Fred Briggs

Cornerstone Genomics Inc - Jill Pecon-Slattery PhD

MyLifeID Inc. - Jeffrey W. Cohen

Network Immunology - George Hoffmann

Pathotrak Inc. - Javier Atencia

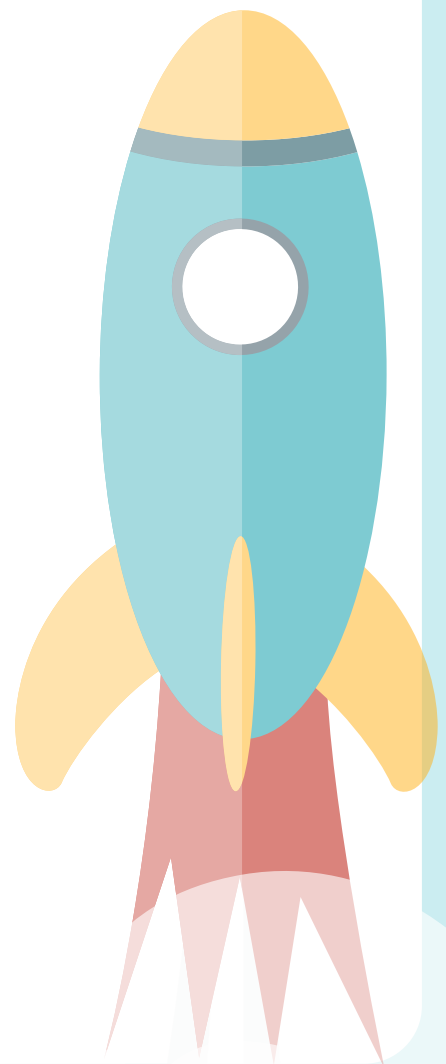
OneForce - Andy Zhulenev

Quasi Robotics - Alena Shumova

SPIRO Robotics - Dimitri Sokolov

TAGFI - Sheila Malhotra

Veriti - Gabe Galvan



CONTACT INFORMATION

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FINANCIAL INFORMATION (USD)

Company Stage – Series A2 preferred
 Previous Capital – USD 18.5MM
 Capital Seeking - USD 8MM
 Committed - USD 3.5MM

USE OF FUNDS

USD 3.5MM Customer installations
 USD 2.5MM Operations, Sales/Mktg
 USD 2.0MM Engineering

MANAGEMENT TEAM

Bruce N. Anderson - **CEO & Founder**: 40-year solar industry leader & innovator; founded over 7 companies; Made Earth Day an annual event; co-inventor of 247Solar technology; MIT Master’s Thesis in Solar

Natalie M. Lorenz - **VP Operations and Board Director**: 30+ years in Business Ops & Market Growth; former SVP Booz Allen Hamilton; Board director OPTT:NYSE and Embr Labs; BSEE MIT; MSEE JHU

Chanchal Kalra - **Senior Director of Bids and Contracts**: 13+ years in commercial project management; background in MechEng; Previously at Toshiba

BOARD OF ADVISORS

- Jill Tietjen: Duke Energy, Mobil Oil, ABET Inc., Georgia Transmission, Merrick & Co.
- Dr. Robert Laughlin: Nobel Laureate in Physics; Stanford Faculty
- Dr. Robert Hemphill: AES Solar and AES Corp; former CEO & Executive VP
- Gary Rahl: Deloitte, Managing Director; Booz Allen, former Exec. VP
- David M. Walker: Bechtel Group, Former Senior VP

PITCH - 247Solar Inc., an MIT spinoff, sells unique solutions that combine our proprietary advanced technologies with intermittent solar, wind, and batteries to produce clean power 24 hours a day, 365 days a year to help create a sustainable world powered by abundant, low cost, clean energy.

PROBLEM/OPPORTUNITY - The global energy transition is accelerating. However, success requires both electricity and heat 24 hours a day, and conventional solar neither operates 24/7 nor produces both heat and power.

SOLUTION/PRODUCT – One of 247Solar’s highly-differentiated solutions produces power around the clock, even during prolonged periods of bad weather, converting intermittent PV and wind into 24/7 operation. A second solution, our industrial Long Duration Energy Storage (LDES) battery, converts intermittent wind and solar electricity into a firm 24/7 supply of both electricity and industrial grade heat.

BUSINESS MODEL - 247Solar’s business model is capital-efficient and produces out-sized EBITDAs. Our solutions use both proprietary and off-the-shelf equipment produced to our specs by third party suppliers. Projects provide recurring revenues from the sale of energy and from high-margin after-sales services, eg, subscription-based remote operation & analytics, repairs, and spare parts. 247Solar adds a 10-15% management fee to the costs of projects, such as utility-scale power projects that cost USD 100s millions.

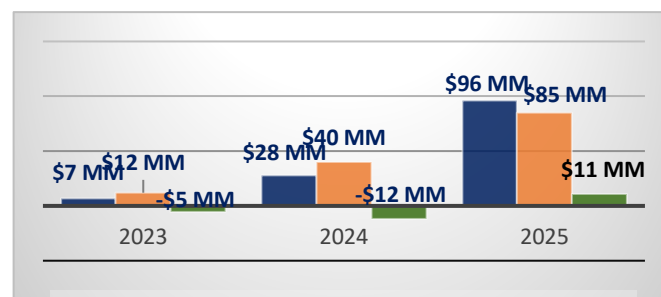
MARKET – The largely ignored industrial decarbonization market represents 30% of global CO2 emissions. In addition, the International Energy Agency forecasts 73GW (>USD 400 billion) of utility-scale CSP by 2030, in part to satisfy the growing Green Hydrogen and carbon-free utility-scale baseload power requirements across the globe. Green Desalination is expected to grow to USD 28 billion per year by 2030.

COMPETITORS - Neither wind nor PV operate 24/7 nor do they provide heat. Standard CSP (Concentrated Solar Power) is large-scale, expensive, and its heat is low-temperature and low-value. Startups Heliogen (HLGN), Vast Solar, and RayGen aspire to develop technology competitive with ours. No other Long Duration Energy Storage batteries offer both power and industrial grade heat or offer 24/7 operation regardless of weather.

COMPETITIVE ADVANTAGE - 30+ broad patents thoroughly and completely protect our entire suite of technologies and solutions globally. As factory-made modular systems, our costs drop sharply with volume, making us increasingly competitive. There are few clean sources that deliver both electricity AND heat that operate 24/7.

EXECUTION PLAN/GO-TO-MARKET STRATEGY – 247Solar is deploying its first three sales of USD 8 million to NTPC, India’s largest utility; an off-grid mine in southern Africa; and an industrial facility in Australia. 21 Regional Representatives globally identify prospects. Our pipeline exceeds \$50 million, and we are in active discussions on 50 MW to 1 GW projects (USD 300+ million) for baseload power and for 24/7 power AND heat for low-cost Green Hydrogen/Ammonia and Green Desalination.

PROJECTIONS



TRACTION – In just our first year, sales total USD 8 million. Our pipeline includes some of the world’s largest companies, eg, Linde, Cummins, Tata, and Reliance.



Applied Impact Robotics

Value Proposition

Company Background: Robotic enabled data company focused on Crude oil infrastructure inspection. We are making the oil & gas industry cleaner and safer through the automation of these inspections. We are currently partnered with Chevron and BP with seed round of funding from Chrysalix VC in 2021.

Leadership Team: *Has experience in industrial automation, prototype development, Oil & Gas and scaling/exiting in this industry.*

Fred Briggs- CEO/cofounder, expertise in developing early-stage technology.

Joel Poe- VP, led sales for technology start-up in O&G which exited.

Jim Nyquist- Group President at Emerson Automation where he led an \$11Bn group

Nick Andruschak- Non-Destructive Testing (NDT) expertise for O&G

Products/Services: Crude oil storage tanks are Federally required to be internally inspected every 10 years for corrosion. The current process to do this req We are the first solution to do this inspection robotically and keep the tank in-service. We deliver a robot to the tank floor and eliminate the need to remove the crude oil, sludge and sediment from the tank during inspection.

Technologies/Special Know-How: Robotic automation in crude tanks is extremely difficult because of the sludge that accumulates in the tank. Sludge is incredibly thick and difficult to maneuver in. We have a unique and patented method of reducing the viscosity of the sludge to facilitate robotic operation. We are the first and only company to demonstrate the ability to operate in sludge and sediment and the only company with the capacity to deliver an in-service robotic inspection of these high value assets.

Market: Our target market is the owners of crude oil holding tanks who are required to comply with API653 regulations such as Chevron, BP, Shell, Exxon and other larger oil & gas majors. Inspection of these assets is currently an \$18 billion annual. Robotic inspections cost a fraction of a traditional inspection and create more value. Cost to provide a robotic inspection is \$200K and revenue per inspection is \$2M while saving the customer \$7M per service.

Distribution Channels: This is a B2B service provided directly to the Oil & Gas companies with established partnerships with BP and Chevron.

Competition: All current inspections are done manually and require the tank to be taken offline. This process costs \$2 million per inspection, it releases tons of VOC's and requires environmental remediation of the the toxic sludge. The big 3 that do these inspections are TEAMS, HMT and MISTRAS. No robotic or online alternative currently exists for crude oil tank inspections.

Quick Facts

Name: Applied Impact Robotics

Contact: Fred Briggs

Address: Sterling, VA.

Phone: 703-362-6365

fred@appliedimpactrobotics.com

Web: www.appliedimpactrobotics.com

Industry: Oil & Gas

Domain: Robotic Inspection

Bank: Bank of America

Law Firm: Dunlap Bennett & Ludwig

Patent Estate: Marbury Group

Number of Employees: 6

Amount of Financing Sought:

\$1.7M, \$1.4M committed

Current Investors

Chrysalix Venture Capital

VIPC

Jim Nyquist

Carl Soderholm

Use of Funds:

Pilot program with Chevron and BP

Investment History: \$1.7M

(Angels, VC and grants)

Financial Projections (Unaudited):

| | 2022 | 2023 | 2024 | 2025 | 2026 |
|-----------------------------|----------|----------|--------|------|-------|
| Revenue | \$150K | \$500K | \$4M | 14M | \$42M |
| EBIT (dollars in thousands) | \$(662)K | \$(450)K | \$750K | \$3M | \$12M |



Cornerstone Genomics Inc

Value Proposition: Our DNA encodes our biology. Over time our DNA changes naturally but some rare changes cause inherited disease, including cancers. Correct identification of such deleterious genetic changes, out of many millions sequenced every day, is of **paramount importance in the race to save lives**. The problem is too much data, and no good way to filter it because methods are outdated, siloed, and rely upon the same incomplete reference data currently preventing progress. Our solution is **CodeXome®**, **mounted as a Google Cloud Platform** with our own totally new DNA sequence reference databases and a completely disruptive approach to filtering DNA changes linked with disease that **saves months of time** in finding cures.

Company Background: Founded in 2017 by CEO Jill Pecon-Slattery PhD, company transitioned to R&D via SBIR Ph I & Ph2 (2019-2023) from the National Science Foundation. Personnel are four FTEs and fractional support includes the services of CFO, CPA, CMO, IP law, corporate law, and business advisory board

Leadership Team: Founder and CEO Jill Pecon-Slattery PhD spent over 20 years conducting genetic research at the National Cancer Institute and authored 60 publications of original research. **Devon O'Rourke PhD COO and Product Manager**, is an expert in DNA sequence analyses, bioinformatics and big data analysis. **Susan Hernandez, Lead Developer** has over 20 years in software development, engineering and optimization.

Products/Services: CodeXome® can do in minutes what now takes months or years with existing genetic methods. Cornerstone Genomics **is the only Company** able to leverage mankind's shared ancestry with primates to accurately identify deleterious changes in 19000 genes of people and patients.

Technologies/Special Know-How: Proprietary Resources CodeXome® key innovations include **new genetic reference databases** generated from **our own proprietary biological samples**. **Scalable and Interactive** Our Google Cloud Platform allows scientific teams to explore and analyze their data securely and privately. **Reducing Months to Minutes** Pilot studies affirm CodeXome® revolutionary concepts work exactly as predicted, enabling scientific discovery at **blazing speeds**.

Market: Our beachhead market is **genome diagnostics** expected to nearly double to \$50 B globally by 2027, and to reach \$13.3 B in 2025 for N. America. Our SOM is SaaS for Genome Diagnostics. **Revenue** is a tiered subscription model tailored to corporate, government and academic customers. **Available now:** As-A-Service we will run customized workflow on clients' data.

Distribution Channels: Channels will leverage **support from** key stakeholders in genomic R&D community. Directs sales will be through team with 100's of leads. Global sales are planned via partnering

Competition: Our competitors include free DNA sequence databases such as Zoonomia & Ensembl compiled from many different sources with no unifying quality control so that researchers spend months repurposing the data. Other for-profit competitors such as Qiagen, Golden Helix, Genomenon offer select curated databases for diagnostics but only for a few genes and lack information for under-represented groups. CodeXome® is agnostic to human ethnicity and provides precise information for any person or patient.

Financial Projections (Unaudited):

| | 2022 | 2023 | 2024 | 2025 | 2026 |
|-----------------------------|-----------|-----------|-------------|--------------|--------------|
| Revenue | \$458,195 | \$798,400 | \$9,383,200 | \$20,071,200 | \$32,145,200 |
| EBIT (dollars in thousands) | | | | | |

Quick Facts

Company Name:
Cornerstone Genomics Inc

Contact:
Jill Pecon-Slattery

Address:
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Frederick MD 21701
Phone: 301-514-2886

Email:
jill@cornerstonegenomics.com

Website:
https://cornerstonegenomics.com

Industry: Health Tech
Domain: Genetic Analytics

Bank: Truist
Law Firm: McGuireWoods LLP
Patent Estate: Trade Secret

Number of Employees: 4
Leadership Team: Jill Pecon-Slattery CEO; Devon O'Rourke COO; Susan Hernandez Lead Developer

Amount of Financing Sought:
\$2M Seed Round
Current Investors: Individual SAFEs, SBIR I & II

Use of Funds: Research and Development; Marketing and Sales

Auditor:

Value Proposition - MyLifeID exists to improve medical outcomes through **better access to meaningful data** which can be used to improve a person's healthcare. We **specialize in the aggregation, normalization and redistribution of health information** in various forms, multiple languages and via several methods to improve the medical community's ability to rapidly forecast, diagnose, and treat people.

Company Background: MyLifeID was founded in 2017 at the **intersection of healthcare and travel**. Initially designing its solutions to assist the tens of millions of people who travel with a solution to ensure they have their medical records with them wherever they go, MyLifeID quickly found itself as the **missing link in the healthcare ecosystem** where silos, interoperability and restrictive antiquated data management systems prevent patients and doctors from accessing the data they need when they need it.

Leadership Team: Jeffrey Cohen has over 30 years of experience with technology, data management, travel, healthcare and leading international companies. He is complemented by Chris Watson, former CFO of the publicly traded company Succeed, and Tracy A. Annis, a seasoned international marketing expert with over 15 years of marketing software, hardware and travel globally. Our founding team and advisors are uniquely equipped to help us scale quickly and with authority. Between us, we have **10 exits, 150 million raised and almost a billion dollars in acquisition**.

Products/Services: The average person has over 132 medical records split between providers, insurance, labs, hospitals, urgent care, and specialists. The aggregated patient record creates a single Comprehensive Patient Profile (CPP). It contains a broader breadth and longer patient history, making it more useful for single-visit, chronic care, clinical & public health applications. Through the MyLifeID health cloud, mobile apps, website, and the MyLifeID Pocket Cloud™, we enable everyone with medical records to manage and share their information quickly, resulting in less duplication, fewer delays for treatment and faster diagnosis. **Proprietary technology, special know-how and HIPAA-compliant solutions** enable MyLifeID to facilitate better, faster, and more dynamic options to address the concerns of patients, doctors, public health and governments.

Technology and Special Know-how: MyLifeID's proprietary database design, AI, exclusive API ingestion engine, and unique open plugin architecture allows for greater expandability and integration with members of the global healthcare ecosystem.

Market: With a TAM over \$576B, MyLifeID benefits anyone who has healthcare. We offer purchase and subscription-based products and services. Segments include travel (business, medical and leisure), remote workers, students away from their home healthcare network, senior citizens, people with disabilities and those in areas with limited access to healthcare.

Distribution Channels Our distribution model is B2B and B2B2C with channels including partner organizations (i.e., GBTA and MTA), VARS/Bundlers like Employee Benefit Programs, insurance and travel firms, retailers such as "X" marts, and pharmacies.

Competition: MyLifeID's technology, integrations, language support and globalized products make MyLifeID far superior to its competition (OneRecord, SmartUSBCard) which focuses almost entirely on US markets and operates in the same old-school silo-style business model.

Quick Facts

Company Name: MyLifeID

Contact: Jeffrey W. Cohen

Address: Las Vegas, NV

Phone: 702-832-0240

Email: jcohen@mylifeid.com

Website: www.mylifeid.com

Industry: Digital Health Information Management

Leadership Team:

CEO/Founder: Jeffrey W. Cohen

CPA/CFO: Chris Watson

CMO/Founder: Tracy A. Annis

Industry Advisor: Nicholas Uchyn

Business Advisor: Richard Rabbito

Medical Advisor: Dr. Nicholas Welsh

Medical Advisor: Dr. Peter DeBry

General Advisor: Pierre DeAllfordii

Senior Architect: Roli Jayne

Amount of Financing Sought:

1M Convertible Note

Use of Funds:

Sales/Marketing

Technology

Operations

Previous Funding: 125k

Financial Projections (Unaudited):

| | 2022 | 2023 | 2024 | 2025 | 2026 |
|-------------------------|------|-------|---------|----------|----------|
| Revenue | \$24 | \$110 | \$3,547 | \$11,486 | \$50,894 |
| EBIT (\$s in thousands) | \$3 | \$16 | \$93 | \$1,779 | \$24,889 |

Network Immunology is a Vancouver based biotech company that fully owns the rights to a revolutionary platform immunotherapeutic that treats and prevents the development of inflammatory autoimmune and allergic diseases.

DEAL INFORMATION

Capital seeking this round:
\$650,000

Subscribed:
\$474,000

Remaining:
\$176,000

Total capital raised to date:
\$1,471,000

Shares Issued:
24,376,708

Stock Options:
1,977,728

Fully Diluted:
26,354,436

Pre-Money Valuation:
\$9,019,381

CONTACT:

George Hoffmann
Chairman and CEO

NETWORK IMMUNOLOGY

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SUMMARY

Network Immunology ("NI") scientists have invented a novel immuno-therapeutic platform technology and product called AbstimX™ that provides a mammal with a more stable, and therefore stronger and more resilient immune system, long-term.

In many pre-clinical studies, AbstimX™ has been shown to restabilize and rebalance an over-reactive immune system, bringing the system back to a stable, steady state, and thereby addressing the root cause of a wide range of inflammatory diseases.

Problem: Allergies and inflammatory-autoimmune diseases in companion animals and humans are a major burden on healthcare systems worldwide.

Solution: NI's proprietary AbstimX™ therapy is a long-term solution for inflammatory diseases. The treatment directly addresses the immunological core issue of over-reactivity in these devastating conditions. In the case of an overactive immune system, in many studies, AbstimX™ has been shown to effectively rebalance and reset the adaptive immune system long-term. It achieves this with an entirely new approach, and without the use of commonly administered immunosuppressant drugs or corticosteroids which often entail harmful side effects.

Broadly Applicable to Inflammatory Diseases:

In pre-clinical studies, AbstimX™ treatment has been shown to:

- therapeutically treat dogs with peanut allergy
- therapeutically treat mice with egg allergy
- therapeutically treat mice with inflammatory colitis
- prevent development of egg allergy in mice
- prevent development of inflammatory colitis in mice
- prevent development of inflammatory breast cancer in mice
- prevent development of organ transplant rejection in mice

Intellectual Property: The company has received strongly positive feedback on its intellectual property from the World Intellectual Property Organization (WIPO).

Regulatory Approval: Both antibody components of AbstimX™ therapy have extensive safety profiles and the company has received positive feedback from the USDA for animal application.

Use of Proceeds: This pre-seed round will fund pre-clinical developmental studies, including dose escalation, safety, and durability studies.

Exit Strategy: NI is building collaborative partnerships for the development and commercialization of AbstimX™ therapy for both human and animal applications. Within the next 12 to 24 months, NI plans to sell the canine allergy application asset to a large animal health company. As NI progresses with the development of the human application, it plans to license or sell the various human applications to a large pharma company. Shareholders will be remunerated based on their percentage share holding in the company.



Pathotrak's technology reduces the detection time of food-safety tests from 1-2 days to as little as 6 hours, helping food manufacturers cut costs on staffing, warehousing, and refrigeration, enabling earlier product release and faster recalls, and avoiding outbreaks.

Between Aug. 2015 and Jan. 2016, Chipotle lost \$8B in market value after an E. coli outbreak. It was just one of ~1,000 such cases per year in the US resulting in >\$55B combined financial losses, illness, and death. The current 1-2 day 'rapid' testing methods force the food industry to balance shelf-life and profit against food safety.

PROBLEM & MARKET

The government is increasing requirements for food safety testing. PCR is the gold standard for testing, but it requires 22 to 48 for "enrichment" of the samples to grow pathogens to detectable levels. There is currently no alternative to bacterial enrichment.

The market for pathogen testing in the US is \$11.9B (TAM). Salmonella, E. coli, and Listeria account for \$7.9B (SAM). Our first Target Markets are Meat and Produce, with a market value of \$1.7B.

SOLUTION

Pathotrak's AOAC accredited, award-winning technology separates pathogens directly from the food sample after as little as 6 hours of incubation. Our technology enables in-line product food-safety testing and the release of product within a single 8 hour shift. It is the **first and only AOAC accredited technology** to be equivalent to the 3-4 days FDA standard method for testing.

GO TO MARKET STRATEGY

Pathotrak sells disposable kits directly to food-safety labs, priced at current market prices (gross margin growing from 45% to 80% at volume).

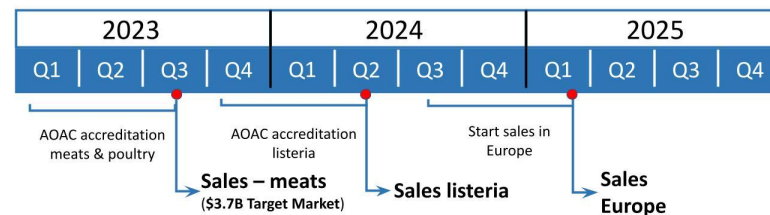
Current customer-segment: (1 Customer, 4 in Pipeline) Top-ten contract labs, covering over 50% of the contract testing market, growing at 9% CAGR. Our disposables will give them a competitive advantage and increase their capacity.

Second customer-segment: Corporate (high-throughput) labs of large food producers. Our disposables will cut logistic costs and increase shelf life.

COMPETITION

Our product is complementary to most commercial detection technologies and we will directly compete with vendors of enrichment media and enrichment disposables – 3M, Bio-Rad, BioMerieux, Thermo Fisher, Hygiene etc. These competitors have expressed interest in Pathotrak as a 'game changer', and we have partnered with four of them for common regulatory approval.

MILESTONES



| FINANCIALS | 2023 | 2024 | 2025 | 2026 |
|--------------|----------|---------|----------|----------|
| Revenue | \$0.9 M | \$5.8 M | \$20.7 M | \$43.6M |
| Gross Margin | \$0.5 M | \$4.4 M | \$14.7M | \$29.7 M |
| EBITDA | \$-0.5 M | \$1.8M | \$6.2M | \$10.8M |

CONTACT INFORMATION

Pathotrak, Inc
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 www.pathotrak.com
 jatencia@pathotrak.com

FINANCIAL INFORMATION

Capital raised:

Non-dilutive \$1.2 M
 Preseed \$1.35M
 Seed \$1.23M

Stage: Bridge/Series A

TEAM

- **CEO & Founder:** Javier Atencia, Tech Inventor. 15 years experience at NIST and UMD. 9 patents, 4 licensed.
- **CFO:** Rick Faint, experienced lawyer and entrepreneur. 2 IPOs, 6 Exits.
- **Engineering:** Ethan Reggia, UMD, expert in mechanical design and rapid prototyping.
- **R&D:** Alexa Grace Baldwin, Microbiology and Chemistry.

ADVISORY BOARD

- **Food safety:** Dr. Robert Buchanan; 30 years at FDA, USDA & UMD.
- **Product development:** Joan Savall, Ph.D. Director of Robotics @ Johnson & Johnson.
- **Business:** Deborah Hemingway, Ph.D., serial entrepreneur.
- **Business:** Doug Humphrey, VC-backed serial entrepreneur, 2 IPO.

Value Proposition: While several firms have successfully advanced in automating certain lead generation activities, no one has yet mastered the entire cycle of identifying all potential customers on the market, engaging the target audience, and generating qualified leads at scale. The science of connecting an outreach platform with AI to perform mental tasks (from researching potential customers to booking an introductory meeting) that normally requires painstaking human effort is the holy grail of lead generation.

Company Background: OneForce’s value proposition lies in the ability to execute lead-generation with much greater intelligence and efficiency. OneForce is aggressively growing its lead generation services revenue while building its SmartLeads™ SaaS platform and BrainCore™ AI to support and expand its existing business.

Founder/CEO: Andy Zhulenev is a serial entrepreneur & experienced tech executive with multiple successful exits, most recently a sale to Zscaler.

Products/Services: OneForce streamlines and automates outreach campaigns at every stage of the process using numerous tools, technologies, and experts. SmartLeads platform manages prospect database creation and all the outreach via targeted advertising, cold email, LinkedIn, cold calling, and SMS, or direct mail – all this fully managed by the SmartLeads platform. OneForce empowers SMEs to scale their outreach efforts and generate new business at higher ROI than any other available option on the market.

Technologies/Special Know-How: Continuous innovations in its processes, technology, and platform efficiency have led to OneForce becoming a profitable business in Q1 2023. While its starting level of automation was 20%, in less than two years OneForce has achieved 40% automation. The goal in the next few years is to double the level of automation to 80% and allow customers to manage their own campaigns via the SmartLeads SaaS platform.

Market: The lead generation market is expected to grow from \$3.1B in 2021 to \$9.6B by 2028, at an estimated 17.5% CAGR. The global AI market size was valued at \$137B in 2022 and is projected to expand at a CAGR of 37.3% from 2023 to 2030.

Distribution Channels: We’re targeting B2B businesses (\$10M-\$100M revenue) with growth ambitions. Our buyers are Business Owners. We partner with Marketing Agencies and Fractional CMOs to resell our service.

Quick Facts

OneForce Inc. (Delaware corp.)
Contact: Andy Zhulenev, CEO
Address: 10900 NE 4th Street, Suite 2300, Bellevue, WA, 98004

Phone: +1 (415) 699 1705
Email: andy@oneforce.co
Website: www.oneforce.co & www.smartleads.so
Industry: Software

Domain: Marketing AI

Bank: JP Morgan Chase

Law Firm: The Law Office of James G. Dodrill II, P.A.

Number of Employees: 71

Leadership Team:
Andy Zhulenev, CEO
Shannon Smith, Investor Relations
Shawn McGaff, Marketing

Amount of Financing Sought: \$1.25M

Current Investors: Keiretsu Northwest, OneForce customer

Use of Funds:
 - Sales and Marketing (60%)
 - Operations (20%)
 - Engineering (20%)

Competition: Our intelligent software offers higher-level automation and much smarter campaigns, resulting in a 2-3x increase in marketing ROI for our clients. Our competitors are small lead generation firms that offer omnichannel outreach via a single channel: email, LinkedIn, or cold calling. But all of them use only conventional third-party software. OneForce offers omnichannel outreach with a significantly higher level of intelligence.

Financial Projections (Unaudited):

| | 2022 | 2023 | 2024 | 2025 | 2025 |
|----------------|----------|---|-------|-------|--------|
| Revenue | \$738k | \$1.3M in Q1 \$7M forecast for 2023 | \$25M | \$60M | \$120M |
| EBIT | (\$748k) | \$519k in Q1 ~\$2M forecast for 2023 | \$12M | \$25M | \$50M |

Value Proposition

The Quasi Robotic Platform integrates powerful robot-agnostic **Quasi AI** algorithms, robust **R2** hardware, and user-friendly **Cloud Connect** interface to allow effortless control and decision traceability for any robotic fleet.

Company Background: Quasi Robotics was founded in 2017 by Life Science and Engineering professionals with one main goal in mind – to create a universal set of algorithms powerful enough to advance any robots’ abilities.

Leadership Team: **Vlad Lebedev:** CEO; **Max Didenko:** COO; **Fedor Bokov:** CSO.

Products/Services:

Quasi AI, R2 hardware and Cloud Connect create an all-inclusive system for robotic control unlike any other on the market today.

- ▶ **Quasi AI:** a proprietary set of AI algorithms; the brain that lets our system “learn how to learn” with each completed task and shares this knowledge across the entire fleet, without human guidance. Designed to be hardware agnostic, it can be deployed on any existing robot, allowing one software update to advance machine capabilities without expensive deployment.
- ▶ **R2:** a robust set of motors, sensors, and other hardware; the body that flawlessly completes our brain’s commands.
- ▶ **Cloud Connect:** the user interface that allows code-free operation and data analysis. With extensive audit logs for each robot action, decision-making is easily tracked to eliminate traceability concerns commonly experienced with generative AI.

Technologies/Special Know-How: Quasi holds 3 design patents and has 3 method patents in development. Our most significant competitive barrier are our proprietary machine learning models. Years of research enable our exclusive object detection, navigation, obstacle avoidance and vision frameworks. Creation of a comparable solution would require large investments of time, resources, and expertise.

Market: The Artificial Intelligence in Robotics, valued at 9.2B in 2022, has a 29.1% projected growth rate of due to rise in AI adoption, labor shortages and increasing gov investment. Quasi’s 3 year plan focuses on expanding R&D and delivering an educational model to market. It aims to position for exit via acquisition by larger organizations seeking to expand their capabilities in the AI robotics space.

Distribution Channels:

Education sales will be conducted via direct consultation with educational institutions, providing personalized demonstrations and addressing of unique instruction needs.

For acquisition prospects, Quasi will engage technology sector M&A advisors for expertise, market insights, and guidance.

Competition:

Quasi differentiates from competitors on three main factors: 1) proprietary ownership of all software components and final R2 design and construction; 2) specialization on our key AI product, allowing all resources to be put toward its development, as opposed to having multiple offerings across multiple sectors; 3) ease with which updates, customization and additional functionality can be added to any hardware containing our Quasi AI software.

Financial Projections (Unaudited):

| | 2022 | 2023 | 2024 | 2025 | 2026 |
|-----------------------------|------|-------|-------|-------|--------|
| Revenue | | | | | |
| EBIT (dollars in thousands) | | \$15m | \$25m | \$70m | \$150m |

Quick Facts

Company Name:

Quasi Robotics, Inc

Contact: Vlad Lebedev

Address:

**15134 Barnesville Road, Ste B
Boys, MD, 20841**

Phone: +1-240-422-0814

Email: info@quasi.ai

Website: www.quasi.ai

Industry: Robotics

Domain: AI Software

Bank: Capital One

Law Firm: Berschler Law

Patent Estate: Through To Paper

Number of Employees: 14

Leadership Team:

Vlad Lebedev, CEO

Max Didenko, COO

Fedor Bokov, CSO

Amount of Financing Sought:

\$5m

Current Investors:

Bootstrapped \$1.3m

Use of Funds: R&D

Development, Securing of

SPIRO Robotics



Spiro is making difficult tracheal intubations safer and easier, with our proprietary, AI guided handheld robot.

Company Background: Spiro Robotics, Inc. was founded in May 2020 by Vladimir Nekhendzy, MD, FASA, Professor of Anesthesiology & Otolaryngology at Stanford University. The company is based in Palo Alto, California.

Leadership Team: Dimitri Sokolov is Spiro's CEO. He is the former Head of R&D at Potrero Medical and has spent his career bringing medical technologies through development and regulatory approval and into the market. Vladimir Nekhendzy, MD, is the Company's founder and a practicing academic anesthesiologist at Stanford. He is considered one of the world's experts in difficult airways and will provide critical medical/clinical feedback and direction. Barry Cheskin, MSME/MBA, is Spiro's senior business advisor and is a highly experienced medical device executive with multiple successful exits.

Problem: Tracheal intubation (TI) involves placement of the breathing tube in the patient's trachea for surgery or critical illness to support oxygenation and ventilation. It is a race against the clock: the patient is anesthetized, paralyzed, and not breathing. Est. 30 M OR, ICU and ED intubations are performed annually in the U.S. alone, and over 6M of these are difficult (DTIs), which can result in a spiral of negative consequences up to and including brain damage and death. The patients' injuries further increase with the number of intubation attempts. Hospitals lose over \$20B annually due to procedural complications, cancelled surgeries, patient readmissions, and lawsuits.

Solution: The Company has invented a handheld image-guided intubation robot to make DTIs safer, quicker and more successful on the first attempt. Spiro's proprietary dual video endoscopy system allows to easily recognize anatomical structures and direct the robotic flexible endoscope either robotically via a joystick or automatically using artificial intelligence (AI)-robotic interface. With Spiro, the DTIs can be performed "perfectly", making each operator a difficult airway "expert".

Spiro has successfully tested a prototype of this device in a high-fidelity difficult airway manikin. It can perform simulated DTI in less than 20 sec, including the scenario when the vocal cords cannot be visualized. Spiro has also performed a cadaver study with 100% first pass success in cadavers.

Market: Initial market is anesthesiologists who do difficult airway cases (e.g., obesity, head and neck cancers, C-spine pathology, obstructive sleep apnea, pediatrics, etc.), with further expansion to ICU and ED. The U.S. target market is more than \$2B and consists of portable equipment and disposables.

Distribution Channels: Spiro will use a direct sales force to bring the device to market

Competition: The major companies in this space do not appear to have anything close to Spiro's offering. Existing products include laryngoscopes (direct and video), and flexible intubation endoscopes made by companies, such as Verathon, Storz, Ambu, Medtronic, Olympus, and others. None match the features and benefits of Spiro's product.

Quick Facts

Company Name: Spiro Robotics

Contact: Dimitri Sokolov

Phone: 330-990-2214

Email:
dsokolov@spirorobotics.com

Industry: Healthcare, Medicine

Domain: Medical Devices, Med Tech

Patent Estate: 7 issued Patents, more pending

Number of Employees: 3 Full time

Leadership Team:

Dimitri Sokolov
Amy Salzhauer
Barry Cheskin
Vladimir Nekhendzy

Amount of Financing Sought:
4M Seed round (3M already raised)

Current Investors

Good Growth Capital
15 Anesthesiologists Angel investors

Use of Funds:

60% R&D
30% Clinical Study
10% G&A

Financial Projections (Unaudited):

| | 2025 | 2026 | 2027 | 2028 | 2029 |
|---------|--------|-------|-------|--------|--------|
| Revenue | \$500k | \$10M | \$50M | \$250M | \$500M |

THE FUTURE OF CITIES ONLINE
Web, iOS and Android



Cities Are Fragmented

Cities lack the technology to unify local content and commerce. Outdated city platforms that do exist generate millions in revenue; modernized ones could earn many multiples, but most cities lack them altogether.

A Centralized City Platform

TAGFI is expanding its 5-star rated community marketplace technology to develop digital city platforms for all things local.

Revenue Model

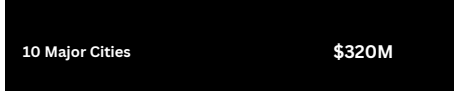
- Advertising: roughly \$5/1000 impressions
- Local Businesses: \$499/year + 5% transactions
- Local Organizations/Groups: \$999/year
- Consumers: Free or Members \$499/year
- Sponsors: \$3000- \$20,000
- City Partners: Rev-share + affiliate revenue

Marketing & Scale

Traffic to the city platforms will generate multiple revenue streams enabling the company to be cash-flow positive quickly

Funding

Convertible Note
\$2M target raise
\$550K committed



The Platforms

White label Community Marketplace Platform

- Real-time Content and Ad Revenue
- Business, Services, Events Listings
- Connections & Networking
- Partner APIs for Jobs, Real Estate, Food, News, and more...

Highlights

- Major sponsors, businesses, and co-launch partners participating in the New York Local platform rollout
- Audited real revenue comps indicate large ad revenue on city platforms plus multiple revenue streams
- Omar Sayed, founder of sitebuilder.com & serial entrepreneur with multiple large exits has joined TAGFI as a fractional CTO

Competitive Landscape

- Next Door: Platform Connecting Neighbors
- Meetup: Platform for Local Group Leaders
- Eventbrite: Platform for Event Organizers
- Time-Out: Media Publications & Marketplace

Team

| | | | | |
|---|---|---|--|--|
|  |  |  |  |  |
| Sheila Malhotrad Founder & CEO | John Kavvouras CRO | Huzaifa Majeed CMO | David Kinnear CLO | Omar Sayed CTO |
| Serial entrepreneur who has sold 4 profitable businesses Founded TAGFI to empower like-minded communities Relentless drive & leadership | Decades of experience as a sales executive and leader in the securities and emerging technology sectors | Growth marketing expert with deep experience in online communities and expertise in campaign management | Experienced Entrepreneur & Legaltech Founder Award-winning Barrister & International Legal Counsel Owner & Publisher of HPC.law | Founder of Sitebuilder.com, one of the first major eCommerce platforms, serving over 100,000 entrepreneurs |

| One City Only | #1 Business Listings | #2 Group Listing Fees | #3 Group/Services Monetization | #4 Brands and Partners Ads | #5 Consumer Memberships | TOTAL ANNUAL REVENUE BY Y2 |
|--|----------------------|-----------------------|--------------------------------|----------------------------|-------------------------|----------------------------|
| FORECAST REVENUE (Based on Assumptions by Market Size of Cities) | | | | | | |
| MAJOR CITY | Avg \$25/mo | \$125/mo/group | Avg Fees 5% | Avg CPM \$20 | Free/\$5/\$15/\$49 | << Assumptions |
| Year 1 - 2024 | \$311,811 | \$311,811 | \$259,843 | \$249,449 | \$187,087 | \$1,320,000 |
| Year 2 - 2025 | \$904,252 | \$904,252 | \$753,543 | \$723,402 | \$542,551 | \$3,828,000 |
| Year 3 - 2026 | \$1,356,378 | \$1,356,378 | \$1,130,315 | \$1,085,102 | \$813,827 | \$5,742,000 |
| Year 4 - 2027 | \$2,034,567 | \$2,034,567 | \$1,695,472 | \$1,627,654 | \$1,220,740 | \$8,613,000 |
| Year 5 - 2028 | \$3,051,969 | \$3,051,969 | \$2,543,307 | \$2,441,575 | \$1,831,181 | \$12,920,000 |
| TOTAL 5-YR REV: | \$7,658,976 | \$7,658,976 | \$6,382,480 | \$6,127,181 | \$4,595,386 | \$32,423,000 |



CYBERSECURITY MADE SIMPLE

Contact Information

Gabe Galvan
703-727-6510
ggalvan@verititech.com

Industry

Financial Services
Cybersecurity

Development stage

Pre-Seed

Year founded

2022

Number of Employees

3

Funding Need

\$500,000
Convertible Instrument

Minimum Investment

\$50,000

Use of Funds

80% Product Development
9% Cloud Infrastructure
9% Front-end and Mktg.
2% SG&A

Market Opportunity

TAM= \$100B +
SOM= 1 to 3% of TAM

Initial target markets:

- Central, Retail, and commercial banks
- Credit unions
- Savings and loan associations
- Investment banks
- Brokerage firms
- Insurance and Mortgage companies

INTRO

We simplify cybersecurity for executives and business leaders using generative AI and large language models to improve business outcomes.

PROBLEM OPPORTUNITY

Enterprises don't effectively use their cybersecurity knowledge to improve their business practices and decision-making.

SOLUTION

Platform to address 1st and 3rd party cyber risk for financial institutions seeking accurate, understandable, and actionable risk assessments:

- Enhances decision-making loan origination premiums and covenants and M&A purchase considerations; and
- Improves corporate operations and regulatory compliance, and helps reduce supply chain risk exposures

GTM AND REVENUE MODEL

Freemium offering to gain market presence via a one-time analysis with an opportunity to upgrade to a premium solution of paid features, including continuous monitoring and alerts, ongoing dynamic surveys, more detailed reports, and benchmarking. We are targeting a \$50,000-\$100,000 ARR for premium deployments.

COMPETITION

Current solutions (e.g., MaxSure, Security ScoreCard, Kroll, Fortify, and others) are for technical experts, not business-people. Currently financial institutions use a time-consuming and largely ineffective forms-based due diligence process to capture cyber risk.

THE TEAM

Our team has extensive cybersecurity knowledge, having previously worked at major industry players, including IBM, HP, and MITRE. Besides a great team of advisors with similar bona fides, the team has access to hundreds of C-level decision-makers within the financial services industry.

PARTNERS

NEXT
the future of startup law

SHULMAN
ROGERS

NEXT powered by SHULMAN ROGERS

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

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



ANTHONY MILLIN, NEXT CHAIR & PARTNER, SHULMAN, ROGERS

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



AEG @enterprisegrowth

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



MARK HAAS, CEO, AEG @MarkHaas

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

TRUIST 

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.

PARTNERS



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-graduatework at The Johns Hopkins University.



REFRACTION @refractionpt

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



ESTHER LEE, PRESIDENT & CEO REFRACTION @eeclee

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

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



DINGMAN CENTER FOR ENTREPRENEURSHIP, UNIVERSITY OF MARYLAND @UMD_Dingman

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



KEIRETSU FORUM @KeiretsuAngels

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



FITCI - FREDERICK INNOVATIVE TECHNOLOGY CENTER, INC @FITCInc

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

PARTNERS



THE BALTIMORE ANGELS @baltimoreangels

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



MARYLAND TECH COUNCIL VENTURE MENTORING SERVICES

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



STARTUP GRIND-COLUMBIA, MD @StartupGrindDC

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



ANGELS + LIFE.SCI INVESTORS

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



GEORGETOWN ENTREPRENEURSHIP INITIATIVE

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



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

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

PARTNERS



RYAN & WETMORE, P.C. @RyanWetmorePC

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



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

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



ENTERPRISE TRANSFORMATION SOLUTIONS

INES LEBOW, FOUNDER AND PRINCIPAL @ilebow1

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



May 31 Attendees

As of 05 31 23

| SPEAKERS | | | |
|------------|-----------|-------|-------------|
| First Name | Last Name | Title | Company |
| Tien | Wong | CEO | Opus8, Inc. |

| PRESENTERS | | | |
|------------|--------------------|-----------------------|---------------------------------|
| First Name | Last Name | Title | Company |
| Bruce | Anderson | CEO | 247Solar Inc. |
| Fred | Briggs | CEO | Applied Impact Robotics |
| Jill | Pecon-Slattery PhD | Founder and CEO | Cornerstone Genomics Inc |
| Jeffrey W. | Cohen | Founder and CEO | MyLifeID Inc. |
| George | Hoffmann | Chairman and CEO | Network Immunology |
| Andy | Zhulenev | CEO | OneForce |
| Javier | Atencia | Founder and CEO | Pathotrak Inc. |
| Alena | Shumova | Director of Marketing | Quasi Robotics |
| Dimitri | Sokolov | CEO | SPIRO Robotics |
| Sheila | Malhotra | Founder and CEO | TAGFI |
| Gabe | Galvan | President and CEO | Veriti |

| ATTENDEES | | | |
|------------|------------|-------------------------------|-----------------------------------|
| First Name | Last Name | Title | Company |
| Ben | Abernethy | App Developer | EdenFiftyOne |
| Ferdinand | Abirdinand | Pizza Cook | Homeslice |
| Danica | Aboujaoude | Co- Owner | Manta Gallery LLC |
| Tarek | Abousalem | Managing Partner | ElementOne Digital |
| Fredric | Abramson | Founder and CEO | Golden Thread Technology, Inc. |
| Kevin | Adams | Associate | Banneker Partners |
| Bara | Adwan | CEO | Bencil |
| Manish | Agarwal | Managing Partner | Attain NextGen Ventures |
| John | Aggrey | CEO | Uinicorn |
| Sameer | Ahirrao | CEO | Ardent Privacy |
| Nabeel | Ahmed | Founder | SKC |
| Jitin | Ahuja | | Spacejet |
| Satya | Akula | Managing Partner | New Angel Capital, LLC |
| Benjamin | Albright | Investor | Carrick Capital Partners |
| Sharon | Alcazar | VP of Marketing & Growth Labs | ITP |
| Iani | Alecsiu | Principal | Broadtree |
| Brian | Alexander | President | Omina Technologies |
| Kim | Alfonso | CEO | Results One LLC |
| Scott | Alford | COO | Oraclum Capital LLC |
| WD | Allen | | University of Missouri |
| Blake | Allison | Founder & CEO | LifeCents |
| Tracy | Altman | Executive Director | Museum of AI |
| Jeff | Altman | VP Operations | Museum of AI |
| Robert | Anderson | Financial Analyst | Natural Capital |
| Eziuche | Anih | Chief Revenue Officer | Imponexpo Worldwide Solutions Inc |
| Femila | Anilkumar | Doc Manager | Microsoft |
| Tracy | Annis | Vice President - Marketing | MyLifeID |
| Nancy | Apolo | Sales Director | MegaStar Global Media |
| Paul | Armijo | President & CEO | Armijo Innovations LLC |
| Rasha | Asfour | Photographer | Rasha Asfour Photography |
| Dan | Ashendorf | Mr | Jungle Juice |
| Julia | Asoni | COO | Standup |
| Reed | Atkin | Principal | Double Beta Consulting |
| AJ | Attavar | Founder | NPS, Inc |

| | | | |
|-----------|-------------|-------------------------------------|--|
| Darrin | Auito | Partner | HEA Law PLLC |
| Larry | Austin | President | StarWalker LLC |
| Mark | Avnet | Sr. Director of L&D | IAB |
| Nilesh | B | Volunteer | AAR Solutions |
| Andrea | Bacon | Founder | Witty Butterfly LLC |
| Jim | Bahr | Associate | GCP |
| Kyle | Baidas | | Bluejay, Advisory & Capital |
| Bronwyn | Bailey | Managing Director | First Republic Bank |
| VJ | Bala | CMO | Propeller Health |
| Jerry | Balan | EVP | KiwiTech |
| Anne | Balduzzi | Managing Director | TEDCO |
| John | Baldwin | Finance & Operations | Network Immunology Inc. |
| Dan | Ballin | Chief Executive | Ideas Crucible |
| Kimberly | Bannister | Owner/CEO | Bannister Business Solutions LLC |
| Trish | Barber | CEO | 3WaysDigital |
| Chase | Barlow | Analyst | Industry Ventures |
| Brian | Barnett | President | The Barnett Company, Inc. |
| Michelle | Basto | Sales | Cummings Co |
| Fernando | Batista | COO | InvestUSC |
| Erich | Baumgartner | | TPE, LLC |
| Amanda | Beale | CEO | MYB Agency |
| Jay | Beam | Managing Director | Adasel Global Partners |
| Lucile | Beaume | Senior Analyst | Breega |
| Kaleb | Befekadu | CEO | Obil |
| Alex | Behar | Vice President | Sandbox |
| Cathleen | Bellerose | Owner | Pink Lotus Healing Inc |
| Carlos | Bello | CEO | Budeli |
| Beatriz | Belmont | Analyst | Cometa |
| Beatriz | Belmont | Analyst | Cometa |
| Tash | Benjamin | VP, Business Development | TKing Enterprises |
| Chris | Bennett | Founder / Attorney | T-I-L(R) |
| Ernesto | Bent | Founder | White Knight Acquisitions |
| Andrew | Berg | Investor | Companyon Ventures |
| Reinhard | Berger | CEO | QuantumAI Labs |
| Jean-Paul | Berland | President | Dr. B Dental Solutions |
| Beth | Berman | | Compellications |
| Gordon | Bernhardt | Principal and Wealth Manager | Modera Wealth Management, LLC |
| Karen | Bertrand | Owner | ClearCloud Bookkeeping LLC |
| Hana | Besbes | Investor | Heal Capital |
| Gustavo | Bessalel | President | Spectrum Partners, Inc. |
| Brittany | Betit | CEO | Cornerstone Career Solutions |
| Anthony | Beverina | Managing Director | BGX Strategy, LLC |
| Vippy | Bhambra | Princaipal | Glomo |
| Wagish | Bhartiya | CGO | REI Systems |
| Chetana | Bhat | CEO | Personal, Professional, Relationship Development |
| Lynn | Birch | Co-Founder | Skreens |
| Benny | Blaise | Entrepreneur | Food & health industry |
| David | Blundin | MD | Link |
| Richard | Bodson | VP, Proposal & Business Development | SysNet Technologies, Inc. |
| Fedor | Bokov | CSO | Quasi Robotics |
| Arlesiah | Bolds | Owner | Color Me Fancy |
| Tierra | Bonds | CEO | Take Charge Credit Consulting |
| John | Bonhard | Vice President | Blueprint Equity |
| Larry | Boodin | Business Development Director | Thompson Financial Group |
| Isabel | Bordas | Analyst | Portobello Capital |
| Joe | Bouffard | CEO | Fulflld |
| Ruth | Bowers | Consultant | GrayJax LLC |
| Cathy | Bradley | CEO | CBE |
| Regan | Brady | Analyst | Linse Capital |
| Maisa | Brajovich | Owner | Themis Trading & Services |
| Greg | Brancho | CEO | DAHA |
| Steve | Brant | CEO | OFFER1 |
| Wiley | Brazier | CEO | We Greaux People |
| Stanley | Brock | CEO | Alunom Europe AB |
| Linda | Brockway | President | ECHO, Inc. |
| Joe | Brown | CEO | Maverik |
| Lora | Brown | Owner | ODAA Virtual Assistant Agency |
| Greta | Brunet | Sr Director | NCBC |
| Shelli | Brunswick | COO | Space Foundation |
| Cori | Bryant | CXO | Industry Wonder |

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| Lynn | Bryant | Founder | Star Heart Collections |
| Dwika | Budhyantara | Founder | Hata |
| Alan | Bui | Principal | North Castle Partners |
| Ibrahim | Bukhari | | University of Pennsylvania |
| Sai Krishna | Busa | Intern | Neosfer |
| Quadesha | Bynum | Ceo | Transition |
| Wade | Byrd | Founder/ CEO | QEPR, Inc |
| Jennifer | Byrne | CEO | Quesnay |
| Baiju | C | Founder | Tursya |
| Martin | Cadirola | President | Ecotronics Ventures LLC |
| Kathie | Callahan Brady | CEO | Fitci |
| Anthony | Cammarata | Outsourced CFO | Startupcannon |
| Carl | Campbell | VP | Parra Consulting Group, Inc |
| Marshall | Cao | Associate | Centana Growth Partners |
| Christian | Carello | CEO | Envisionit Consulting, Ilc |
| Joe | Carlin | Principal | JonXeone |
| Sue | Carr | President | CarrTech Corp |
| Jonathan | Carvalho Pruna | Private Equity Investment Analyst | Norwest Equity Partners (NEP) |
| Hepzel | Castro | Independent Consultant | Intellectual Property Consultant |
| Julia | Catuara | President | Catuara and Bell,Inc |
| Chris | Ceresini | VP Finance | X-Mode Social |
| Andy | Chalonec | Founder / Consultant | RetailPONY |
| Aaron | Chang | CEO | Renalert |
| Ji | Changrong | Founder | A3.AI Inc |
| Lynn | Chavez | Partner | ATeam Credit Card Processing Experts |
| Diana | Chavez | Marketing Director | TechAID Solutions |
| Marshall | Chawla | Financial Advisor | Marshall Chawla & Associates |
| Michael | Chea | Founder/CEO | Sassywood |
| Hafida | Chekkouchi | Founder | Anfal4re |
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| Pierre-Jean | Cherret | VP | Items |
| Nelson | Chick | CAO | Foil Flyer |
| June W | Choi | Managing Partner | Serval Ventures |
| Yoke sin | Chong | Managing partner | Iglobe |
| Naser | Chowdhury | President | Ai2IT Corp |
| Sonya | Christianson | VP, Finance and Operations | Montrose Lane |
| Peter | Chu | Director | AsiaTech |
| Melinda | Chu | Venture Scout | |
| Luke | Chung | President | FMS, Inc. |
| Lauren | Chung | CEO | Minleigh LLC |
| Matthew | Cimino | Manager | Maryland Department of Commerce |
| Nadine | Cino | CEO | TygaBox Systems Inc |
| Jo | Clark | Founder | Circle.ooo |
| John | Clarke | Managing Director | Sternaegis Ventures |
| Will | Classen | AVP | Colliers International |
| Katie | Cleasby | CEO | Recspert |
| Buff | Colchagoff | CEO | RosettaHealth |
| Victoria | Collins | Founder | Buzzy Rocket |
| Thomas | Collins | Dirctor of Enterprise Sales & Marketing | Atlantech Online, Inc. |
| Kevin | Conaway | President | HydroMassage |
| Will | Conly-Dwyer | Founder & CEO | Mindful Tutors LLC |
| Jeff | Connell | Board | LAC |
| Lisa | Conners | Executive Coach | Ever Better |
| Tomas | Cook | Invester | |
| Jeffrey | Cooper | Founder | CooperSoft |
| John | Coover | Director of Growth | St Jardins Inc |
| Daniel | Corcoran | President | SafeQual |
| Rick | Corcoran Jr | Partner | Slate Capital Group |
| Camilo | Correa | CEO & Co-Founder | Water adventures |
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| Tashalee | Cruz | CEO | Velia's Virtual Solutions |
| Christian | Cunningham | Principal | Medavance |
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| Cynthia | De Lorenzi | Chairman | Success in the City |
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| Shantanu | Dev | CEO | Examd |
| Taylor | Devine | Founder and Managing Partner | The CDI Group |
| Mamta | Dhanuka | Director | KiwiTech |
| Cosmo | Di Tucci | Founder & CEO | AbleOne Systems |
| Talabiou | Diallo | Tech Consultant | EY |
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| Frank | Dickson | Director | Maryland Housing and Community |
| Max | Didenko | COO | Quasi Robotics |
| Louis | DiFrancesco | Inventor | Gale Wind Ship inc |
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| John | Egan | Owner | Socraticx |
| David | Eisner | Founder | Dataprise |
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| Nazeh | Elmahdawi | | AU |
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| Asher | Epstein | COO | 10Pearls |
| Altan | Erg | PM | Mosaic DC |
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| Christian | Espinoza | Healthcare | |
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| Peter | Ettinger | Partner | 7914 Group |
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| Rick | Faint | CFO | Pathotrak |
| Max | Falstein | CEO | MaX Saxe Design |
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| Ray | Fang | Sr Director | Xinthera |
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| lance | Ford | CFO | Commutyble |
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| Michelle | Fox | CEO | UBQ |
| Travis | Fox | Chairman | UBQ |
| Paulo | Freire | Angel Investor | Investor |
| Ronald | Friddle | Financial Adviser | FFS |
| James | Friedman | CEO | Aspen Ice |
| Aliya | Friedman | Associate | Moonshots Capital |
| Kim | Fudurich | Directory of Regulatory Compliance | Luminous Group LLC |
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| Shane | Furlong | Associate | Charles Thayne Capital |

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| William | Galle | Principal | DPS |
| Paige | Gambrill | Creative Director | Din Din |
| Naiomi | Gardner | CEO | Bodhi Bar |
| Tessa | Gavia | Marketing & eComm Director | VitaCup |
| Val | Gay | CEO | Val Gay, LLC |
| Kenneth | Gay | President | Kenneth Gay Education |
| Chuck | Genrich | CEO | Special Event Transportation Management |
| Bediako | George | Founder | Georgetown Software House |
| Bediako | George | Founder | Georgetown Software House |
| Ali | Gerami | CEO | BoldPine LLC |
| Derese | Getnet | CEO | Simmbion |
| Walid | Ghodbane | | |
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| Blair | Giesen | Sales Executive | Zambig Media |
| Ellie | Giles | CEO | Virtual Apprentice |
| Pierre | Girgis | Busienss Development Manager | Aladdin hub |
| Dylan | Gittleman | Managing Director | Catskill Consulting |
| Melissa | Glasson | Executive Assistant | SmartMomGig.com |
| Ira | Gluck | COO | Student Playbook |
| David | Goldberg | CTO | RevTek Solutions |
| Joe | Golden | Managing Director | BGX Advisory |
| Justin | Goldsberry | Board Member | TFA |
| Douglas | Goldstein | Managing Director | Optimty Advisors |
| Mitchell | Golner | CEO | IoT Nation |
| Michael | Goodman | Partner | Granite Bridge Partners |
| Karen | Goodman Maschi | Founder CEO | Veza Innovations |
| Ken | Gordon | Co-founder and CEO | VALR Fitness |
| James | Gordon | CEO | CULTIVA |
| Michael | Gray | EVP Business Development and Operations | Unmanned Experts |
| Kevon | Gray | | |
| Tyler | Gray | Principal | Gray Street Solutions |
| Ellen | Grealish | Partner/Co-Founder | FlexProfessionals LLC |
| Alana | Green | Principal | Active Impact Investments |
| Simone | Green | Founder | Simone's Body BR |
| Daniel | Greenberg | CEO | CMO-ToGo |
| Lawrence | Greenberg | Venture Partner | Motley Fool Ventures |
| Richard | Greene | CEO | RGA Israel |
| Jay | Greyson | Partner | SCEP |
| Matthew | Grieb | Financial Advisor | Raymond James |
| Kristin | Gross | Founder | Navdee |
| Yulia | Gufranova | CEO | Kiddy School |
| Nina | Guise-Gerrity | CRO | GetGFTD |
| Fred | Gumbinner | Managing Partner | G2 GEM Finance |
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| Jonathan | Gutman | Director | JG financial LLC |
| Bob | Guzman | | |
| Jeff | Guzy | CEO | CoJax Oil |
| Michael | Haanpaa | Principal | Corinthian Capital Group |
| Jim | Hadley | CEO | Tiber Solutions, LLC |
| Ahmed | Hailat | CEO | Neon Tech Ai |
| Fizie | Haleem | Manager, Business Solutions | Montgomery College |
| Mohammad | Hamad | Manager | EEG LLC |
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| Chris | Hamoen | Founder | Data Parrot |
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| Malcolm | Handelsman | ED | DIR |
| Mary | Hannes | Associate Director | Golden Angels Investors |
| Mathew | Hanson | Managing Partner | Emprise Partners |
| Tawanna | Hardy-Ventress | Small Business Coach | Gobe |
| Craig | Harris | Partner | Wild Basin Investments |
| Sage | Harrison | Operating Partner | Trinity Investors |
| Mike | Hasan | Sales | EEG |
| Qaizar | Hassonjee | CEO | Angel Star Ventures |
| Hayley | Hatherell | Director | Dot + Del |
| Chris | Haug | Director | Startup Grind Maryland |
| Hugh | Havener | President/North america | Richmond Liquidity Management |
| Nader | Hawa | Engineer | Genex |

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| Aziz | Hazizi | Founder | Cicada Sign |
| Kuang | He | Associate CrossOver Fund | Sofinnova Partners |
| Julia | Hebert | Operations Manager | Springbok Analytics |
| Daniel | Heimlich | CMO | On-Demand CMO |
| Brian | Heller | Partner (lawyer) | Outside GC (virtual business law firm) |
| Donna | Hemmert | CEO | Positive Voices |
| Arthur | Henderson | CEO | Affinity Networks, Inc. |
| Thomas | Henry | Cofounder | Eunike Ventures |
| Bill | Henry | CEO | Gander |
| Charlie | Henry | | Natural Capital Firm |
| Browning | Herbert | Managing Director | Ringbolt Capital |
| Bennett | Hickey | Associate | |
| John | Higginbotham | Chairman & CEO | Blue Ridge Networks, Inc. |
| Eddie | Hill | Director, Business Incubation | George Mason University |
| Leroy | Hill | Sales | SIG |
| Christine | Hodges | Campaign Manager | LLS |
| Daniel | Hoffer | Managing Director | Autotech Ventures |
| Joy | Hoffman | Project Manager | Maryland Tech Council |
| Stuart | Holland | CEO | Syigma Technology Solutions, Inc. |
| Alyse | Holstein | CEO | HPG Partners, LLC |
| Darnley | Howard | President | Advansa International |
| Julie | Huang | CEO | ACJ International Realty LLC |
| Alexander | Huang | Associate | Sunstone Partners |
| April | Huang | Founder | Section D Media |
| Ken | Hubbard | Managing Partner | Salvare Fund |
| Glenn | Hudson | Owner | SAI |
| Cory | Hughes | COO | RevTek Solutions |
| Adil | Hussain | Owner | Nova Digital Services |
| Kurt | Hutflesz | Owner | MarCom Studio |
| Paul | Iacovacci | CEO | Enascor Capital |
| Stephen | Igo | Founder & Director | ReCardia Heart Sciences |
| Garrett | Ingham | Operations | Supercool Creamery |
| Brian | Israel | Corp Dev | Forvis |
| Brian | Iversen | CEO | Vertical Solar LLC |
| Dave | Izuka | Consultant | Venture Acceleration Services |
| K | J | Manager | Piesoft |
| Hugo | Jaca | Operations | Canton Trading |
| Deborah | Jackson | Founder and CEO | Plum Alley |
| Leif | Jackson | Founder | SchedGeo |
| Djakarta | Jacobs | Owner | Mindset Evolutionary LLC |
| Andy | Jacques | Co-Founder & COO | Pulse Mobile App |
| Reena | Jadhav | CEO | HealCircle |
| Elisa | Jageron | Managing Director | Wildcat Venture Partners |
| Vineet | Jain | | |
| Jaideep | Jain | CEO | TapClassifieds |
| Roydon | Jeffrey | CEO | ListedB |
| Neena | Jenkins | Founder | Kag |
| Mohamoud | Jibrell | Co-Founder | SAMA Technologies, LLC. |
| Shivam | Jindal | Investment Professional | Gaja Capital |
| Caroline | Johnston | CEO | GreenIsland Bakery |
| Edward | Jones | Senior Vice President | Wells Fargo Bank N.A. |
| Suby | Joseph | Principal | Brandywine Insights |
| Christopher | Joseph | Managing Partner | Clovis Point |
| Tyrell | Junius | Co-founder | Tiami Networks |
| Chirag | K | | |
| William | Kaafarani | Managing Director | MenaCare |
| Shoshi | Kaganovsky | President | Feelit |
| Dr. Tugba | Kalafatoglu | Founder /President | Dr. Entrepreneur |
| Sandra | Kalombo | Founder | FCGN |
| Nina | Kamanova | Investor Relation & partnership Management | Danube Angels |
| Riva | Kamat | CEO/Founder of Lotus Clinician Well-Being | Lotus Clinician Well-Being |
| Prachi | Kanabar | Head of Portfolio Ops | Sunstone Partners |
| Madelle | Kangha | Founder | JIS |
| Steve | Kann | Partner | Ocean Street Partners |
| Megan | Kapral | Social Media Manager & Small Business Owner | Self Employed |
| Ramraj | Kasamsetty | Founder | Cloud Ramp |
| Abdalla | Kassim | President | Gaduudow Enterprises LLC |
| Simmi | Kaur | Controller | Route 66 Ventures |

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| Arshdeep | Kaur | | UCB |
| John | Kealey | Investor | Individual |
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| Thomas | Keene | Managing Partner | Southlake Equity Group |
| Chip | Kelly | ED | Xstream Infection Control,LLC |
| Lidel | Kelly Toh | CEO | NALDCCAM |
| Ran | Ken Tor | CEO | DermaDetect |
| William | Keogh | Operating Partner | Eos Venture Partners |
| Howard | Kern | Advisor | Wedbush |
| Sana | Keshtkaran | Exec Coach | Sana Keshtkaran Coaching |
| Joe | Kessler | Managing Partner | Next-Stage Development Group, LLC |
| Mahnaz | Khazari | Broker/owner | Mk finance co |
| Ankush | Khona | Chief Data Officer | Cityblock Health |
| Mahyar | Khosravi | Chief Strategy Officer | Pyure |
| Rob | Kibler | CEO | DianyX Innovations |
| Kay | Kienast | CMO | Bython |
| Gene | Kim | Founder | DragonStartups |
| Younghoo | Kim | CEO | Website Innovator |
| David | Kinnear | Founder & CEO | HPC |
| Merom | Klein | Principal | Courage Growth Partners |
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| Michael | Knox | President | Gold Ridge Asset Management |
| Sari | Koelewijn | CCO | JobPays |
| Martin | Koev | Manager | Koev Brothers |
| Raymond | Koh | Sales Manager | DCD (M) SDN BHD |
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| Judy | Kosovich | Consultant | |
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| Bill | Krayer | PM | 1010 Technology LLC |
| Max | Kryzhanovskiy | Owner | MOS Creative |
| M.D. | Kull | Senior Advisor | Amplifi |
| Dr. Satish | Kumar | Director | Witsavvy |
| Anirudh | Kumar | Director, Data Engineering | Near |
| Ralph | Kunz | Founder | Catagonia Capital |
| Brett | Lacher | Principal | LatticeWork Capital |
| Jade | Lagesse | Intern | Bynd |
| Norman | Lai | BOD | US Medigene |
| Sean | Lam | CTO/VP | IMSG |
| B | Landau | CEO | Landau Carriage |
| Hannah | Lange | Venture Financing Manager | North Dakota Development Fund |
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| Tony | Lau | Managing Director | Space Strategies |
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| Bob | Leach | Business Advisor | Braintree |
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| Vlad | Lebedev | CEO | Quasi Robotics |
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| Frank | Leone | Director, Strategic Partnerships | Think |
| Joy | Levin | President | Allium Research and Analytics |
| John | Lin | President | CapStar Commercial Realty |
| Alexia | Lingart | Associate | Creadev |
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| Xiaonao | Liu | CEO | Nanobiofab |
| David | Liu | Senior legal | Humane |
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| Brandy | Lockwood | Co-founder | Unified Commerce Stores |
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| Marjorie | Lopez | Vice President | Broad Sky Partners |
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| Harlan | Lovestone | Art educator | Art Haus Project |
| Howard | Lubert | Area President | Keiretsu Forum Mid-Atlantic & South-East |
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| Michael | Lynch | CFO | Thornton Capital |
| Shimon | M | Founder | InTalent |
| Kofi | M | Founder | Solid Gold Global (Sagos Distro) |
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| Mary | MacPherson | President/CEO | M2Works |
| Cris | Madureira | Expansion Director | FCJ Venture Builder |
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| Andrea | Mason | Managing Director | Exome Venture Services |
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| Denise | McCarthy | Educator | EngIN |
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| Robert | McNiece | President | Lucere |
| David | McWhorter | CEO | The Homeland Security Consulti |
| Matt | Meador | Principal | MBD |
| Arthur | Medici | CEO Advisor | CEO Junction |
| Fay | Mehr | CEO | TraXel |
| Rajiv | Mehta | | Purple Sage Ventures |
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| Matthew | Melton | Business Development Manager | International Bird Rescue |
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| Peter | Merrill | President | Pmerrill technologies |
| Anthony | Meyer | President | Ocean Road Advisors |
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| Schuyler | Milton | Founder | KAPPA AgTech |
| Sonu | Mirchandani | Director | Etsu |

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| Makyha | Moore | Owner | S & C Logistics LLC |
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| John | Morgan | Managing PARTner | Morgan Global |
| Dave | Morgan | President | STS International |
| Roy | Morris | Partner | STI |
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| Maureen | Mulvihill | President & CEO | Actuated Medical, Inc. |
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| Kenneth | Nguyen | Owner | LongTerm CPA |
| Wendy | Ni | | Maxim Partners |
| Denise | Nixon | Founder | DA |
| Brady | Noble | Founder | Proudly Give |
| Glenn | Noble | CEO | ProudlyGive |
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| Dan | None | Owner | Jungle Juice |
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| Jimmy | O'Brien | Investor | AMCP |
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| Baba | Olaogun | Founder | FreeGas.com |
| Sunil | Oleti | CEO | GS Ventures LLC |
| Brandon | Oliver | Principal | BankTech Ventures |
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| Devon | Orourke | COO | Cornerstone Genomics |
| Matthew | Otero | Manager | M4g LLC |
| Julide | Oztap | Director | |
| Robert | Padulo | Investor | Seeking Unicorns, LLC |
| Virgil | Pain On Hip | Founder | VijoGeo, LLC |
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| June 29 | July 27 | Aug. 31 |
| Sept. 28 | Oct. 26 | Nov. 30 |
| Dec. 20 | | |