

Big Idea

CONNECTpreneur

Networking & Pitch Extravaganza

November 8, 2023
Baltimore, MD



Agenda

Wednesday, November 8, 2023

8:00 - 9:00 am - REGISTRATION / NETWORKING

9:00 - 9:15 am - WELCOME REMARKS

S. TIEN WONG - CEO, Opus8; Founder, Big Idea CONNECTpreneur Forum
ALEX TRIANTIS, DEAN, Johns Hopkins Carey Business School

9:15 - 9:25 am - TEDCO Update

TROY LEMAILE-STOVALL, CEO, TEDCO

9:25 - 9:30 am - Maryland Tech Council Update

STEVE PENNINGTON, Senior Vice President, Maryland Tech Council

9:30 - 10:00 am - COMPANY SHOWCASE / ROCKET PITCH

Companies will be introduced by:

MARK HAAS, CEO, Association for Enterprise Growth

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

PRESENTING COMPANIES

Aloe Therapeutics - Martha Sklavos

IMEROPEX - Jim Dear

Osprey BioScience - Sam Glickstein

PerVista - Vennard Wright

SkySquad - Julie Melnick

10:00 - 10:40 am - EARLY STAGE INVESTOR PANEL - Latest Trends in the VC and Angel Investing World

Moderator: DEBORAH HEMINGWAY, Managing Director, Ecphora Capital

JEFF CHERRY, Managing General Partner, Conscious Venture Partners

TEDDY GRESSER, Director - Seed Funds, TEDCO

VIJAY LAKSHMAN, President, MindGrub Ventures

PAUL SILBER, Partner, Blu Venture Investors

10:40 am - 11:30 am - NETWORKING

Speakers



TIEN WONG, CEO, OPUS8, INC.

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



ALEX TRIANTIS, DEAN, JOHNS HOPKINS CAREY BUSINESS SCHOOL

Alexander Triantis became the third dean of Johns Hopkins Carey Business School in 2019. He has built a reputation throughout his career as a strong, personable, and pragmatic leader skilled at building consensus around a strategic vision.

Prior to joining Carey Business School, Triantis served as dean of the Robert H. Smith School of Business at the University of Maryland from 2013 to 2019, and chair of the Finance Department from 2006 to 2011. Previously, he was a visiting scholar at MIT's Sloan School of Management, and an assistant and associate professor of finance at the University of Wisconsin. Triantis received his PhD in industrial engineering (with a specialization in finance) from Stanford University and his BSc and MEng degrees from the University of Toronto.



TROY LEMAILE-STOVALL, CEO, TEDCO

As the CEO of TEDCO—Maryland's \$200M+ AUM, 60M+ operating budget, \$2.5B impact, 1.4 TVPI, economic engine for technology companies—Troy A. LeMaile-Stovall leads the organization's mission to support economic empowerment through the cultivation of a diverse and inclusive entrepreneurial innovation ecosystem. He also serves as a Strategic Advisor for Hunter Lewis, LLC, an investment management advisory firm, led by Cambridge Associates Co-Founder Hunter Lewis.

An accomplished & award-winning Chief Experience Officer with significant experience in leading and implementing strategic plans via strong coaching and a focus on metrics, Troy has led or co-led over \$3B in debt and equity offerings.

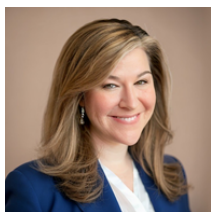


STEVE PENNINGTON, SENIOR VICE PRESIDENT, MARYLAND TECH COUNCIL

Steve Pennington has over 30 years of senior leadership experience with both private sector and public sector organizations. From an operational perspective he has always managed for outcome-based results. He has expertise in multiple industry sectors developing and implementing strategic plans with set measurable targets required for achieving objectives.

He is knowledgeable in multiple markets and industry sectors where customer acquisition, relationship building, retention and customer service skills are highly valued assets in achieving goals and objectives. He is experienced in public and private sector markets with a proven ability in defining the engagement and opportunity creation process for organizations at the State and local public sector level as well as the SMB sector to Fortune 100.

Steve currently serves as Vice President of Technology & Innovation for the Maryland Tech Council (MTC) leading interaction for membership, sponsorship, and stakeholder engagement. This position keeps him actively involved with stakeholder and partner engagement across a broad-spectrum of industry sectors as well as engaged with economic development organizations throughout Maryland.



DEBORAH HEMINGWAY, MANAGING DIRECTOR, ECPHORA CAPITAL

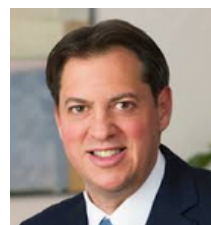
Dr. Hemingway brings more than 20 years of entrepreneurial, scientific, and investing experience in business formation, technology commercialization, startup leadership, and medical device entrepreneurship. She has been an active member of the Maryland entrepreneurial ecosystem as a serial entrepreneur, angel investor, philanthropist, and board member. Dr. Hemingway is a mentor in the FedTech accelerator and sits on the advisory boards of eight biotech companies in the Mid-Atlantic region, including Pathotrak, Relavo, Playwell, and Aloe Therapeutics. She is a venture partner and serves on a number of medtech committees at NextGen Venture Partners. She was recognized by the UMD Dingman Center for Entrepreneurship as the 2019 Angel Investor of the Year.

Dr. Hemingway earned a PhD in biophysics from the University of Maryland, College Park (UMD), after completing dual bachelor's degrees at Ohio University. She currently lives in central Maryland with her husband and four children.



JEFF CHERRY, MANAGING GENERAL PARTNER, CONSCIOUS VENTURE PARTNERS

Over the last 29 years, Jeff has been a designer, CEO, educator, consultant and investor. He enjoys the creative process, both from an artistic and organizational perspective. Currently, he's bringing these divergent experiences together in order to help companies develop more conscious, purpose-driven business models; and to help investors build societal as well as financial value. He tries to bring right and left-brain thinking to problem-solve, business creation, and investing ideas; hopefully asking better questions and using his expertise to make the lives of those around him more fulfilling and successful. As the CEO of The Porter Group and Founder and Executive Director of ConsciousVenture Lab, Jeff is an evangelist for the transformation of capitalism. The PorterGroup is a venture capital firm that invests in early-stage and growth-stage companies that are operating at the intersection of profit and purpose. TheConscious Venture Lab is an accelerator for these same types of businesses using the tenets of Conscious Capitalism® and societal purpose as the foundation for creating long-term sustainable value. With the Conscious Venture Lab as an emerging brand in this fast-growing field, Jeff is also a frequently invited speaker on the topic of impact investing and new models of business. He has recently had the honor to present at the University of Maryland, The Darden School at the University of Virginia, Yale University, and Columbia university, The Booth School at the University of Chicago, Howard Community College, and The University of Baltimore



ANTHONY MILLIN, NEXT CHAIR, PARTNER, SHULMAN ROGERS

Anthony Millin is the Chair of NEXT and a trusted legal and business advisor to startup, early-stage and emerging growth companies. As a corporate and securities attorney, a successful serial entrepreneur and a venture capitalist, Anthony brings a unique legal and business perspective to advising his clients. "Anthony has had a tremendous impact on the success of my company since we were in the startup phase," says Dale Nirvani Pfeifer, Founder and CEO of GoodWorld. "He has not only provided sound and creative legal support, but has also served as a key business advisor throughout the growth of my company." Anthony understands firsthand what it takes to start, scale and manage a company, to successfully prepare for and run a fund raising process, and to address the legal issues faced by a startup. This background provides him with valuable insights into the legal and business needs of his clients. Anthony has worked closely with a range of angel and institutional investors and helps clients identify real opportunities. He serves businesses across multiple industries including internet/SaaS, technology, biotech, cleantech, edtech, fintech and health care. Another specialized skill set Anthony brings to the table is his China-based experience, assisting early-stage and middle-market companies interested in conducting business in China or seeking direct foreign investment from China. Anthony also serves as a Venture Partner at Urban.Us, a seed stage VC firm. Contact Anthony at amillin@shulmanrogers.com.



MARK HAAS, CEO, AEG

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.



TEDDY GRESSER, DIRECTOR - SEED FUNDS, TEDCO

As Director, Seed Funds, Teddy is responsible for helping to define strategy and leading seed team members with the dual objectives of investor returns and economic development for the state of Maryland. He provides thought leadership, develops investment themes, structures and executes investments, and proactively manages portfolio companies.

Teddy initially joined TEDCO as part of the Venture Fellows program, jumped at the opportunity to come on board full-time as an Investment Analyst, and worked his way up to be promoted to the Director, Seed Funds. Teddy has evaluated hundreds of early-stage technology companies and led investments across verticals ranging from Life Sciences, Cybersecurity, SaaS, FinTech, Advanced Materials, Robotics, Drones, and more.

Prior to joining TEDCO, Teddy was a Senior Associate with Techstars Equitech, providing operational and consultative support at scale to 12 high-growth technology startups with a focus on underrepresented founders. Teddy also brings to the table experience co-founding an angel investing syndicate focused on Climate Tech and consulting for an innovative life sciences start up in Baltimore.

Teddy earned his MBA, with a Graduate Certificate in Investments and Portfolio Management, at The George Washington University and his BA in Psychology at the University of Maryland, College Park.



VIJAY LAKSHMAN, PRESIDENT, MINDGRUB VENTURES

With over 30 years of leadership and development experience in the videogame, mobile, and EdTech industries, Vijay is a serial entrepreneur and game development veteran who has shipped over 85 titles, generating more than \$2.5 billion in revenue. He is a Harvard Business School-trained leader with expertise in negotiation, VC/PE strategy, and innovation, and a passionate advocate for creating engaging and impactful digital solutions that fit investor, consumer, and client needs.

As the Managing Director at Mindgrub Ventures, he lead a team of successful startup founders and strong personal networks, providing financial capital, investment expertise, strategic support, and product development services in exchange for equity. He has have been instrumental in raising approximately \$50 million in venture capital via angel, VC, PE, and debt financing, and in partnering with clients such as National Geographic, General Electric, Universal Studios, and Microsoft. His mission is to leverage his gamification skills and industry knowledge to help entrepreneurs turn their great ideas into profitable digital experiences.



PAUL SILBER, PARTNER, BLU VENUTURE INVESTORS

Paul is a founding partner at Blu Venture Investors. Prior, he launched and grew In Vitro Technologies, Inc. for 15 years as president and CEO and led a successful sale of the company in 2006. Through this experience, he has developed a proven track record of growing a successful business-to-business technology company from inception to sale, focusing on innovation, execution, and creation of a valuable brand. He has been an investor in over 50 Mid-Atlantic companies with a record of solid exits. Currently, he is the board director or advisor to Evergreen Advisors LLC, PathSensors, Inc., LKC Technologies, Insightin Health, Ethix360, and the University of Maryland Momentum Fund. He holds a Ph.D. in toxicology, MSPH in public health and is a named inventor on five patents. His investment strategy has focused on tech, including enterprise SaaS, Cyber, IoT, and occasionally medical devices.

As an investor, Paul enjoys finding the few gems from among the hundreds of investment opportunities that Blu sees each year. He values investing capital and expertise into these companies to help them grow, succeed, expand their teams, and become an important addition to the regional economy.

ALOE THERAPEUTICS

Developing a new class of cancer immunotherapy for hard-to-treat solid tumors

Company: SEED stage cancer therapy start-up

Therapy: Allo-immunotherapy (AIM)- delivered at the tumor site, designed to reboot the immune system, increase tumor immunity, & ripen the tumor for checkpoint immunotherapy combinations

Market: hard to treat solid tumors

Development Plans:

- Investigational New Drug (IND) submission to the FDA end 2025
- First in human Phase 1 clinical trial in 2026

STRENGTHS OF THERAPEUTIC APPROACH

- Off-the-shelf, cell-based therapy delivered at the tumor site
- NOT CAR-T: low cost and low complexity vs. CAR-T/NK/Mφ
- Increases efficacy of checkpoint immunotherapy, turns cold tumors hot
- Partner with \$148+ billion checkpoint immunotherapy market sector
- Remains at tumor site for increased exposure and activity at tumor site
- Increased safety & tolerability profile vs systemic therapies
- Addresses hard-to-treat and recurrent solid tumors, unresectable tumors, & orphan and pediatric indications

- **Prior Funding:** \$135k pre-SEED Angel funding + >\$40k bootstrapping
- **Current Raise - SEED:** Raising \$5 million to support the 2-year path to IND submission
- **Staffing:** Fulltime Founder & CEO; IP & Corporate lawyers; Ad-hoc scientific, clinical, manufacturing & regulatory advisors/consultants; uses CROs for preclinical data and will use CDMO for product development & release
- **IP:** Patents filed in adult & pediatric indications US & Globally Feb 2023 ~protection through 2043; growing patent portfolio

ALOE THERAPEUTICS

ALOE
THERAPEUTICS

Martha Sklavos, PhD, PMP
Founder & CEO

✉ martha.sklavos@aloetherapeutics.org

🌐 www.aloetherapeutics.org

📍 Maryland, USA

INFLAME
THE TUMOR



IOPEX, Inc

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

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

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

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

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

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

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

Competition: Google, Apple, and Meta (Reality Labs) and selected VR studios are all experimenting with virtual reality technology, but none are currently offering an environment or a service for immersive crisis-action experimentation involving human operators in full dive virtual reality. Some industry and government labs are conducting experiments and exercises with operators, but their events are primarily military in nature, focused on training and generally are not immersive or distributed. The founder's experience and reputation has attracted an eclectic team of engineers, HW/SW integrators and developers, and data scientists to make IMEROPEX a reality.

Quick Facts

Company Name:
IOPEX, Inc (DBA IMEROPEX)

Contact:
Jim Dear

Address:
46416 Esterbrook Cir
Sterling, VA 20165

Phone: 571-443-7008

Email: jdear@iopexllc.com

Website: <https://imeropex.net>

Industry: Crisis Management

Domain: Virtual Reality

Bank: Mercury

Law Firm: Shulman Rogers/NEXT

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

Number of Employees:
2+Multiple Consultants/Subcontractors

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

Amount of Financing Sought:
\$1.5 Million

Current Investors
Microsoft: \$150K of cloud credits

Use of Funds:
Plan/Execute School Safety Pilot

Auditor:
Mongo and Associates CPAs, LLC

Financial Projections (Unaudited):

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

Biotoools for Multi-Target Therapies™

4539 Metropolitan Ct
 Frederick, MD 21704

Background

OspreyBio is a DNA biotoools company providing researchers with powerful platform tools to create "multi-target" therapeutic candidates. Osprey's tools use a proprietary modular gene building system called Bird of Prey™ to bring gene and cell therapy into the future.

Problem

Most diseases that are the largest causes of death and economic burden are complex and driven by multiple genes. Though single gene diseases are being cured, multi-gene diseases are not being worked on due to the complexities involved in their creation.

- Current clinical trials (~2,000 ongoing) are almost exclusively single target therapies.
- Few platforms enable design of multi-target therapeutic candidates on the market.

Solution

Introducing the CloneCard: a novel patent pending DNA delivery tool powered by a modular multi-gene building system called Bird of Prey (BoP) enabling researchers across the industry to simply build complex therapies.

- First simple & accessible multi-gene building platform.
- CloneCard gene libraries are designed to help with research workflows – 8 tabs, 8 genes – fit standard lab wells.
- BoP system does not require genetic engineering expertise. CloneCard and other end-to-end tools to streamline development.
- Enable millions of new gene combinations, opening up great potential for new therapy development.
- Testing multiple genes simultaneously **saves time and money in high-cost research.**



Revenue Model, Marketing, & Target Customers

CloneCard sales are accompanied by recurring revenue opportunities that include classes of proprietary, OEM and resale of mRNA, reagents, DNA purification kits, and gel electrophoresis tools & kits. These provide an end-to-end easy cloning and building solution for researchers. In the future, Osprey will also provide licensable CloneCard genes and cell lines.

Marketing strategy is built on an extensive network within academia; 1:1 key opinion leader marketing; conference attendance as a vendor; strong branding, and simple messaging drive digital marketing towards targeted labs (using SciLeads for granular marketing); and a unique brand strategy & identity that helps us stand out from our competitors.

Primary Customers

Academia, Government, NGO
 70.3% basic research*

~\$77B in government funding
 to applicable diseases

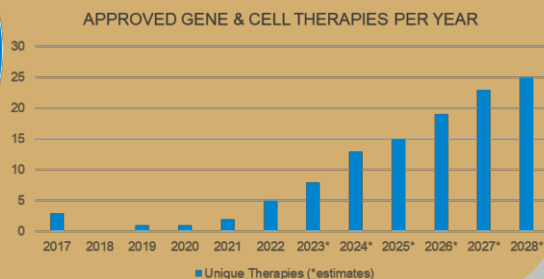
Secondary Customers

Private Sector
 29.7% basic research*

1,000+ target companies
 active in relevant discovery activities

Dramatic Growth in GC&T Sector

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



Competition

deNovo Synthesis Companies

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

Repositories

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

Catalogue Providers

- License-bound – royalty barriers to commercialization.
- Expertise still required to build without BoP system.

Osprey Advantages

- All genes on CloneCard have natively built-in BoP system.
- End-to-end toolkits & low cost greatly reduce barrier to entry.
- Customers avoid pitfalls of synthesizing DNA for research.
- Majority of genes are IP-free: no license

Timeline

2023

- First sales.
- Expand product portfolio to include products requiring recurring purchases.
- Acquire first customers.

2024

- Create end-to-end kits with OEM and in-house materials.
- Begin manufacturing and sales of MSC cell lines.
- Multi-disease CloneCard portfolio.

Seeking \$1M Convertible Note

Minimum investment of \$50,000

Use of Funds

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

Financial Projections (Unaudited):

	2023	2024	2025	2026	2027
Revenue	25	513	2,519	7,372	12,000
EBIT (\$ in thousands)	(260)	(542)	241	3,184	7,000

Key Personnel

Sam Glickstein – Co-Founder & CEO

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

Dr. Thomas D. Reed – Co-Founder & CSO

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

Board of Directors

Dr. Mark Braugher

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

Dr. Aris Persidis

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



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www.pervista.com

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

Industry

Firearm Detection
Artificial Intelligence

Certifications

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

Number of Employees

11 (6 W-2, 5 1099)

Leadership Team Names

Vennard Wright, CEO
Derek Matthews, VP of Ops

Legal Firm

Shulman Rogers

Accounting Firm

Zacharin Consulting

Amount of Investment Round

\$2M

Use of Funds

Customer Acquisition
Feature Enhancement
Operations

EXECUTIVE SUMMARY

Company Background: *PerVista leverages Artificial Intelligence (AI) to analyze video streams from surveillance cameras in real-time to detect firearms. AI has the potential to revolutionize our approach to safety and security. PerVista uses pattern recognition in advanced algorithms to detect firearms that could be used in active shooter events, enabling proactive intervention. This high-tech tool doesn't just respond to incidents—it anticipates them, contributing significantly to the safety of our schools, parks, stadiums, office buildings and other public places. Citizen safety is no longer a matter of luck or quick response; with PerVista, it's a matter of advanced technology and insightful design.*

Products/Services: *PerVista leverages the power of the AWS platform, combined with cutting edge surveillance cameras to detect firearms over 800 feet away, allowing for proactive dispatch of public safety officials.*

Technologies/Special Know-How: *To reduce the response time for active shooter events in schools and other public places, our team has developed a platform that leverages AI to analyze video streams from surveillance cameras in real-time to detect firearms and notify police.*

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

Distribution Channels: *We work directly with sports venues, universities, and commercial clients to deliver our platform. We are also partners with Amazon, Google, Microsoft, Comcast, Dell, and other industry leaders.*

Competition: *There are platforms like ADT and Ring that detect humans, vehicles, and animals. What separates PerVista is that we also detect firearms. In the surveillance space, we contrast against firms like Verkada and Omnilert by also incorporating drone technology into our solution.*

Leadership Team: *Wave Welcome is led by Vennard Wright who served as Chief Information Officer for four billion dollar organizations and Derek Matthews who served as a senior level public safety official for local, state, and federal agencies.*

THREE YEAR FINANCIAL PROJECTIONS

	Year 1	Year 2	Year 3
Revenue	2,250,000	8,000,000	45,000,000

**SkySquad**

4800 Hampden Lane
Bethesda MD 20814

www.skysquad.com

Julie Melnick/CEO

(949) 274 2031
julie@theskysquad.com

Industry

Travel

Number of Employees

4 plus roughly 45 independent contractors

Leadership Team Names

Megan Smith-COO
Dave Osborne-Co-founder,
CFO

Law Firm

Shulman Rogers

Accounting Firm

McGruder Group

Amount of Investment

Round
\$750K

Use of Funds

Team Growth
Airport Expansion
Technology

Current Investors

TedCo
Elevate Capital
Citrine Angels
ATX Ventures
1219 Capital

SKYSQUAD

Company Background: SkySquad empowers individuals and families to travel with confidence. SkySquad has helped over 50,000 travelers including parents, seniors, and those who want to expedite their airport experience. We have learned that helping customers save time is our biggest value add, and we are now working with 1 airline partner to provide an expedited check in experience as well as an expedited TSA experience.

Products/Services: SkySquad provides an affordable concierge experience for those who want to pre-book our services at BWI, PHL, FLL (Spirit only), LAS, and DEN. In FLL, we provide on site sales for expedited check in and TSA access.

Technologies/Special Know-How: SkySquad is building a tech enabled service which is creating a new category in air travel. The barriers to entry are high, as permits to operate in airports are difficult to obtain.

Market:

The market size is \$969 million, taking into account that there are 45,000 flights each day in the US. If we help just one customer group per flight at \$59 per group, the total available market is \$969M.

Our revenue model is as follows: We charge \$49 per group in FLL where we don't pay an airport rev share. Our other on site sales cost will be \$59 per group. For pre-booked groups, we charge \$99. We have a rev share of roughly 10% with our airline partners, and most airport partners. We pay staff members between \$20-\$25 per hour for the work.

Distribution Channels:

Our biggest distribution channel is staff selling at the airport to customers who want to save time. With our partner Spirit in FLL, we have helped tens of thousands of customers skip the long check in lines as well as the long TSA lines, which has saved them hours of waiting time.

We also sell pre-book services online, so that customers can arrange for our team to meet them in advance at the airport.

Competition:

Clear is our biggest competition because their service is similar to our on site sales. However, they do not have the partnerships with low cost carriers like we do, so they are not able to help customers skip the very long check in lines.

Leadership Team:

Julie Melnick, CEO-previous experience- Nanny in the Clouds, PR firm owner, and marketing executive. Master's Education Rutgers University
Dave Osborne- CFO-previous experience-Sr Director of Instacart, Redbox, and experience at United Airlines. MBA Kellogg
Megan Smith, COO-previous experience-Development at RobinHood, Operations at Redbox, Banking BGL and AG Edwards
Joe Knapp-Tech Advisor-previous experience Comcast

Our Partners



JOHNS HOPKINS CAREY SCHOOL OF BUSINESS

Grounded in the Johns Hopkins' legacy of excellence and research, Johns Hopkins Carey Business School shapes business leaders who seize opportunity, inspire change, and create lasting value. We bring a modern business perspective to Johns Hopkins by shaping leaders who build for what's next ®. With campuses in Baltimore, Md. and Washington, D.C., Carey offers full-time, part-time, and online MBA and MS degree programs, and executive education programs for the global marketplace that are data-driven and built to compete in an everchanging business world. Carey's faculty are thought-leaders, trailblazing what's next in the business world and in the classroom. And at Carey, we learn by doing. For more information, visit carey.jhu.edu.



NEXT powered by SHULMAN ROGERS

NEXT disrupts the legacy legal industry by offering a broad range of fixed fee solutions (stand-alone products and annual legal plans) delivered by senior attorneys with valuable business expertise. NEXT solves the problem that startup and emerging growth companies face when launching their business as well as scaling: lack of access to predictable legal fees, seasoned attorneys, the latest technology and key business services. We use cutting edge technology platforms to deliver real efficiencies, transparency and a collaborative environment for clients, attorneys and investors. NEXT partners with its clients to de-risk their business and get to the NEXT level, together reaching each milestone of success. NEXT is powered by Shulman Rogers, a full-service law firm with nearly 100 attorneys offering superior services across a wide range of practice areas. The firm also offers robust personal services such as residential closings and trust and estate planning. Shulman Rogers has earned its reputation for providing quality representation, business insight and client value, serving as a highly attractive alternative to larger, higher- priced firms and smaller, less diverse firms. Learn more at ShulmanRogers.com.



TEDCO

TEDCO is Maryland's leading source of funding for early-stage, technology-based businesses. Our mission is to enhance economic empowerment by fostering an inclusive and entrepreneurial innovation ecosystem. We identify, invest in, and help grow technology and life science-based companies in Maryland. Over the last 24 years, TEDCO has provided significant value to the state's start-up community by supporting over 10,400 Maryland jobs and generating more than \$2.3 billion in statewide economic activity as of 2021. Learn more by visiting us at tedcomd.com.



AEG

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



NEW YORK LIFE

At the heart of New York Life is a commitment to be there for our customers when they need us—whether today or decades into the future. We have delivered on that promise for over 175 years by investing wisely, growing a portfolio of strategic businesses, and remaining true to our mission as a mutual company, accountable only to our customers, not to outside investors. For our customers, that means having the confidence that comes with knowing they can build a better future for themselves and those they love.



THE MARYLAND TECH COUNCIL VENTURE MENTORING PROGRAM

The Maryland Tech Council Venture Mentoring Program (MTCVMS) is one of the leading team mentoring services available in the State of Maryland that is both highly sophisticated and results-driven. It exists to foster an environment that encourages innovation, while expanding financial and business opportunities for tech, cyber and life science start-ups.



BLU VENTURE INVESTORS

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



BYOND

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

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



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.



Thank You to our Host Committee



MARCO AVILA
WSP



JEFF CHERRY
Conscious Venture
Partners



TASHA CORNISH
Cybersecurity
Association of
Maryland



JIM GIBBONS
Alpha Pointe Capital



MATTHEW LEE
Fastech



KARINA MANDELL
Baltimore Development
Corporation



BRIAN MERITT
Global Deployment
Partners



CHRIS ROSS
Truist Bank

November 8 Attendees

As of 11 8 23

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder and Host	CONNECTpreneur
Anthony	Millin	Founder and Co-Chair	NEXT powered by Shulman Rogers
Mark	Haas	CEO	AEG
Tien	Wong	Founder and Host	CONNECTpreneur
Anthony	Millin	Founder and Co-Chair	NEXT powered by Shulman Rogers
Mark	Haas	Co-Founder & CEO	Association for Enterprise Growth (AEG)
Alex	Triantis	Dean	Johns Hopkins Carey Business School
Troy	LeMaile-Stovall	CEO	TEDCO
Steve	Pennington	Vice President	Maryland Tech Council
Deborah	Hemingway	Managing Partner	Ecphora Capital
Jeff	Cherry	Managing GP	Conscious Venture Fund
George	Davis	Fund Manager	Wexford SciTech Venture Fund; EVP, Evergreen Advisors
Teddy	Gresser	Director, Seed Funds	TEDCO
Vijay	Lakshman	President	MindGrub Ventures

PRESENTERS			
First Name	Last Name	Title	Company
Martha	Sklavos	Founder and CEO	Aloe Therapeutics
Jim	Dear	President	IMEROPEX
Sam	Glickstein	CEO	Osprey BioScience
Vennard	Wright	President	PerVista
Julie	Melnick	CEO	SkySquad

ATTENDEES			
First Name	Last Name	Title	Company
Babak	Akhlaghi	Patent Attorney & Director Associate Director of Community Engagement and Economic Impact	NovoTechIP International PLLC
Tracy	Akinade		Johns Hopkins Carey Business School
Walter	Anderson	Founder & Managing Director	AVEALTO Ltd.
Dave	Anderson	President	Prestructure
Emmanuel	Animashaun		Johns Hopkins Carey Business School
Bob	Balcerzak	CEO	Allotropic Tech
Sara	Bekele	Event Assistant	CONNECTpreneur
Christopher	Bennett	Attorney	T-I-L
Gus	Bessalel	Author	The Startup Lottery
Vippy	Bhambra	CEO	Glomo LLC
Shelly	Blake-Plock	President and CEO	Yet Analytics, Inc.
Jeff	Brouse	Membership Sales Director	Association for Enterprise Growth
Kathie	Callahan Brady	CEO	FITCI
Julia	Catuara	Financial Services Professional	New York Life
Alex	Chacaltana	SVP	Sandy Spring Bank
Pothik	Chatterjee	Chief Economic Officer	Greater Baltimore Committee
Orin	Clay	Principal	JBOR Group, LLC
Susan	Coots	Financial Services Professional	New York Life
Tasha	Cornish	Executive Director	Cybersecurity Association of Maryland, Inc.
Marjie	Cota	Director, Entrepreneur Services	
Amy	Cousins	Financial Services Professional	New York Life
James	Dear	President	IMEROPEX
Hector	Del Castillo	CPO	Beyond
Brian	DeMuth	Partner	Riphean Investments
Lisa	Dorsey	Investor	TerraNova Capital
Idong	Essiet-Gibson	Principal	The Idyeas Group
Jacqueline	Estrada	Event Assistant	CONNECTpreneur
Herb	Ezrin	President	Potomac Business Group
Justin	Fong	CEO	Hue.Lens
Derese	Getnet	CEO	Simmbion
Michael	Ghanem	Wealth Strategist	PS&G Financial Partners

James Lei	Gibbons Gong	Founder/Wealth Manager	Alpha Pointe Capital Johns Hopkins Carey Business School
Michelle	Graham	Associate Director of the Office of Experiential Learning Senior Associate Dean of Student Experience and Strategic Initiatives	Johns Hopkins Carey Business School
Jill Burke	Green Griffin		Johns Hopkins Carey Business School Johns Hopkins Carey Business School
Matej Tim	Harangozo Hartnett	Managing Partner Banker	Codaemon JP Morgan
Chris Jesse	Haug Hervitz	Director Corporate Associate	Startup Grind Maryland Venable
Michael Dr. Lewis Cory	Hoffmeyer Hofmann Hughes	Managing Director Advisor Co-Founder	Dingman Center for Entrepreneurship The Pinea Group Veriti
Kiera Laura	Hynninen Iman		Johns Hopkins Carey Business School Johns Hopkins Carey Business School
Bianca J. Yvette	Jackson Jackson	Founder Chief of Staff	BrickRose Exchange PerVista
Dr. Elham Goodnews	Jamshidi Jeffery Okafor		Johns Hopkins Carey Business School CONNECTpreneur
Tisha Peter	Jepson Justen	Event Assistant CEO CEO	True Bearing Diagnostics Revwd Solutions
Nichole Izzy	Kelly Kohler	Co-Director Analysis Lead	Startup Grind Maryland IMEROPEX
Steve Dr. Tim	Kubisen Lacy	President Scenario Lead	InnoComm IMEROPEX
Ines Kathleen	LeBow Lineberger	CEO	Enterprise Transformation Solutions
Mel Matthew	Litter Little	Co-Director Event Assistant	Startup Grind Maryland CONNECTpreneur
Xiaonao Arion	Liu Long	CEO Founder & CEO	NanoBioFAB Femly
Jet Bei	Lu Ma	Customer Solutions Founder & CEO	Amazon Web Services The Pinea Group, LLC
Cyprian Derek	Makongoro Matthews	Co-Founder VP of Operations	Tibalabs Inc PerVista
Kyler Jill	McGillus Meritt		Johns Hopkins Carey Business School
Dean Michelle	Merritt Miller	VP Founder	Mindgrub MRM Consulting, LLC
Brian John	Mitchell Morgan	Managing Director Principal	New Columbia Capital Morgan.Global
Roger Michelle	Nakazawa Nezianya	CEO	Olympia Holdings Johns Hopkins Carey Business School
Michelle Martins	Nguyen Nwamadi	Chief Partner CEO	Timely Partner Thinkocha
Michael Sean	O'Brien O'Reilly	Managing Partner Investor & Advisor	MOB Ventures New Columbia Capital
Paul Kingsley	Opalack Orizu	Managing Partner CEO	Noblestar Capital ThinkOcha
Kobby Andrea	Osei-Kusi Pais	Founder & CEO CEO	Pirl Novel Microdevices
Jean-Luc Gautham	Park Pasupuleti	Sr. Director, Social Impact Funds CEO & Managing Director	TEDCO Biodesign innovation Labs
Morgan Jeff	Rath Reid	Membership Operations Manager	Association for Enterprise Growth (AEG) Georgetown Entrepreneurship
Patrick Prem Umang	Rockhill Satyavolu	Co-Director	Startup Grind Maryland Johns Hopkins Carey Business School
Candy Michael	Schibli Schwartz	Lead Roaster/ Owner Vice President, Relationship Manager	Southeastern Roastery Coffees JPMorgan Chase
Srikanth Sataish	Seshadri Sheryar	CEO Coach and Growth Advisor Event Assistant	Agile Growth Partners CONNECTpreneur
Digvijay	Singh	Co-Founder/Head of Products	Drizzle Health

Brooke	Smallwood	CEO	OASIS Energy Partners, LLC
Mike	Smith	CEO	MSBD, Inc.
George	Spears	CEO	Atero
Greg	Stone	Partner	Whiteford, Taylor & Preston LLP
Alan	Tan	Vice President	Renaud Consulting
David	Tohn	CEO	BTS Software Solutions
Tariq	Ullah	Principal	Patent Insider
Jun	Wang	Founder and CEO	Phycin
David	Warscahwski	Managing Director	W Ventures
Barry	Weinbaum	Financial Services Professional	New York Life
Faraji	Whalen	VP, Operations	Fraport
Matt	Whitaker	Managing Director, M&A	Quantive Advisors
Laurie	Wiggins	CEO	Byond
Youwen	Xu	CEO	AccuroTherapeutics
Stephen	Xue	General Manager	Chipscreen Biosciences
Steve	Yannaras	Medical Advisor	Novel Microdevices
Juliet	Zon	Event Assistant	CONNECTpreneur
Karen	Zuccardi	Manager, RBII	TEDCO
Dean	Zywicki	CTO	IMEROPEX

Thank you to our Partners



Big Idea

CONNECTpreneur

IN-PERSON PRESENTER INFORMATION

2023 CALENDAR

November 8

Johns Hopkins Carey Business School
Baltimore, MD

December 18

Refraction
Tysons Corner, VA

2024 CALENDAR

January 24

Universities at Shady Grove
Rockville, MD

THE BIG IDEA CONNECTPRENEUR FORUM: OVERVIEW

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

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

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

PRESENTER BENEFITS

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

PROGRAM HIGHLIGHTS

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

WANT TO PRESENT?

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

Big Idea

CONNECTpreneur

**REGISTER FOR OUR
NEXT VIRTUAL EVENT!**

November 30th



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

December 18th



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



**SHOUTOUT TO OUR
PREP TEAM**





CUSTOM PRIVATE INVESTOR MEETING

Overview

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

Check out the full brochure with all information here:



Our 9-Step Process

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