

**Big Idea**  
**CONNECTpreneur**  
**Investor Network**

**VIRTUAL ROCKET PITCH  
+ POWER NETWORKING**

**November 30, 2023**

**[CONNECTpreneur.org](https://CONNECTpreneur.org)**



# AGENDA

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

**11:05-11:10am | WELCOME and INTRODUCTIONS**

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

**11:10-11:45pm | ROCKET PITCH SESSION Companies will be  
introduced by:**

**- JAKE HASKINS, Associate, NEXT powered by Shulman  
Rogers**

**-MARK HAAS, CEO, AEG**

**11:45-12:15pm | BREAKOUT ROOMS & NETWORKING  
(Breakout rooms hosted by presenting companies)**

# PRESENTING COMPANIES

**AgTechLogic - Tom Gauthier**

**COMFIKNIT - Peter Lau**

**Couple.com - Ryan Beswick**

**Family Central - Jason Brown**

**IMEROPEX - Jim Dear**

**KRATEO.AI - Clay Sharman**

**Land Intelligence, Inc. - Gore Bolton**

**Plei, Inc. - Sebastian Duque**

**PRIVO - Denise Tayloe**

**RS BioTherapeutics, Inc. - Dean Hart**

**ShopRaise - Gary Kulesza**

# SPEAKERS



**TIEN WONG, CEO, OPUS8, INC. @tienwong**

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.

# PARTNERS



## **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](http://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](mailto: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.



## **PRINCE WILLIAM COUNTY DEPARTMENT OF ECONOMIC DEVELOPMENT**

The Prince William County Department of Economic Development and Tourism works hard to create a pro-business, globally-competitive environment that generates new, high-quality, and sustainable job opportunities for our residents and destination-driven attractions for our visitors. The department engages in a broad portfolio of services, partnerships, and strategic alliances to benefit the business community, including small businesses, startups, and entrepreneurs.

# PARTNERS



## **MICHELE WEATHERLY, DIRECTOR OF EXISTING BUSINESS AND ENTREPRENEURSHIP, PRINCE WILLIAM COUNTY**

Michele Weatherly currently serves as the Director of Existing Business and Entrepreneurship with Prince William County Department of Economic Development and Tourism. Michele is a Washington DC Metro area Business Development professional with a track record of successful leadership in trade associations and economic development. Michele specializes in workforce and business development programs and marketing with a strong network of industry colleagues in the DC metro region and beyond the beltway.

Michele currently serves on the Board of Directors for Virginia Career Works, Committee for Dulles, Virginia Serious Game Institute, and the Career Technical Education Program Advisory Council for Prince William County Schools.

## **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 @eeeclee**

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**



## **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.

# 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.





# EXECUTIVE SUMMARY

Tom Gauthier - Founder/CEO  
847-372-0221



**Value Proposition:** AgTechLogic, is a Service-Disabled Veteran Owned Small Business focused on the innovation, creation, and deployment of sustainable and clean technologies that can reduce chemical use up to 90%, making a significant environmental, health, and financial impact on soil and food supply chains. Technology can be applied to existing equipment to benefit agriculture, municipalities, government, railway, and landowners.

**Leadership Team:** Executive team has over 150 years of experience which includes leadership within F100 companies, skills in chemical engineering, artificial intelligence, entrepreneurship, and go-to-market. Advisory Board members have over 30 patents filed, software technology deployment, executive leadership positions, IPO and deep financial expertise and success.

**Challenge:** The world over sprays chemicals in the pursuit to kill weeds and grow crops. Health of humans, soil, crops, and natural resources are in decline due to the abundant use of these chemicals.

**Solution:** AgTechLogic realized that Intelligent Precision Spraying technology along with development of new technologies could provide the capability to reduce the use of chemicals by 90% or greater with the ability to provide data that would lead to a 'continuous loop' that Artificial Intelligence, Machine Learning, and agronomists could leverage to bring future savings and large positive environmental and climate impacts.

**Technology:** Our Technology: Began deploying a unique chlorophyll fluorescence sensor system to retro-fit existing spraying equipment to create an Intelligent Precision Spraying Platform. Then developed our own proprietary hardware to provide additional capabilities accompanied by our own software architecture and mobile web application that allows us to capture data and deliver to any device. This architecture will also allow other sensors, IoT and data to be layered into the application, which makes it unique in the market. In addition, AgTechLogic has begun the development of platforms using robotics and autonomous technology to provide new capabilities. AgTechLogic has also identified areas in technology that were not being developed fully and is now patent pending in the use of virtual reality and artificial reality technology used in agriculture.

**Market:** The global precision spraying marketing was valued at approximately \$2.3 trillion in 2020. The Market is expected to grow at a CAGR of around 11% by 2026. It is also projected for the US to spend nearly \$35.5 billion in 2025 for agriculture weed management. Factors driving market growth include the increased global regulations and mandates for chemical reductions, consumer demand for healthier food, reality of a global food shortage as determined by the United Nations, conservation of water supplies, need to improve water quality, and the demand for climate improvements.

**Revenue Model:** Transactional today but moving to recurring model in 2024.

## Financial Projections:

	2022	2023	2024	2025
Revenue	-	\$120,000		
Committed	\$120,000	\$136,000		
Planned	\$180,000	\$1,500,000	\$5,000,000	\$10,000,000

## HEADQUARTERS

1910 S. Stapley Dr.  
Mesa, AZ 95204  
agtechlogic.com  
Established: 9/21

## INDUSTRY

Agriculture, Municipality  
and Government

## DOMAIN

Precision Technologies,  
Artificial Intelligence,  
Software, Robotics.

## LEADERSHIP TEAM

Founder & CEO:  
Thomas Gauthier

CTO:  
Justin Hoffman

CRO:  
Kevin Richardson

CMO:  
Amy Koenig

VP Operations:  
Erik Barton

Sr. Advisor:  
Chris Wojcik

## SEEKING INVESTMENT OF \$1M

Previous Funding: \$1.3M

## USE OF FUNDS:

Hiring additional sales;  
completing the build of  
the VR/AR solution and  
heavy marketing efforts  
of the robotic platform.

**Value Proposition: Fashion Forward, Comfort First**

**Company Background:**

COMFIKNIT, a pioneering Fashion Tech startup, is reshaping the fashion industry by seamlessly integrating "wellness plus fashion" into its core philosophy. With a robust R&D arm backed by over 30 years of textile manufacturing expertise, Comfiknit stands at the forefront of innovation. Our commitment extends beyond style, as we pride ourselves on delivering distinctive, eco-friendly, and sustainable products that prioritize the well-being of both the wearer and the environment.

**Leadership Team:**

**Kenneth Lau:** Founder, R&D, 30+ years of experience in textile business

**Sunny Lee:** Co-Founder, Marketing & PR, Expertise in brand building and marketing

**Peter Lau:** Co-Founder, CPA, Expertise in financial management

**Products/Services:**

Cotton, often favored for baby and sensitive skin clothing, ironically leads to chafing, bacterial growth, and environmental pollution. Recognizing the shift towards \$1,500B global wellness-focused products with an addressable market in US of \$450B, we've developed clothes that moisturize, protect from skin inflammation, inhibit virus growth, and promote skin recovery. Our innovative, biodegradable, and sustainable materials, backed by patented technologies and certified medical reports, distinguish us from traditional fashion brands, offering a unique blend of style and health benefits.

**Technologies/Special Know-How:**

Our skincare clothing, a blend of wellness, fashion, sustainability, and safety, holds patents from the Australian and Japanese governments, with more on the horizon. Recognized at a global medical conference in Japan, our products are recommended for those with sensitive skin. Comprehensive clinical reports validate the notable improvement in skin conditions attributed to our skincare wear.

**Market:**

We are targeting the \$1,500B global wellness-focused products market with an addressable market in US of \$450B.

**Distribution Channels:**

We plan to collaborate with UBS and some airlines to revolutionize travel experiences using our products. After furthering the clinical trials, we can contact some big make up or skin beauty brands, such as L'Oréal, to have cross over products. We will also do B2C sales through Shopify and Amazon to sell our skin care clothing online in 2025.

**Competition:**

In a market lacking skincare or health-oriented apparel, our indirect competitors include traditional fashion brands like Nike, lululemon, and Uniqlo, primarily emphasizing design over inherent health benefits. Our distinctive edge lies in promoting skin health through innovative technology, setting us apart in this competitive landscape.

**Financial Projections (Unaudited):**

	2025 ('000)	2026 ('000)	2027 ('000)	2028 ('000)	2029 ('000)
Revenue	2,500	7,500	22,500	67,500	202,500
EBIT (dollars in thousands)	600	2,500	8,200	25,500	79,000

**Quick Facts**

**Company Name:** Comfiknit

**Contact:** Peter Lau,  
([peterlau@comfiknit.com](mailto:peterlau@comfiknit.com))

**Address:** Room No. 28, 3 Floor Building 2W Phase 1, HK Science Park, Pak Shek Kok, N.T., Hong Kong

**Phone:** +852 5105 9347

**Email:** [info@comfiknit.com](mailto:info@comfiknit.com)

**Website:** <https://comfiknit.com/>

**Industry:** Fashion Tech

**Domain:** Hong Kong, USA

**Bank:** Dah Sing Bank

**Law Firm:** DeHeng Law Offices (Hong Kong) LLP

**Patent Estate:** Patent on fabric with moisturizing function

**Number of Employees:** 10

**Leadership Team:**

**Kenneth Lau (Founder, R&D)**

**Sunny Lee (Co-Founder, Marketing)**

**Peter Lau (Co-Founder, CPA)**

**Amount of Financing Sought:** USD 2M

**Current Investors:** Close Friends & Families

**Use of Funds:** Clinical Trials, Regulatory Approvals

**Auditor:** Venture Partners CPA Limited



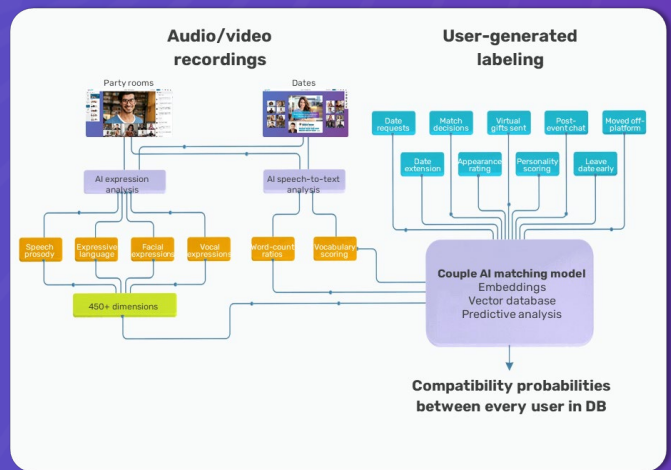
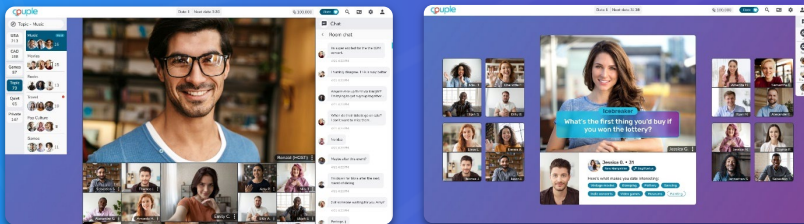
# Live Video AI Matchmaking Disruptor

3-Year Head Start, \$6M Patented Tech, Stunning User Engagement

Less than 16% of online dating users find a match each year. For most users, app dating is a lonely experience made worse by bots, scammers, and superficial matching.

Couple's patented online singles parties offers a fun live video experience with genuine connections and cutting-edge AI matching.

Couple is poised to revolutionize the \$10B online dating industry with the highest quality user data derived from real human interactions and user labeling.



## Couple's advantage

- Authentic data from real human video interactions during online singles parties, ensuring the highest quality data in the industry.
- Patented interactive video tech enables interactive live events at scale.
- Advanced AI-driven Compatibility Vectors ensure precise matching based on our unparalleled data quality.

## Couple's early achievements

- 200+ experience tests
- 100,000+ feedback surveys
- 1,700 concurrent participants
- 82-min event user participation
- 92% positive user ratings
- \$1 beta user revenue per event
- \$6M invested
- 1 patent received
- 3 provisional patents in progress

Targeting breakeven in 2025 and \$1B in revenue by 2028



### Team

Industry leaders from World Media Group, Verizon, and IBM T.J. Watson.



### Ask

Seeking \$8mm in Series A to fund expansion from NYC to 18 major North American cities.

### Contact



rbeswick@team.couple.com



(914) 806-5555

## Family Central Holdings, Inc.

**Value Proposition:** *We created Family Central because we found ourselves wishing we and our families had the right tools to help navigate through life's worst times so we can better appreciate the best times. With Family Central, you can help loved ones through their grief, protect your family legacy, and work with trusted professional advisers to store your important information securely.*

**Company Background:** *Family Central was founded by Jason Brown who had the perspective that families were ill-prepared for emergencies and life events, and the vision that a solution could be created through technology. Over the last two years the team has been refining the idea and building that solution and is planning to launch the product in January 2024. To date, the team has invested approximately \$2M creating the concept and product.*

### Leadership Team:

*Jason Brown, CEO: Nestle, Persona, Organic to go, 40 years DTC experience.  
Bob Barton, President & CFO: drugstore.com, Cranium, MOD, 3 successful exits.  
Prem Thudia, CTO: SXMBL, Nestle, Persona, proven tech professional.*

### Products/Services:

*Family Central is a technology platform for families and their advisors to securely store their vital information, including wills, estate plans, financial plans, insurance policies, medical records, personalized videos, and photos.*

**Technologies/Special Know-How:** *Due to the sensitive nature of the document to be stored, Family Central uses bank level encryption technology that is prepared for SOC 2, HIPAA, GDPR, and CCPA compliance developed by a highly experienced and uniquely skilled team under the oversight of 3<sup>rd</sup> party tech security specialists. We believe the level of skill and expertise required to develop Family Central limits those who may wish to compete in this category.*

**Market:** *Family Central serves two target markets: 1. Families and 2. Family Advisors. There are currently over 100M families in the U.S., all of which will experience life events and could benefit from Family Central. There are also ~300K financial advisors and 200K estate attorneys who represent as much as 35% of the U.S. population, and these advisors represent a growth accelerating customer acquisitions opportunity for Family Central. Priced at \$16.60/month with a one-year subscription or \$8.30/month for a three-year subscription, Family Central is an affordable yet priceless family resource.*

**Distribution Channels:** *We will acquire members through D2C advertising, and social media, leveraging influencer support. We also will look to accelerate growth by leveraging financial advisor and estate attorney relationships developed via focused sales force marketing.*

**Competition:** *Family Tech is a relatively new category, and while there are single use alternatives, there is no established family tech winner. Current players include Trustworthy, Cozi, Sortifyd, Everplans, and Life 360.*

### Quick Facts

**Company Name:** Family Central Holdings, Inc.

**Contact:** Jason Brown

**Address:** BOCA RATON, FL 33487

**Phone:** (425) 890-9183

**Email:** jason@familycentral.com

**Website:** <https://familycentral.com/>

**Industry:** Family Tech

**Domain:** Life event planning

**Bank:** SVB

**Law Firm:** Grady Hunt PLLC

**Patent Estate:** N/A

**Number of Employees:** 7

### Leadership Team:

Jason Brown, CEO  
Bob Barton, President & CFO  
Prem Thudia, CTO

**Amount of Financing Sought:** \$2M

**Current Investors:** Jason Brown, Prem Thudia, and Bob Barton represent 88% of fully diluted shares.

**Use of Funds:** Marketing, customer onboarding/success, key hires, product enhancements

**Auditor:** TBD

### Financial Projections (Unaudited):

\$'s in 000's	2022	2023	2024	2025	2026
Revenue	N/A	N/A	\$2,800	\$15,300	\$27,300
EBITDA	N/A	N/A	(\$4,600)	(\$490)	\$6,600



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

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

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

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

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

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

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

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

**Quick Facts**

**Company Name:**  
IOPEX, Inc (DBA IMEROPEX)

**Contact:**  
Jim Dear

**Address:**  
46416 Esterbrook Cir  
Sterling, VA 20165

**Phone:** 571-443-7008

**Email:** jdear@iopexllc.com

**Website:** <https://imeropex.net>

**Industry:** Crisis Management

**Domain:** Virtual Reality

**Bank:** Mercury

**Law Firm:** Shulman Rogers/NEXT

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

**Number of Employees:**  
2+Multiple Consultants/Subcontractors

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

**Amount of Financing Sought:**  
\$1.5 Million

**Current Investors**  
Microsoft: \$150K of cloud credits

**Use of Funds:**  
Plan/Execute School Safety Pilot

**Auditor:**  
Mongo and Associates CPAs, LLC

**Financial Projections (Unaudited):**

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

## COMPANY BACKGROUND

Launched April 2022. Fully developed AI platform that solves a trillion-dollar problem for online marketers. Onboarded customers within one month after deployment.

## LEADERSHIP TEAM

Successful team of sales, marketing, product, engineering, and finance experts with multiple exits, raises and acquisitions.

## SAAS PRODUCT OFFERINGS

Prospect Booster; Engagement Booster; Insight Booster

## TECHNOLOGIES/INDUSTRY IMPACT

Our generative insight platform identifies anonymous web visitors, then leverages demographic data and behavior to deliver AI/ML-based actionable insights. Brands will engage more personally with a new addressable audience capitalizing on up to 98% of current anonymous traffic that visit websites today. We will provide up to 30x more prospects PER MONTH for companies to retarget at less cost from their own existing data.

## MARKET

KRATEO.AI is easy to implement and accessible to any-sized eCommerce or DTC company. Out of US 2.5M eCommerce companies, we've identified 200,000 companies that fit our ideal customer profile. Initially we are focused on eCommerce, Financial Services, Health and Wellness, Hospitality/Travel & Tourism, Sports & Entertainment.

## CHANNEL PARTNERS

We have already signed on two agencies that represent more than 400 large brands for initial market penetration. We have signed on an additional four independent resellers who plan to engage with professional networks to accelerate our go-to-market strategy.

## COMPETITION

There are many companies that can offer our entry product capability (Retention, Dojo Labs, proxima, Solve Data, VisitorInsites), there is only one other company we have found that claims to match our middle product offering (BlackCrow.ai), and we are the only platform currently in the market that can deliver the specific insights for anonymous visitors. We are also unique in our business model offering, which differs from most competition.

## FINANCIAL PROJECTIONS

Summary	2023	2024	2025	2026
Revenue	\$43,031	\$7,237,046	\$34,780,978	\$61,736,702
EBITDA	\$10,383.00	(\$1,118,828.60)	\$11,781,557.82	\$33,770,805.57
EBITDA %	--	-15%	34%	55%

## QUICK HIGHLIGHTS

Company Name: KRATEO.AI

Contact: Clay Sharman

Address: 11166 Fairfax Blvd, Suite 500, #1131, Fairfax, Virginia 22030

Phone: 703.718.6042

Mobile: 703.338.5737

Email: clay@krateo.ai

Website: krateo.ai

Industry: Software & Technology

Bank: Silicon Valley Bank

Law Firm: Gordon Rees Scully Mansukhani, LLP

Team Members: 4 members, 4 advisors, 2 contractors

Leadership Team:

Founder/CEO: Clay Sharman;

COO: Dana Sharman; CTO:

Doug Smith; SVP, Sales: Ron

Hyman, Fractional CMO:

Archana Mehta

Advisory Board: Steve Kann – business strategist; Andre Peschong – financial strategist; Sean Simon – sales strategist; Tom Barbaro – sales strategist

Funding Sought: \$500K

Current Investors: Self-funded, Ocean Street Partners, angel investors (13) - \$750K

Fund Use: Hiring key staff in sales and operational roles, supporting product development and maintenance, marketing initiatives.

# Executive Summary

## Company Profile

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



GORE BOLTON  
CEO



JENNIFER ROHLEDER  
VP & GC

## Partners

ESRI  
AWS  
SCRA  
LandHub  
Rainstar Capital Group

## Support Team

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

### 2019

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

### 2020

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

### 2021

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

### 2022

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

### 2023

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

## Capital Raise

### 2024 & beyond

Convertible Note - \$1.05M remaining

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

## Use of Funds

- business development
- scaling revenue
- finance operations

## LAND INTELLIGENCE, INC.

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

<https://landintelligence.net>





## EXECUTIVE SUMMARY

At Plei, our mission is to connect the world through sports by empowering our users to get out and play the game they love, on demand. Our strategy is to conquer one sport at a time, starting with the world's most popular sport: Soccer. With 300+ million soccer players globally, connecting with others to play The Beautiful Game should be as easy as ordering an Uber driver. We've built a platform that does just that.

## The Problem

In an age of instant gratification, finding soccer games to play in should be simple and easy; however, it is a difficult and timely process. On the other side of the industry, soccer facilities find it difficult to rent out unused field space.

- It's difficult to organize and find enough players to complete a game, as well as find a field to play the game
- Players currently resort to unorganized groups on Facebook, WhatsApp and Meetup
- Over 10,000 fields in the U.S. need help filling up their unused field space

## Our Solution

We've created a marketplace that connects soccer players and facilities

- Plei App: a mobile app allowing players to connect with others and play in just two clicks
- Plei System: an all-in-one management/booking platform built specifically for sport facilities

## Highlights

The Plei System provides us with access to sports facilities' field inventory in real time. With this information, we are able to provide a win-win scenario where players can play soccer on demand while facilities are able to generate revenue on fields that normally go unreserved. Facilities pay a monthly fee for the Plei System, while players on the Plei App pay on a per-player basis for the game.

- 4.9 Star Rating ★★★★★ (4,500+ reviews across iOS, Android, and Google)
- 200,000+ players on the platform (\$3.30 CAC, \$150 LTV where LTV continues to grow)
- Currently partnered with over 150 soccer facilities across 16 U.S. markets.
- Social Network features (such as Friends, Groups and Messaging)

## Financial Highlights

We've bootstrapped our company and are now ready for our first round of financing. We'll be raising \$2M in funding to scale Plei internationally. Below are some of our financial highlights:

- 2023: \$4.5m
- 2022: \$1.7m
- 2021: \$790k



**Management**

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

**Industry**

Digital Identity, Consent Management & Privacy Compliance

**Team Size**

31

**Bank**

Wells Fargo

**Auditor**

Selection Underway

**Law Firm**

Pillsbury Winthrop Shaw Pittman LLP

**Amount of Financing Sought**

\$10M Series A (inc. SAFE, Conv. Debt)

**Current Investors**

Private High Net Worth

**Use of Funds**

Accelerate **age aware**™ launch  
 Automate Trustmark Solutions  
 Grow Revenues & Expand Pipeline

**Business Description:** Across the planet there are two billion children under the age of 18 and one in 3 Internet users is a minor. Each attempt by one of those children and teens to access a website, app, or digital service with their mobile phone, tablet, or other digital device presents a commercial opportunity for PRIVO. PRIVO software and expertise solve global pain points for large enterprise and consumer brand companies who must comply with a tsunami of complex and expanding minors' digital privacy laws and industry self-regulations. The risks are high for companies as even inadvertent mishandling of minors' data can trigger substantial fines and create lasting reputational damage. PRIVO's privacy tech platform ensures that companies maximize their digital business operations while adhering to relevant regulations. PRIVO's business model includes subscription based trustmark and managed services, delivering digital identity, consent management and privacy compliance *as-a-service*. The company currently has 100 customers, including fifteen implementations of PRIVO technology solutions.

**Company Background:** PRIVO was founded in 2001 and is considered a leading authority in minors' digital privacy. The company was initially funded by the founder and angel investors. More recently, PRIVO has covered the company's operations with revenue and modest debt. This round is a \$1M SAFE which will serve as a bridge to PRIVO's first institutional financing. The company has closed \$550k of the \$1M bridge from a digital identity venture firm and experienced identity executives, and now seeks to close the remaining \$450k. PRIVO is targeting a minimum \$10M institutional round to close in 2024.

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

**Products/Services:** PRIVO is the ONLY of six FTC authorized COPPA Safe Harbors to also provide compliant, configurable identity and privacy software solutions. In Q1 2024, PRIVO will expand its robust, privacy tech solutions suite with the activation of a proprietary, global, minors privacy protection registry and signal service. Together, these services are a transformative solution to a previously unsolved problem; knowing whether a user attempting access to a service is an adult or a child. Like a digital doorbell, PRIVO's newest services will enable providers to be "age aware" for the first time in history.

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

**Market:** PRIVO solutions solve a major pain point for global consumer brands with products and services designed to *engage* with children and teens. **Use Case 1: Let Kids In**, e.g., gaming, education, entertainment. And, equally important for companies required to *block* minors' access; **Use Case 2: Keep Kids Out**, e.g., gambling, pornography, advertising, etc. PRIVO solutions also support engaging or blocking youth for industries with additional specialized privacy and security concerns that extend beyond minors' privacy, including health care, fintech and edtech. PRIVO has identified a TAM of \$65.8B covering services from CIAM, IDaaS, Age Verification and Consent Management. With additional funding and projected leverage from protected, permissioned minors' data, the company expects revenues to approach \$100M by Y/E '2027.

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

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

	2023	2024	2025	2026	2027
<b>Revenue</b>	\$2.40M	\$4.17M	\$12.30M	\$36.91M	\$73.82M
<b>EBITDA</b>	(\$401k)	\$39k	\$1.76M	\$14.68M	\$37.15M

2024 operating performance subject to closing remaining SAFE in Q4 '23. PRIVO seeks to close \$10M equity raise in 2024. Planned asset acquisitions and R&D investments will reduce EBITDA in 2025 – 2027.

## LEADERSHIP TEAM

Extensive pharmaceutical and operational experience with a successful track record of leading and growing organizations.

- Dean Hart, CEO
- Dr. Michelle L. Shuffett, CMO
- Curtis R. Rhine, CFO
- Justin Molignoni, Founder/CSO

## INVESTMENT OPPORTUNITY

\$5M SAFE (20% discount, max \$40M valuation. \$1.3M closed)  
Min. Investment \$100K

## USE OF FUNDS

Product Development  
Safety and Toxicology Studies  
IND Filing  
License Fees

## COMPANY OVERVIEW

RS BioTherapeutics is developing a first-in-class agent (RSBT-001) for the treatment of respiratory diseases characterized by pulmonary inflammation, with Idiopathic Pulmonary Fibrosis (**IPF**) and Chronic Obstructive Lung Disease (**COPD**) targeted as first indications. RS BioTherapeutics owns the exclusive, global license for RSBT-001.

## CURRENT LANDSCAPE

**IPF** and **COPD** are inflammatory lung diseases with significant unmet need and high morbidity/mortality. **IPF** is a rare disease with no cure and a 3–5-year survival rate. **COPD** is the 3<sup>rd</sup> leading cause of death in the world. At \$10.8B and \$35.9B respectively, **IPF** and **COPD** make up almost half of the total 2030 projected global respiratory market.

## MARKET CHALLENGE

There are 2 FDA approved therapies for **IPF**, one of which is now generic, which are indicated for slowing the progression of the disease, i.e., lung function decline. These agents do not offer improvement in symptoms or quality of life. Side effects of the currently available therapies are significant as evidenced by the fact that even though a fatal disease, only 30% of patients are taking one of these approved agents.

There have been no new therapeutic classes for the treatment of **COPD** approved in over a decade and 4 of the 5 market leaders contain inhaled corticosteroids (ICS). Despite the benefits of ICS-containing products, these agents are associated with overuse, misuse, and significant adverse events over the long term. Due to those significant and costly implications, the 2023 GOLD Guidelines, a global advisory group dedicated to the treatment of chronic lung diseases, advise that ICS are no longer recommended for initial therapy or as follow up therapy for the treatment of exacerbations in **COPD**. These guidelines escalate the ongoing search for non-steroidal agents, which are as effective as ICS therapy in reducing pulmonary inflammation without the degree of serious side effects.

## RS BIOTHERAPEUTICS SOLUTION

**RSBT-001** is a first-in-class agent in preclinical development for the treatment of IPF and COPD. **RSBT-001** harnesses the immune modulating power of specific, anti-inflammatory and non-intoxicating cannabinoids to reduce pulmonary inflammation by targeting the inflammatory cascade in the lungs at multiple levels. Pre-clinical studies have shown a standard dose of RSBT-001 to be superior in reducing several important biomarkers associated with IPF and COPD when compared to the most potent corticosteroid at a dose reserved for patients in Intensive Care. A Research Collaboration Agreement was initiated and executed by National Institutes of Health (NIH) in 3Q23 to assess both the prevention and treatment of RSBT-001 in IPF.

Given the multi-indication potential of RSBT-001, a sought-after rare disease opportunity with IPF, the size of the global COPD market, and recent guidelines dissuading use of market leading compounds, an exit via M&A as early as 2026 is possible. A recent comparable exit valuation benchmark would indicate a potential 20X multiple at current day valuation.

For more information, contact Dean Hart.

[dhart@rsbiotherapeutics.com](mailto:dhart@rsbiotherapeutics.com)

<https://rsbiotherapeutics.com>

**Value Proposition:** ShopRaise is the only partnership platform helping nonprofits turn everyday shopping into support for their cause. Using our proprietary mobile and browser platform, supporters can shop at more than 1,300 participating retailers and 250 gift cards making supporting a cause simple and easy. The ShopRaise model optimizes growth by balancing a direct to supporter approach with strategic Nonprofit partnerships.

**Traction:** Since launching our beta program in 2022 and with minimal advertising, we have signed up over 1,300 nonprofit partners and 7,300 supporters. We have reached over \$550k in transactions this year and achieved an average MOM growth rate of 20% with an annual run rate of \$1M+. Our active users are averaging over 3 transactions per month and we are generating monthly revenue of \$94 per user.

**Leadership Team / Advisors:** ShopRaise has an experienced, dedicated, and well-balanced team and advisors, with decades of experience in Start-ups, Fundraising, Technology and Nonprofits (15+ Exits, 6+ IPOs, \$1B+ Raised, \$3B+ Transactions). Our core team has been working together since inception and has driven our success in development and launch of the ShopRaise platform.

**Problem:** Nonprofits are relying on a declining pool of older donors and struggling to engage younger donors. These donors want to support, but lack funds to donate. Retailers are seeking ways to increase online sales and community goodwill.

**Solution:** ShopRaise turns supporters’ everyday shopping into donations for a cause. This is called “Shopping with purpose” which:

- Allows Nonprofits a way to expand their donor base,
- Gives Supporters a no cost way to help the causes they care about most by buying items they already buy
- Helps Retailers a way to sell more products to new and existing customers

**Platform:** ShopRaise’s proprietary platform integrates affiliate marketing and gift card technology to redefine shopping with purpose. Our mobile and desktop apps allow supporters to shop at home or on the go and include dynamic notification reminders and marketing messages that enhance user participation. Supporters simply download the app, shop at our participating retailers and ShopRaise donates a portion of the sales commission to their chosen cause.

**Market:** In the US there are 2.5M nonprofits & charitable organizations. With 59M households that donate to charity with an average of \$2,900 of eligible monthly purchases, retailer partnerships have become the biggest untapped opportunity in the nonprofit industry representing \$88B in potential revenue

**Competition:** Our largest competitor Amazon Smile closed in February of 2023, which left us with limited competition in the marketplace. None of which offer the unique combination programs and technology as ShopRaise

**Financial Projections – Post Funding**

	2024	2025	2026	2027
<b>Users</b>	18,000	92,000	248,000	543,000
<b>Gross Margin</b>	\$2,300,000	\$12,100,000	\$33,900,000	\$77,200,000

**Quick Facts**

**www.ShopRaise.com**  
Denver, CO

**Current Investment:** \$1.9M

**Current Ask:** \$2.0M

**Use of Funds:** Marketing, Product Development, Operations

**Industry:** Social Impact, FinTech, SAAS, (Nonprofit fundraising software, Shopping with Purpose)

**Market:** \$88B+ with 59M Households

**Traction:** YTD \$500k GTV

**Competition:** First Mover, No significant direct competition

**Executive Team**  
**Shaun Kulesza** *Co-Founder CEO*  
**Justin Kulesza** *Co-Founder, CFO*  
**Rebecca Fowler** *SVP Business Dev*  
**Korri Piper** *VP Merchant Relations*

**Contact**  
Shaun@ShopRaise.com

# THANK YOU TO OUR PREP TEAM



**LAURA HILL**  
SVP  
Equifi



**INES LEBOW**  
CEO  
Enterprise Transformation  
Solutions



**MARISSA LEVIN**  
CEO  
Successful Culture  
International



**BOB LONDON**  
CEO  
Chief Listening Officers



**JET LU**  
Customer Solutions  
Amazon Web Services



**JACKIE LUO**  
Founder  
BAM Advisory



**MICHELLE MILLER**  
Founder  
MRM Consulting



**JOHN MORGAN**  
General Partner  
Morgan Global



**EVAN SHUBIN**  
Pres. and Founder  
Results.now, Inc. and  
Candlelight Partners



**MALI PHONPADITH**  
CEO  
SOAR Community  
Network



**MICHAEL RIEMER**  
CEO & Board Member  
Vocinity

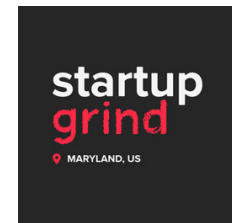
# SPONSORS



KEIRETSU



FORUM



## Angels + Life.Sci Investors



ROBERT H. SMITH SCHOOL OF BUSINESS

DINGMAN CENTER for ENTREPRENEURSHIP



## November 30 Attendees

### As of 11 30 23

SPEAKERS			
First Name	Last Name	Title	Company
Tien	Wong	Founder & CEO	CONNECTpreneur and Opus8, Inc.
Mark	Haas	CEO	AEG
Jake	Haskins	Associate	NEXT, Powered by Shulman Rogers

PRESENTERS			
First Name	Last Name	Title	Company
Tom	Gauthier	Founder and CEO	<b>AgTechLogic</b>
Peter	Lau	Co-Founder	<b>COMFIKNIT</b>
Ryan	Beswick	CEO	<b>Couple.com</b>
Jason	Brown	CEO	<b>Family Central</b>
Jim	Dear	President	<b>Imeropex</b>
Clay	Sharman	Founder and CEO	<b>KRATEO.AI</b>
Gore	Bolton	CEO	<b>Land Intelligence</b>
Denise	Tayloe	CEO and Co-Founder	<b>PRIVO</b>
Sebastian	Duque	CEO	<b>Plei, Inc.</b>
Dean	Hart	CEO	<b>RS BioTherapeutics, Inc.</b>
Shaun	Kulesza	Founder and CEO	<b>ShopRaise</b>

ATTENDEES			
First Name	Last Name	Title	Company
Pablo	Abdian	CEO	Soko Solutions
Nicholas	Abel	CEO	FINEV INC.
Michael	Abraham	CEO	5th Avenue Group
Paul	Adler	Principal	Paul Adler LLC
Victor	Adole	CEO	YIVA ENTERPRISES
Eric	Adolphe	CEO	Forward Edge-AI, Inc.
Abdes	Afras	CEO	Wellavi
Nayyar	Afridi	Regional Manager, Strategic Partnerships	KiwiTech LLC
John	Aggrey	CEO	Uunicorn
Babak	Akhlaghi	Managing Director	NovoTech Patent Firm
WD	Allen	Adjunct Professor	University of Missouri
Cliff	Anders	President	LeoSat Enterprises, Inc
Mayra	Andrea	CEO	CIPTA GRAHA GROUP
Suresh	Annappindi	CEO	XOOM FOODS
Matt	Archer	Co-Founder & CRO	Meahana
Koorosh	Arsanjani	VP of Business Development	PushX
Laura	Arutiunian	SMM Manager, Marketing Expert	Nobel Learning PBC
AJ	Attavar	Investor	NPS, Inc
Darrin	Auito	Partner	HEA Law PLLC
Justin	Ayars	Founder & CEO	equalityMD
David	Bain	Affiliate Faculty	GMU
Usha	Bala	Travel Consultant	Dreams WorldWide
Josh	Barnes	Owner	Harbor Designs and Manufacturing LLC
Bob	Barton	Co-Founder, President & CFO	Family Central
Thomas	Bascom	president	LinkSpace, LLC
Jay	Beam	Managing Director	Adasel Global Partners LLC
Michael	Beirne	Managing Partner	TAG/Vetted Capital
ElShadey	Bekele	MD	CNH
Aarti	Bengu	Senior Consultant	Global Strategic Consultants
Ryan	Bennett	Director Sales	LogicBoost Labs
Ryan	Beswick	CEO	Couple.com, Inc.
Edgar	Betts	CEO	Microchip technologies Solutions
Urvashi	Bhatnagar	GP	TGSF
Nilesh	Bib	Volunteer	Aar solutions
David	Bissainthe	CEO	Informa Solutions, Inc.
Sarah	Blythe	COO	Mercurial AI
Adam	Boggs	Co-Founder & CEO	Meahana
Gore	Bolton	CEO	Land Intelligence Inc.
Jonathan	Bondzie	Founder	Home Automation LLC
Larry	Boodin	Business Development Director	Thompson Financial Group
Prasad	Bopardikar	Pre-sales Engineering Leader	
Julia	Brino	Investor	Prudence
Stanley	Brock	Founder	Alunom Europe AB

Jason	Brown	Co-Founder and CEO	Family Central
William	Brucato	President / CEO	Byrne and Bruce, LLC
Tridonna	Bullock		
Patrick	Burke	Sr. Dir. Business Development	Amarex CLinical Reseach
Wade	Byrd	Founder / CEO	Qepr
Baiju	C	Founder	Tursya
Sandra	Cai	Founder and CEO	Vallue
Anthony	Cammarata	Outsourced CFO	Startupcannon
Devonne	Canady	CEO	Melanin Microchips
Christian	Carello	Founder & CEO	EnvisionIT Consulting, LLC
Joe	Carlin	Principal	JonXeone Capital
Chuck	Carr	Partner	RSM
Hepzel	Castro	Independent Consultant	HCH Consulting
Albert	Cato	Staffing Manager	ACProtocol Consulting Group Inc.
Rene	Chaze	Partner	Tiny Orange Capital
Xingyue	Chen	Partner	Key2China
Chris	Chen		
Josh	Chernikoff	CEO	JoshChernikoff.com
Anthony	Chernykh	Business Development	Finance With Tony
Nelson Hyde	Chick	CAO	Foil Flyer
Beth	Chmielowski	Co-Founder	Meahana
Andrew	Choi	CEO	Beige LLC
Tarek	Chowdhury	CEO	Rave
Marcus	Cohn	CEO	Spectalix
Victoria	Collins	Founder	Buzzy Rocket
Jonathan	Corrales	Founder	Pubsworth
Dayna	Cousino	Mortgage Loan Officer	Revolution Mortgage
Albert	Crews	VP of New Ventures and Innovation	St Jude
Zachary	Crilley	CEO	GovFuse LLC
Daniel	Curran	Founder	CustEx.com, Inc.
Dee	Cutler	CEO	Tri-IT Solutions
Anthony	Dale	Owner	Fatherhood Wines
Michael	Darden	Founder /CEO	DFM Data Corp. Inc.
Ludovica	De Pieri	CEO	Reveal My Food
Jim	Dear	President	IMEROPEX
John	DeGross	Principal Fintech Consultant	DeGross Consulting
Hector	Del Castillo	CPO	Byond
Pamela	del Rio	Chief of Staff	Wollef
Isabella	Deng		Georgetown MSb
Devina	Desai	Chief Executive Officer	Kinometrix, Inc
George	DeVaux	President	Aptavian, Inc.
Mamta	Dhanuka	Director	KiwiTech
Poorva	Dharkar	CEO	Consulting
Michael	Di Carlo	Founder and CEO	HyperDrive 360
Cosmo	Di Tucci	Founder & CEO	AbleOne
Louis	DiFrancesco	Inventor	Gale Wind Ship inc
Mildred	Diggs	CEO	Journiy
Malaika	Dirieh	Founder	Gintention LLC
Sarah	Djamshidi	Managing Partner	Speedshift Ventures, LLC
Jason	Doran	CEO, Co-Founder	Expertly
Michael	Doyle	Managing Director	Goldin Ventures
Dejana	Dua	Angel Investor / Partner	Anexa Capital
Sebastian	Duque	CEO	Plei, Inc.
Frederick	Dyste	Founder / CEO	BizWatt LLC
Carolyn	Eagen	CEO Founder	Kinstak
Thomas	Eggleston	Managing Director	Charmides Capital
Annie	Eggleston	Managing Director	Charmides Capital
Martin	Erim	CEO	First Renaissance Ventures
Maria	Ermolova	Managing Director	Weild & Co.
Idong	Essiet-Gibson	Principal	The Idyeas Group
Peter	Ettinger	Partner	The 7914 Group
Herb	Ezrin	CEO	Potomac Business Group
Kim	F	Advisor	
Lili	Farhandi	CEO	Razi
Veronica	Fey	Operations and Analysis	SoundBoard Venture Fund
John	Francis	Partner	Stout street
Ken	Frasier	CEO	Frasier Executive Holdings
Natasha	Fray	Founder	Nocrastination
Janice	Freeman	President and CEO	African American Chamber of Commerce of Montgomery County
Joshua	Furstoss	CEO & Founder	Incued Inc.
Sathish Kumar	G	Associate	SBSS & Associates
Bhavya	Gada	Strategic Partnership and Innovation Specialist	Ardent Privacy
Robert	Gahagan	Chief Success Officer & Founder	CCSI- Corporate Consulting Services, Inc.

William	Galle	President	DPS
Dana	Garrett	Head of Customer Success	KRATEO.AI
Tom	Gauthier	CEO	AgTechLogic
Daniel	Geselowitz	Patent Agent	Kratz, Quintos & Hanson, LLP
Ben	Gharbia	Arch	NN
James	Gibbons	Founder/Wealth Manager	Alpha Pointe Capital
Kaija	Gisolfi-McCready	Senior Analyst	Paladin Capital Group
Kaitlyn	Glancy	Partner	Eclipse
Yumi	Goda	Investor	MUFG Innovation Partners
Jonathan	Golner	Consultant	Ren Solutions
Lei	Gong	MBA	Johns Hopkins Carey Business School
Oli	Gopoly-Taylor	Relationship Manager	Rockpool Investments LLP
Simone	Green	Owner	Simone's Body Bar
Richard	Greene	CEO	RGA Israel U.S. Strategic Relationships & Venture Funding
Kristin	Gross	Founder	Navdee
Weiqing	Gu	CEO and Chief Scientist	Dato-to-Decision Dasion
Amadou	Gueye	MD	TANIM
Fred	Gumbinner	Managing Partner/President	Icon Finance/Keiretsu Forum DC
David	Hadsell	Founder/CEO	May River Advisory
Sara	Hagey	Strategy & Operations Manager	Robinhood
Fizie	Haleem	Business Solutions Manager	Montgomery College
Brian	Han	Manager	FCEDA
Malcolm	Handelsman	ED	DIR
Mary	Hannes	Associate Director	Golden Angels Investors
Michael	Hanson	Growth Strategy Consultant	Optimum Dynamics LLC
Qaizar	Hassonjee	CEO	Angel Star Ventures
John	Hathaway	Co-Founder & CTO	Meahana
Maya	Hawa	Founder	Gnex
Nader	Hawa	Engineer	Genex
William	Heflin		
Browning	Herbert	MD	Ringbolt Capital
David	Hildebrandt	President	Sel Technologies Inc
Joy	Hoffman	Project Manager	Maryland Tech Council
Tim	Hohman	CEO	IBM/Boxboat Technologies
Alyse	Holstein	Founder and CEO	HPG Partners, LLC
Jeffrey	Hood	CEO	Theia Analytics Group
Jake	Hsu	managing Partner	CoFoundr
Henry	Hunter	Founder	Incidr
Mike	Huska	CTO	Vistra Business Solutions
Tony	Hussain	CDO	Alike Patient
Paul	Iacovacci	CIO	Enascor Capital
Jenny	Ibrahim	Director	OPOL Coop
Linda	Ingroia	Founder/Director	Headstrong Branding
Prince	Isibo	Founder/CEO	ZenelGie Global Consulting Limited, Nigeria.
Mohammad	Issa	President	Creativity Lab for Empowerment and Innovation
Brian	Iversen	CEO	Corrugated Solar LLC
Dave	Izuka	Venture Accelerator	Venture Acceleration Services
Andy	Jacques	COO	Synergy Consulting (DBA - Web Apps LLC)
Manoj	Jadhav	CEO	ISHA Therapeutics LLC
Elham	Jamshidi		The Johns Hopkins University Carey Business School
Sundeep	Janagam	CTO	Quantica AI
Jeff	Johnson	Cashflow Analyst /Consultant	Business Cashflow Solutions
John	Jones	Owner	Windy City Tax Relief
Olga	K	Founder	PM Angels
Stephen	Kann	Partner	Ocean Street Partners
Jon	Kaplan	Founder and CEO	TDS Global Solutions
Alec	Karys	CEO	Genesis inc
Mark	Kass	Partner	Crowell & Moring LLP
Ben	Katz	Managing Partner	Sentinel VC
Arshdeep	Kaur		Kaya
Mokhtar	Kazzalbach	CEO	Partake7 inc
Joe	Kessler	managing partner	Next-Stage Development Group
Ernest	Kestone	CEO	Clear Protocol, Inc.
Marie	Kestone	RN, Co-Founder	Clear Protocol, Inc.
Tri	Kha	Billing	Tkhal media
Igor	Khalatian	CEO	Ideal Match Inc.
Muneeb	Khan	Accountant	Vision Ventures
Gene	Kim	Founder	DragonStartups
Josh	Kim	CEO	Soterion Bio
Rian	Kinney	Attorney, Founder	The Kinney Firm
Ted	Koblick	Vice President	Net-AV
Amy	Koenig	Chief Marketing Officer	AgTechLogic, Inc.
Martin	Koev	Manager	Koev Brothers



Robert	Kohler	CEO	Kohler Law Group
Izzy	Kohler	Data Analyst	IMEROPEX
Micah	Kontes		
Velibor	Koprivica	Chief Strategy Officer	Enfinia Growth Partners
Alexandra	Koptyaeva	Co-Founder and CEO	ClearMind Keyboard
Nick	Kovacic	Managing Partner	Nicholas Companies LLC
Meghan	Krause	CEO	Krause Analytics
Yuliya	Kugaeva	Business Development Manager	Piesoft
Gary	Kulesza	Chairman/Co-Founder	ShopRaise
Nikhil	Kumtha	Director	CLA
Ewelina	Kuna	Principal	ICOS Capital Management
Norman	Lai	BOD	USMEDIGENE Inc
Vijay	Lakshman	President	Mindgrub Ventures
Rod	Lancaster	Director Business Development	Mahendran Projects
Deb	Langer	Partner	LFE Capital
Josh	Lansberry	Sr. Logistics Manager	Synchrologistics
Peter	Lau	Co-Founder	Comfiknit
Kenneth	Lau	Founder	Comfiknit
Ronnie	Lavi	Operating Partner	97212 Ventures
Terry	Leach	Founder	Astrolytes
Ines	LeBow	CEO/Founder	Enterprise Transformation Solutions, LLC
Anita	Lee	CEO	TwinCare technologies
Suenny	Lee	CEO	Comfiknit
Steven	Lehat	Principal	Regulatory World
Rick	Leimbach	CFO Advisor	Startup Portal
George	Letscher	Principal	Swish IP
David	Levitz	CEO and CTO	DL Analytics
Zhichao	Li	Angel Investor	Angel Investor
Sijia	Li		Georgetown University
Maik	Liczner	Enterprise Account Executive	AG5
Jenna	Liu	Founder and President	Sixx Cool Moms
Kaylin	Lo	Entrepreneur Associate	Keiretsu Forum
Joseph	Longe	Intern	Nobel Learning PBC
Jacob	Lonsway	Events Manager	PeopleConnect Staffing
Matthew	Lord	Tenant Representation	JLL
Brendan	Lough	Senior Vice President	JLL
Margaret	Lungu	Advisor	PAQI
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Patrick	Manning	CEO	Diagnostox
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Kym	Martin	Advisor	Freelance
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Karen	Maschi	Founder   CEO	Veza Innovations
TJ	Master	Mentor	Virginia ICAP
Adam	Matalon	CEO / CMO / Advisor	MessageHQ
Aditya	Maurya	CEO	Zelox Entertainment
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Nakira	McCrea	Founder	Suede Beverages
Mark	McMahon	CEO	Audioone
Katherine	Medlock	Analyst	Sopris Capital
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David	Meinhart	MD	Healthspan Alpha
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Loren	Minkus	Consultant	Concept Equity Group
Jalisa	Montgomery	Founder	Social Rout3
Kaitlin	Moran	VP	LogicBoost Labs
Teresa	Moraska	President & Chief Innovation Officer	Pan Pacific Finance Group
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Roy	Morris	Partner	Sti
David	Morris	Sr. Account Executive	
Tammy	Morrow	VP	Vitalogy Capital Partners
Soujanya	Mukka	Founder	MyB2BNetwork

Kevin	Mullenex	CEO & Co-Founder	iotaBEAM, Inc.
Ashley	Munene	Multi-market Training Manager	Panera bread
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Nguyen	Nguyen	CEO/Founder	CyberArmor
Scott	Niewohner	Owner	Green Line Autonomy
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Robert	O Donoghue	Project Manager	Plus Promotions - Website & Software Development
Michael	O'Brien	Managing Partner	MOB Ventures
Daniel	Ofer	Asset manager	Triplereason Ltd
Sophia	Olivas	AI Consultant	Olympus Consulting
Yvonne	Oriaku	Co-Founder	ZootPro
Bob	Oros	President	Business Development Resources, Inc.
Paul	P	CEO	MY ONLINE MEMOIR
Joe	Paiva	Managing Partner	CoFoundr Private Equity
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Jean-Luc	Park	Sr. Director Social Impact Funds	TEDCO
George	Parrish	Head Memberships	Bay Angels
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Sherry	Paterra	Investor/Interim CEO/BOD	Opus 8
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Kristen	Raney	Graduate Student	Arizona State University
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Suzanne	Reade	President	Chicago ArchAngels
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Damoder	Reddy	Investor	Chemical Angels
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Lil	Rhee	Producer	Lil Rhee
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Richard	Staats	CEO	ZE, LLC
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Saba	T	CEO	Rendered - Sustainable Fashion
William	Taffa	Entrepreneur Director	Keiretsu Forum Southern California
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Oluwatobi	Towoju	Founder	SkillConnect Eduservices
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Andrew	Tsintsiruk	CEO	DataStrategyLab
Sam	Tsuboi	Principal	Presidio ventures
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Laarni	Valledo	Business Development Manager	Management Analytics
Phoebe	Van Duinen	Principal	Halcyon
Carol	Vancleef	CEO	Luminous group
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Roy	Vella	Managing Director	Vella Ventures
Carolina	Vieira	Web Developer	ProIT
Jim	Voeller	Patent Attorney	Maier & Maier, PLLC
Thomas	Vogelsong	Startup Scout and angel investor	Kyto Technology and Life Science
Eric	Wachtel	Founder/CEO	SmartMD Sysstems Inc.
Claire	Wadlington	Managing Director	1414 Ventures
Jordan	Wahbeh	Managing Partner	SV Venture Group
Mustafa	Wahid	Investment Analyst	Just Ventures
Anthony	Walker	CEO	Stay In Charger
Michael	Walsh	CEO	WorldCitizen.One

Michele	Weatherly	Assistant Director	Prince William County Department of Economic Development
Robert	Weissman	President	Suvarna Partners LLC
Beshoy	Wesa	Founder	LegsGo
Jordan	Weymouth	Founder & CEO	Levliz
Joseph	Whang	Consultant	Deloitte
Jack	Whelan	Director of Business Development	International Accelerator
Laurie	Wiggins	CEO	Byond
Kellar	Williams	founder	killario
Hallie	Williams	Franchise Broker	Right Next Door
Wilbert	Williams	Management Consultant	Self-employed
Beth	Wong	Vice President for Business Development	Expediteinfotech Inc
Amy	Wood	Program Manager	Pepperdine University
Ellasaid	Woodhouse	Investor	Ufi Ventures
Gary	Woolfson	CEO	Flow Metrix
Carl	Wooten	CEO/Founder	GivGo
Paul	Wronkiewicz	State Manager	Title Insurance Company
Albert	Wu	CEO	neXco
Tony	Xp		American University
Jun Stephen	Xue	GM	Chipscreen Bioscience (US) Ltd
Ashish	Yadav	Sales Head	MyB2BNetwork
Ning	Yan	Partner	GI Biopharma
Yi	Yang	Managing Partner	WaterStar Capital
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John	Yoakum	Principal Expert	Adapt Opinion
Kei	Yoshida	Principal	Presidio Ventures
Randell	Young	General Partner	Venture-Net Partners
Mena	Yousef	Managing Partner	The Sales Scout
Ibrahim	Zafar	CEO	Lens End Media
Paola	Zaragoza Cardenales	Attorney	Zaragoza Cardenales LLC
Jeff	Zelaya	VP	HITE
Carrie	Zhang	CEO	Markeny
Jeff	Zika	CEO	AirGo.Ai
Raymond	Zoeller	Investor and Advisor	Zoeller Associates
Nick	Zwierlein	Client Relationship Manager	Koffman Southern Tier Incubator
Cindy		Membership Director	Keiretsu Forum Southern California

# Want to Present or Sponsor at our Virtual Events?

Email Skylar Rallison at  
[srallison@opus8.com](mailto:srallison@opus8.com)  
for more information

## 2023 Calendar

Dec. 20

## 2024 Calendar

Jan. 25	Feb. 29	Mar. 28
Apr. 25	May 30	June 27
July 25	Aug. 29	Sept. 26



## 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.